

TODAY'S A/C

& REFRIGERATION NEWS

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Johnstone Supply Ware Group March Open House Events in Florida (see pages 4,20,21)



Tropic Supply Hosts Low GWP Refrigerants Best Practices Training (see page 22)



Gemaire Distributors Host Open House Events in Hollywood and Tamarac (see page B4)



2024 ACCA & FRACCA Florida Conference at Sapphire Falls Resort (see pages B6-B7)



Saez Distributors Hosts SFACCA Low GWP Safety Training and Certification (see page 16)

The Importance of Employee Retention in the HVACR Industry



Jeff Schlichenmeyer
Publisher

Employee retention is a critical factor for the success of any business, and this is especially true for HVACR companies.

In an industry where skilled employees are in high demand, retaining top talent can significantly impact the quality of service, customer satisfaction, and overall business growth.

With the U.S. Bureau of Labor Statistics predicting a modest 5% growth rate from 2020 to 2030, contractors face the uphill task of finding and keeping skilled HVACR industry employees.

Today, we'll explore the importance of employee retention in the HVACR industry and suggest some best practices, including educating employees about their health benefit options.

Why Employee Retention Matters

1) **Maintaining Consistency:** Experienced employees bring a level of expertise that directly translates to better service for customers. When customers work with familiar contacts and know they can rely on the same team, it builds trust and loyalty.

2) **Reducing Training Costs:** Hiring and training new employees is a costly and time-consuming process. By retaining skilled workers, HVACR industries can save on recruitment, onboarding, and training expenses.

3) **Enhancing Company Culture:** A stable work-

force contributes to a positive work environment. Happy employees are more engaged, productive, and likely to go the extra mile for customers.

Best Practices for Employee Retention

- Competitive Compensation and Benefits**
 - Offer competitive salaries that reflect the skills and experience of your staff.
 - Provide comprehensive benefits packages, including health insurance, retirement plans, and paid time off.
 - Regularly review and adjust compensation to align with industry standards.
- Opportunities for Growth and Development**
 - Implement training programs to help employees expand their skills and knowledge.
 - Offer opportunities for career advancement within the company.
 - Recognize and reward outstanding performance through promotions or bonuses.
- Foster a Positive Work Environment**
 - Encourage open communication and feedback.
 - Create a supportive workplace culture where employees feel valued and respected.
 - Organize team-building activities and events to strengthen bonds among employees.
- Work-Life Balance**
 - Respect employees' time off and ensure they have a healthy work-life balance.
 - Provide flexible scheduling options when possible.
 - Offer remote work options, especially for administrative roles.

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A Ware Group Thank You with Specials, Giveaways, Vendors, and BBQ Too!

Johnstone Supply The Ware Group is hosting their annual open houses as a customer and vendor appreciation. The March open houses in Florida included West Palm Beach, Clearwater, and Melbourne. More Open House events are scheduled in April which include Marietta Ga. on the 2nd, Lawrenceville Ga. on the 3rd, Warner Robbins Ga. on the 4th, Columbia SC on the 9th, and Ocala FL on the 11th.

A focus of each open house is providing an environment where contractors can learn and interact with the industry's latest and greatest. Ware Group open houses feature over 30 vendor exhibitors with product information and hand's-on displays.

Each open house also features training classes. A Ware Group open house wouldn't be complete without a registration goody bag, product specials, great door prizes, and Hill's famous BBQ.

This year's specials include a variety of products from refrigerants, to tools, to thermostats that are on special throughout the open house season.

Door prizes included a portable Friedrich Air Conditioner, Veto Pro Pack Tool Bag, Gift Cards, and a Milwaukee Tools Pack Out Kit. A full Hill's BBQ lunch including banana pudding is provided from 11:00 am – 1:00 pm.

For April open house and training class information, and to pre-register, visit www.JohnstoneWareGroup.com/OpenHouse.

In this issue, see event photos and article for the West Palm Beach, Clearwater, and Melbourne open houses that took place in March. Don't miss the April Open Houses at Johnstone Supply The Ware Group!

Johnstone Supply The Ware Group has a variety of training programs geared to help improve all aspects of your business from marketing, selling, shopping, ordering, receiving, servicing and installation. The Johnstone Advantage....Saving You Time. Making You Money!



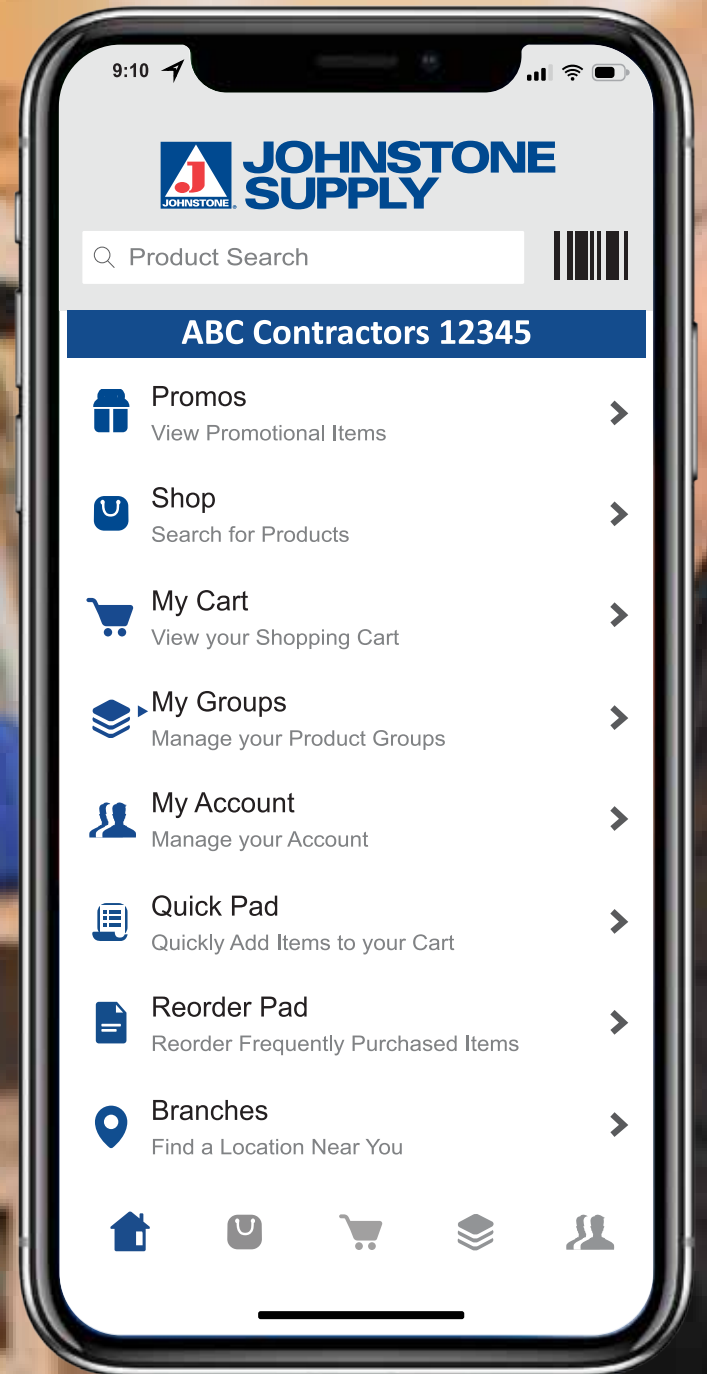
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OE TOUCH



An Estimated 75% of All Contractors Financial Statements are Inaccurate!

Ruth King's Contractors Cents



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

Reach her at ruthking@hvacchannel.tv.

Quite frankly, I was shocked too. However, having analyzed financial statements for the past 40+ years I shouldn't have been surprised.

How did I discover this? When we asked business owners why they didn't subscribe to Financially Fit Business they told us their financial statements were messed up and it didn't make sense to them. I agree. Garbage in equals garbage out.

When I verified our research with some of the CPA's we work with, they thought the percentage was even higher than 75%!

We also found that some businesses owners don't care whether they are profitable or not. They live by the dollars in their checking account. This is incredibly dangerous and generally causes a company to go out of business when a cash crisis occurs.

As most of you know, the dollars in your checkbook have nothing to do with profitability. You can have an unprofitable month and still have plenty of cash. However, many unprofitable months strung together will cause that cash balance to disappear.

I believe that most of you want accurate financial statements so you can make good business decisions and spot the warning signs of impending problems and take care of them before they turn into crises.

If you want to grow profitably, and not grow your company out of business, then accurate financial statements which you review each month are essential.

I'm making it easy: I've identified 12 major issues that cause your financial statements to be inaccurate. I will discuss them and what to do about them over the next few weeks.

If you find your financial statements are a mess and want to clean them up, I can refer you to book-

keepers and CPA's who understand our industry and can help (I don't clean up books).

Also, if your financial statements are accurate and you want to really know what they are telling you, consider subscribing to Financially Fit Business.

Beginning March 1st, AI will read your financial statements and if they don't appear to be accurate, will tell you why. You have the opportunity to fix them before resubmitting them. Then with the click of a button you can see the trends for your business (<https://www.financiallyfit.business>).

Over the next few months I'll write about the 12 major inaccuracies we've found on financial statements. These mistakes keep you from making good decisions based on accurate financial data. Remember, garbage in equals garbage out.

All of the mistakes are bookkeeping errors. Make sure your bookkeeper knows bookkeeping and doesn't make these mistakes. Many spouses were "volunteered" into doing the company books without training. Have that person go to an on-line or community college bookkeeping (NOT accounting) course. It will be miserable for a few weeks. However, most of these mistakes won't be made.

Here we go! Mistake #1: Operating your Business on a Cash basis rather than an accrual basis.

This one is easy to fix. In QuickBooks® just click the accrual basis button rather than the cash basis button. In other software packages, in the set up area, click accrual rather than cash accounting.

Why? In cash basis accounting you NEVER know whether you made a profit or had a loss. It creates a sale when you get the money in the door for that sale. It creates an expense when you pay that bill.

None of us knowingly bounce checks. So, your

company is almost always profitable...even if it isn't. Even worse, your gross margin is never consistent. You have financial statement fruit salad. Revenues never match costs of doing that work in cash basis accounting. First step – make sure your books are on an accrual basis.

Mistake #2: Profit and Loss date doesn't match the balance sheet date. Like mistake #1, this one is easy to fix.

Here's how it happens: your bookkeeper is printing out the January financial statements for your review. Let's say it's the 14th of February. She prints out the profit and loss statement as of January 31st. Then when she tells the accounting software to print the balance sheet she forgets to change the balance sheet date to January 31st and your accounting system prints the balance sheet as of the 14th of the month.

The dates on your profit and loss statement and balance sheet must match. If they don't then the information on the two statements won't be consistent. It's like trying to install a piece of equipment with the instructions for the wrong piece of equipment.

Second step – make sure your profit and loss statement and balance sheet statement dates match. Want a quick review of your financial statements?

Every business, large and small, can benefit from taking a closer look at its numbers. We're happy to do a quick review – showing you what appears to be good and some areas you might want to pay attention to. (This is where Financially Fit Business can help too).

Just send your year-end profit and loss statement and balance sheet to my team member, Chris Becham (cbecham@financiallyfit.business). We promise to keep them confidential.

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Adjustable Coffin Stand





OPEN HOUSE 2024

March 5th, West Palm Beach

The Ware Group
Saving You Time. Making You Money.

Johnstone Supply Ware Group held three 2024 Florida Open Houses starting on March 5th at West Palm Beach, March 6th at Clearwater, and March 7th at Melbourne. More Open House events are scheduled in April which include Marietta Ga. on the 2nd, Lawrenceville Ga. on the 3rd, Warner Robins Ga. on the 4th, Columbia SC on the 9th, and Ocala FL on the 11th.

The events began at 11:00 a.m. and finished at 1:00 p.m. Hills BBQ cooked Ribs, Chicken, and all the fixins right on site. Their reputation still stands after 30 years ...It's delicious!

More than 30 Manufacturers Representatives were on-hand highlighting all of the newest products, performing demonstrations, and discussing industry trends. Many of the vendors had samples, information, and some nice giveaways.

Upon registration, open house attendees each received a bag of goodies. There were also some terrific door prizes!

Valuable training opportunities were available to Open House Attendees. The Open House training was between 10-11:30am. Attendees registered in advance online or with their local branch manager to

attend. This was Johnstone Supply The Ware Group way of saying Thank You!

The Ware Group is Johnstone Supply's largest member with a Mission to be the leading independent regional wholesaler by providing excellent marketing and distribution services to the licensed HVAC/R contractor and supplier that is committed to the HVAC/R supply chain.

Across 40 branches in the Southeast, The Ware Group accomplishes their Mission by delivering on their contractor value proposition; Saving You Time. Making You Money.



Johnstone Supply Ware Group West Palm Beach
Hunter Hopwood, Alvaro Gutierrez, Max Podel,
Maidelin Rodriquez, Gary Gustafson, Jennifer Shorrock



Alexis Terzado of Nu-Calgon giving a
training seminar on Indoor Air Quality
at Johnstone Supply West Palm Beach



Jose Garcia of Sander AC,
Frankie Valle of Mitsubishi, and
Sander Alvarez of Sander AC



Cameron Perkins of Johnstone Supply
Ware Group with Jeff Cherif of JB Industries



Earl Miller of Uniweld Products,
Gil Ledoux of PED Associates,
and Justin Martin of All Time AC



Everyone enjoyed the tasty BBQ chicken
and ribs from Hills BBQ!



Andy Taylor and Dave Schopp of
Leone Green with Robert Kraft of TradeFox



Terrance Ferguson of Prestige AC, Gary Gustafson
of Johnstone Ware Group, Scott Behanna of Ron
McLaughlin & Assoc, Thomas Crosby of Prestige AC



Chris Galvin of Bosch with Jeff Beatty
and Nathan Adams of The McAllister Group



Ozzie Sanchez, Ramon Delgado,
Shaughnessy Harms, Max Podel, and
Ledismay Pinero of Johnstone Supply Ware Group



Michael Bell and Chris Ware
of Johnstone Supply The Ware Group



Mike Walker of Engineered Comfort,
Robin Broderick of RGF Environmental,
and Gerri Ricciuti of Engineered Comfort



Fabian MacDermot of Fabian AC,
Jillian Thigpen and Samantha Dacquel
of Johnstone Supply Ware Group



Victor Longobadi Jr and Sr of KVM Services,
Johanne Bueno of J. Nichols & Associates,
Julio Valdez of Johnstone Supply Ware Group



Ortiz White Jr. and Zornelius White of White Electric,
Dani Barber and Erik Johns of Resideo,
Ortiz White of White Electric



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Ecoer Introduces Revolutionary Heat Pumps in 2024!



ECOER TDi

Introducing the Ecoer TDi smart heat pump, a revolutionary heat pump that meets the CEE requirements and makes consumers eligible for valuable federal rebates. With an impressive EER2 rating of **up to 13**, this unit provides exceptional energy efficiency, ensuring that hundreds of thousands of homes stay comfortable throughout the year while reducing energy expenses.

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Ritchie Introduces The YJACH FLOW Wireless Anemometer



BLOOMINGTON, MN (March 21, 2024) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is

proud to introduce the YJACK FLOW™ Wireless Anemometer.

The YELLOW JACKET® YJACK FLOW™ Wireless Anemometer P/N 67069 measures the air speed in ducts and ventilation systems. Technicians can view instantaneous air velocity readings on the integrated screen. The YJACK VIEW® app calculates volumetric readings (cfm) for rectangular and circular ducts as per ASHRA 41.2P.

The YJACK FLOW™ includes an interchangeable, 18" telescopic probe for residential and small commercial systems. For larger systems, users can easily change to the 36" probe (PN 67082 sold separately). This lightweight, compact anemometer design includes a convenient multi-point magnetic mount to secure the probe in ducts for hands-free monitoring. It also includes a protective carrying case and two 1.5V AAA alkaline batteries. For more information, visit <https://yellowjacket.com>.

AHRI Releases January 2024 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 479,374 units in January 2024, down 21.3 percent from 609,156 units shipped in January 2023. U.S. shipments of air conditioners decreased 24.3 percent, to 248,035 units, down from 327,455 units shipped in January 2023. U.S. shipments of air-source heat pumps decreased 17.9 percent, to 231,339 units, down from 281,701 shipped in January 2023.

The Importance of Employee Retention in the HVACR Industry: Best Practices and Health Benefits

(Continued from Cover Story)

In addition to the above practices, educating employees about their health benefit options is crucial for their well-being and job satisfaction. Here's how HVACR industries can effectively communicate health benefits to their teams:

- Finding a healthcare benefits program that manages costs and incentivizes employees to seek cost-effective care options is crucial. It's important to consider if your health benefits cover education, access to health plans, low-cost prescription models, and a primary care model.
- Find programs that offer detailed information about health insurance plans, including coverage, deductibles, co-pays, and enrollment deadlines, in simple language and visuals for easy understanding.
- Online resources provided by these programs include an online portal or resource center where employees can access information about their health benefits anytime. This includes FAQs, plan documents, and contact details for further assistance.
- For example, NWA-ECH offers employer solutions based on a collectively bargained platform where each new group has a voice in their healthcare benefits. They have a member-first philosophy, with a convenient resource providing transparency to the participant.
- Finding solutions through a concierge service where the member can speak directly to a representative who can walk them through their care.
- Consider the benefits of using AI utilized platforms by streamlining the underwriting process for more efficient decision-making regarding employee healthcare solutions.

But not all health care plans are created equal. By keeping the employee in mind there are several questions to ensure adequate information is provided

to ultimately make an informative decision.

- What steps can we take to ensure employees understand their health insurance plans?
- How can we address individual questions and concerns about health benefits?
- What tools can we provide for employees to access health benefit information conveniently?
- How can we help employees understand the nuances of different health plans?
- How can we keep employees updated on changes to health benefits?

Additionally, hosting training sessions like workshops or webinars can help employees understand different health plans better, with insurance providers available to answer questions directly. Regular updates about any changes to health benefits demonstrate transparency and show that employee well-being is a priority.

Employee retention is a multifaceted effort that requires a combination of competitive compensation, opportunities for growth, a positive work environment, and clear communication about benefits. In the HVACR industry, where skilled technicians are the backbone of operations, these practices become even more critical.

By investing in employee retention and ensuring that team members are well-informed about their health benefits, HVACR industries can create a thriving workplace where employees are motivated, engaged, and committed to delivering exceptional service.

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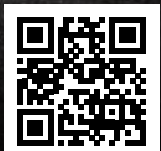
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Turning HVAC on its Side, Goodman Launches New Inverter Air Conditioner and Heat Pumps

Quiet, Compact, Energy Efficient Side-discharge Design for Ducted Applications are Revolutionizing the Residential HVAC Industry



WALLER, Texas, March 7, 2024 – Goodman is turning HVAC on its side with the launch of its new Goodman brand split system, side-discharge air conditioners and heat pumps designed to free up space for backyards, rooftops or patios, while delivering extremely quiet, premium-style performance.

A compact, space-saving solution for homes with limited installation options, the new inverter-driven, variable-speed, communicating Goodman SD is up to 53 percent lighter and 40 percent smaller than a traditional cube-style unit – requiring just 4” of clearance.

“Our new Goodman SD side-discharge units bring the advantages of high-performance ductless engineering to ducted systems,” explains Salli Cobb, Senior Product Manager, Split Systems for Goodman. “They are designed to optimize space, indoor comfort

and performance, while priced, in the Goodman way, to add comfort with a homeowner’s budget.”

Goodman SD air conditioners deliver high-efficiency performance, up to 17.2 SEER2, while the SD heat pump reaches up to 17.5 SEER2 and 8.5 HSPF2. Both cover a remarkable range of temperatures from lightweight, compact units that feature powerful cooling up to 115°F DB and, for the heat pump, warmth down to -10°F DB.

“An exciting feature of the Goodman SD is its quiet operation, running as low as 56 dBA, about as noiseless as a refrigerator,” Cobb says. “Activating the Quiet Mode allows the system to reach decibel levels as low as 45 dBA. Better still, homeowners also can enjoy up to 30 percent in energy savings thanks to our inverter technology, as compared to non-inverter systems.”

Goodman engineering brought the dimensions of the Goodman SD units down to a size and weight that may be easily managed by a single HVAC contractor using a dolly. Goodman SD air conditioner (GSXS6) and heat pump (GSZS6) 1.5- to 3-ton units are a mere 36.6” wide, 13.8” deep and 27.4” tall. The 3.5- to 5-ton units run slightly taller at 39” high.

Innovative engineering abounds in the new Goodman SD air conditioners and heat pumps. A variable-speed digitally commutated fan provides precise, efficient air distribution across the condenser coil. Goodman’s 7mm coil allows for both a compact casing and outstanding heat transfer efficiencies. Hydrophilic Blue Fin corrosion coating helps keep the 1,000-hour salt-spray rated coil clean. To eliminate condenser fan pressure drop caused by heat sink, the inverter board is cooled by the refrigerant circuit.

Goodman SD heat pumps feature hot start tech-

nology, building heating capacity to deliver warm air before the indoor blower starts. Intelligent Defrost Mode helps reduce ice and frost from building up, running only as long as needed for more efficient operation. A selectable defrost backup heat option, when turned off, will lower power consumption during defrost. Advanced water-shedding drain pans are engineered with multiple drain holes and channels to help provide effective water shedding. To minimize transfer of natural frequency to connecting pipes, the 1.5- to 3-ton heat pumps feature a special muffler.

“To ensure that homeowners enjoy the ultimate inverter experience, Goodman side discharge, split system units are designed to work solely with Goodman’s new GTST connected thermostat,” explains Jim Lowell, IoT Solutions Manager. “The full-featured GTST links via Wi-Fi to the Goodman home app for convenient, seamless control over your indoor comfort from a smartphone or tablet.”

The GTST thermostat is compatible with all Goodman communicating unitary equipment.

The new Goodman SD air conditioners and heat pumps are backed by a 10-Year Unit Replacement Limited Warranty and Lifetime Compressor Limited Warranty for compressor failures (in each case, good for as long as you own and reside in your home), and a 10-Year Parts Limited Warranty where online registration is completed within 60 days of installation. Online registration is not required in California or Quebec. The duration of warranty coverages in Texas and Florida differs in some cases. Changes in law, regulations, or technology may result in an equivalent unit not being available. Other limitations and exclusions apply. Complete warranty available from your local dealer or at www.goodmanmfg.com.

RevoluSun Teams Up with Daikin to Power and Cool Innovative Emergency Housing Project on Maui



LAHAINA, Hawaii, March 20, 2024 — In the wake of the devastating August 2023 Maui wildfires that left thousands displaced and caused over \$5 billion in damage, Hawaii solar company RevoluSun has teamed up with Daikin Comfort Technologies North America, Inc. (“Daikin”), a leading global air conditioner manufacturer, to provide climate control systems for emergency housing units.

Through its nonprofit arm Project Empower, RevoluSun collaborated with Daikin to provide 88 dual-zone heating and cooling systems for modular shelters at the Ohana Hope Village in west Maui.

“We are extremely grateful to Daikin for generously donating these advanced cooling systems to help keep displaced residents comfortable,” said John Cheever, Director of Project Empower.

“Daikin has a long and deep connection to Hawaii, and as soon as RevoluSun brought this opportunity to our attention, we knew we needed to play a part in the recovery,” said Doug Widenmann, Senior Vice President of Marketing for Daikin. “I am proud of how quickly and enthusiastically Daikin leadership and our Hawaii distributor, Cosco Air Conditioning &

Refrigeration, responded to the request. We are fortunate that the Daikin network of Hawaiian contractors is already on the ground and offering to help to ensure our contributions deliver the most relief as soon as possible.”

The collaboration with Daikin is part of RevoluSun’s efforts to support Maui wildfire victims through Project Empower, spun off earlier this year as a dedicated 501(c)(3) nonprofit to expand RevoluSun’s community relief initiatives.

“Given the unprecedented scale of the wildfires, we realized a standalone nonprofit could allow us to have an even greater impact aiding rebuilding efforts,” said Joshua Powell, CEO and Co-Founder of RevoluSun.

Solar-Powered, Sustainable Comfort

In addition to the cooling systems, RevoluSun is leveraging its expertise to develop solar energy and storage systems to power the emergency housing village, constructed on 10 acres of leased land in west Maui.

“Our goal is not only supporting the rebuilding effort, but also reinvesting in the local community during the recovery process,” Powell said.

The Ohana Hope Village project is being led by the nonprofit Family Life Center, which rallied the Hawaii community after the August wildfires left thousands homeless. RevoluSun has supported Family Life Center’s housing programs since 2014.

“When they proposed temporary shelters, we knew we had to help make it happen,” Powell said.

“Our dual-zone climate control systems are highly efficient and a great fit for the Ohana Hope Vil-

lage project” said Vincent Nuckels, Regional Sales Director for Daikin. “With RevoluSun’s expertise in solar power solutions, we are excited to be able to deliver some sustainable comfort while also minimizing costs.”

Rapidly Deployed, Customizable Structures

Hawaii architecture firm Hawaii Off Grid is contributing pro bono planning and design work for the development. The innovative housing units are provided by disaster relief firm Continest. Their customizable structures can be rapidly deployed and combined to accommodate families.

The first residents are expected to move into Ohana Hope Village this spring. The community could transition into permanent affordable housing after wildfire victims find permanent homes.

“It’s humbling to see our vision for these shelters come to life through collaboration across public, private and nonprofit groups,” said Powell. “We’re in this for the long haul.”

Founded in 2009, RevoluSun has installed over 100 megawatts of solar systems in Hawaii and nationwide. Company leaders said responding to disasters like the 2023 Maui wildfires is a personal mission given their Hawaii roots.

“Being a Hawaii company, we’ll continue supporting relief and recovery any way we can,” Powell said.

While major progress has been made on the emergency village, RevoluSun is still seeking donations through Project Empower to fulfill remaining housing and infrastructure needs. More information can be found at projectempower.com.



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RectorSeal Adds RSH-20 Motor Protectors to its Surge Protection Product Line



Houston, TX, March 20, 2024 – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, now offers four RSH-20 motor protectors to shield against transient over-voltage and natural-cause voltage surges.

All RSH-20 motor protectors feature a plug-and-play installation between the existing power harness and the motor. LED technology indicates when the units are actively functioning or if replacement is needed. UL-Recognized RSH-20 motor protectors feature Thermally-Fused Movistor Technology to reduce the potential for fire hazards. RSH-20 models protect single-phase 120/240V blower motors utilizing three modes of protection. A five-year limited warranty backs the units.

Four models provide protection for a range of X-13 and ECM motors: 1) RSH-20MP-X13 - Protects X-13 and Evergreen ECM motors. 2) RSH-20MP-5P – Designed to protect 5-Pin ECM motors. 3) RSH-20MP-EN – Guards Ensite ECM motors. 4) RSH-20MP-AZ - Protects select Azure ECM motor models.

“Voltage surges can cause extensive damage to indoor blower motors,” said Allen Chiang, RectorSeal’s Product Development Manager. “The easy-to-install RSH-20 surge protectors offer a solution that should be installed in every HVAC motor during initial installation, service, or maintenance procedures. I’m glad we added the RSH-20 motor protectors, which meet all UL safety standards, to our extensive line of surge protectors.”

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

St Patrick’s Day Celebration at RGF Environmental Group



Brian Klaiber, Purchasing Manager, Sharon Rineheimer, VP, General Counsel, and Roger Lowe, Warranty Manager



On the buffet line, the traditional Irish lunch was served consisting of corned beef and cabbage, green rice, and shepherd’s pie

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The celebration was at their corporate facility in Riviera Beach. Everyone enjoyed the food, fun, and the luck of the Irish, bringing them happiness and much prosperity!

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RGF employees finding a perfect place outside, on a picnic table to enjoy their St Patricks Day lunch

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Where Should the Float Switch Go?

by Matt Bruner



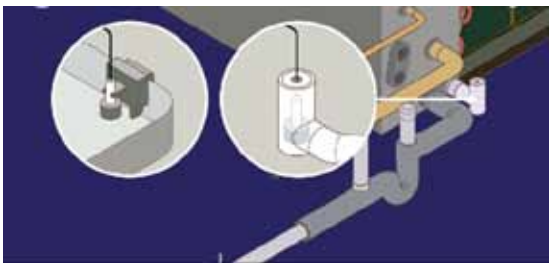
Bryan Orr

If you have worked at more than one company in your HVAC career, chances are you've found there is more than one place to put a float switch. Every company seems to have its own "secret sauce" for running drain lines and placing float

switches.

Is your company a "no float switch" company? Although a rare breed in this day and age, sometimes these ancient code-defying dinosaurs are still seen roaming about. Or maybe you're a "triple threat" company: one in the primary drain, one in the pan, and an audible alarm switch under the unit... Just in case?

Let's spend a little time talking through types of float switches, the different places you can (with-in reason) put a float switch, and the benefits of each location. Here is a previous article covering code compliance and location tips.



What is a float switch?

Most float switches used in drain lines are magnetic reed switches, which means they are opened and closed using a magnet. In the HVAC world, these switches are used to break power to either the thermostat or outdoor unit. A cork bobber with a small magnet on it moves upward with rising water levels. The small magnet opens a circuit, breaking 24 VAC control voltage.

So should the float switch be located in the primary drain? The secondary? What about when you

have a horizontal attic system? What is required by code? But that leaves plenty of room for creative positioning within the bounds of code.

“ 907.2.3.2: "On overflow units and all other coils that do not have a secondary drain or provision to install a secondary or auxiliary drain pan, a water-level monitoring device shall be installed inside the primary drain pan. This device shall shut off the equipment served if the primary drain becomes restricted. Devices installed in the drain line shall not be permitted.

907.2.5: "Condensate drain lines shall be configured to allow the clearing of blockages and performance of maintenance without having to cut the line."

Locations Closet/Basement Units

Any unit in a closet should have a float switch, and according to code, it cannot be in the primary drain line. Your area may not flag you for this, but it is in the International Mechanical Code (IMC). It's also nice to have it on the secondary because then the bobber isn't being exposed to water and, possibly, drain slime buildup.

In Texas, our drain lines typically tie into the sewer (either behind the bathtub or right before the trap on a bathroom sink) for the house, so we clear our drains right by the unit in the closet. I like to add a cleanout valve, if possible, for easy future service, preferably before the trap.

Most units in my area are in attics, so if you have a secondary drain line or a drain pan, a float switch is not required by code, but it is best practice. Here are your location options:

- 1 switch in the primary drain line. The nice thing about this is if the drain backs up, it won't overflow into the pan and rust the pan out.
- 1 switch in the secondary pan. This setup allows for the drain to back up and the system to keep running. I call this setup the "last-ditch" setup. It protects the sheetrock in the house but lets the unit run indefinitely if the primary drain is backed up. The downside of this setup is that your drain pans can rust out if the drain is not serviced regularly. It can also cause foundation problems in dry climates because you have a constant

stream of water dripping into a concentrated area while the rest of your foundation is bone dry. Stained siding or moldy brick is another potential problem.

- 2 switches in series. Double up by putting one on the primary drain and one in the secondary drain pan. This is the ultimate protection. It protects against primary drain line backups, and also flooded evaporator coils or clogged/cracked internal drain pans.
- 3 switches: one in the primary, one in the secondary, and a water alarm or wet switch under the unit. I have never seen this in the wild, but an alarm or wet switch under a unit in a closet or basement makes good sense to me. I have seen internal drain pans clog up and drip water everywhere while the float switch is untouched.

Other Considerations

Some newer communicating systems have a jumper wire where a float switch should be tied in, rather than breaking "R" or a comm wire. If you're installing a mini-split (typically ducted or cassette), many models have a built-in condensate pump and internal float switch. Understand what the models you install come with and any changes that need to be made regarding dip switches, thermostat settings, etc.

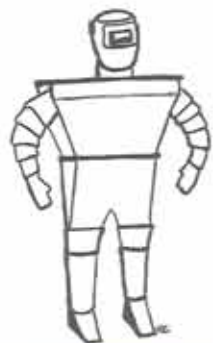
Summary

Think about your location, what you want to protect, and how often you want to be servicing drain lines. Make sure you have thought through the different possibilities for how water might get somewhere you don't want it to go. Water damage is one of the most common and troublesome parts of our jobs, and we can go a long way toward preventing it by being thoughtful about our use of float switches.

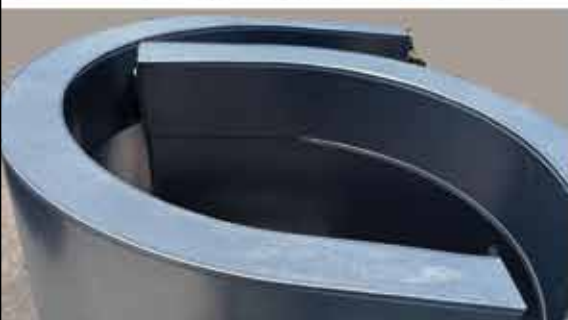
—Matt Bruner

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National HVACR Education Conference Managing New Regulations and Changing Lives

Technology is revolutionizing every facet of our world, from scientific breakthroughs to medical advancements, and the HVACR industry is no exception. The progress anticipated in the 21st century is not merely equivalent to a century's worth of innovation but rather on par with 20,000 years' worth, given the current pace of technological evolution. Moreover, the HVACR sector is confronted with an array of regulatory changes.

Over 1,100 committed HVACR educators, trainers, manufacturers, contractors, and industry professionals convened at the National HVACR Education Conference hosted by HVAC Excellence in Las Vegas, Nevada. This pivotal gathering provided attendees with firsthand access to critical information on recently launched and in-development technologies.

Leading manufacturers and industry stakeholders, typically seen as competitors, collaborated to enlighten conference participants on new equipment, controls, refrigerants, and prevalent regulations in the market.

The U.S. Department of Energy (DOE) and its

partner laboratories - Los Alamos, Oakridge, Pacific Northwest - participated as presenters, exhibitors, and attendees, shedding light on federal funding initiatives, emerging technologies, and the requisite skills for future success in HVACR.

Throughout the years, this conference has been the primary platform for HVACR educational professionals to stay updated on EPA initiatives, proposed and final rulings, and navigate the regulatory landscape. This year's event continued this tradition as the ESCO Institute addressed the multitude of proposed and final rules that currently and may soon impact our industry.

The first general session, hosted by Daikin Comfort Technologies, delved into the HVACR industry's rich history, dynamic present, and promising future, coinciding with their 100th anniversary. Attendees enjoyed a captivating performance by Taiko drummers. The second general session hosted by ESCO Institute featured a panel of experts from Department of Energy, Daikin Comfort Technologies, Fujitsu General America, and ESCO Institute,

where they discussed how the industry will navigate stringent regulations and groundbreaking technological advancements.

Time was allocated to recognize the dedication and hard work of individuals recently bestowed with the title of Certified Master HVACR Educator, received programmatic accreditation, or named among the top 25 instructors/trainers in our industry.

With over 100 professional development opportunities, attendees had dedicated time to explore the expo hall, featuring forward-thinking companies offering the latest advancements in equipment, training resources, tools, test instruments, and curriculum vital for shaping the next generation of technicians.

As the conference has concluded, preparations for the 2025 event are already underway, scheduled for March 17-19, 2025. Attendees can anticipate gaining further insights into the latest advancements, trends, and technologies within the HVACR industry. For more details about the event, including photos and videos, visit escogroup.org.

HARDI Distributors Report 9% Revenue Increase in January

COLUMBUS, Ohio, March 5, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 9% during January 2024. The annual sales growth for the 12 months through January 2024 is an increase of 0.2%.

"9% sales growth is a nice change from the 7% decline during December," said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. "The growth this month was helped by an extra billing day versus last year. With the same number of billing days we estimate the sales growth was closer to 4%."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 42 days during January. "We hear of additional stress in the marketplace, but there is not enough to inflame the Days Sales Outstanding for the industry," said Loftus. "The January 2024 DSO was a bit better than January of 2023 and January of 2022. The performance is impressive after the rapid increase in rates and market adjustment during the past year."

"It looks like we are in a different world now with no sales growth after 20% annual sales gains not that long ago," said Loftus. "Flat sales mean comparable to the boomtimes of a year ago. This is just the next phase of the normalization process. We expect to be back in normal growth territory during the back half of this year."

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

ABOUT HARDI

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staff. HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 supplier, manufacturer representative and service vendor members.

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Saez Distributors Hosts SFACCA Low GWP Safety Trainings and Certification in Ft Lauderdale and Doral

On March 6th and 7th, Saez Distributors hosted the SFACCA Low GWP Safety Training and Certification Workshop at their Broward and Doral locations. Continental breakfast and snacks sponsored by Saez Distributors. The facilitator for the training was Jim Carr of ProphetBuilders in Jupiter, FL.

As the HVACR industry continues to move forward and innovate, the refrigerants that were once so commonplace are now being phased down.

Replacing them are more energy efficient and environmentally friendlier refrigerants, known as Low GWP refrigerants. Many of these new refrigerants are classified by ASHRAE as A2L or slightly flammable.

With numerous changes to building codes and industry standards to accommodate the safe use of Low GWP refrigerants, those working in the HVACR industry will need information and training

to keep pace with innovation. This Safety Training Workshop (with study guide) and ESCO Certification Exam covers: Refrigerant safety, Introduction to Low GWP refrigerants, Refrigerant properties and characteristics, The refrigeration cycle, Working with refrigerant blends, Proper installation and service guidelines, Flammable refrigerant considerations, and explanation of the associated codes and standards for A2L refrigerants.



Javier Cepero, Jaime Bernat, Jose Minalla of Saez Distributors with Cheryl Harris of CRG, Luis Chinaea, Carlos Borja and Andy Saez of Saez Distributors



Cheryl Harris of CRG and Jim Carr of ProphetBuilders



Cheryl Harris of CRG spoke with SFACCA members and contractors that NATE CEU's are available



Jim Carr of ProphetBuilders gave an introduction to Low GWP refrigerants



Jim Carr elaborated on the associated codes and standards for A2L refrigerants



Carlos Borja, Jose Minalla, Jaime Bernat, Andy Saez, and Javier Cepero of Saez Distributors



The Low GWP Safety Training Workshop included a study guide and ESCO Certification Exam



Jim Carr of ProphetBuilders reserved a section of the training for refrigerant safety



What a great turnout for the SFACCA Low GWP Safety Training at Saez Distributors in Doral

Saez Distributors Hosts SFACCA Introduction to VRF and Applications Trainings in Ft Lauderdale and Doral

On March 18th and 19th, Saez Distributors hosted the SFACCA Introduction to VRF and Applications Trainings at their Broward and Doral locations. Continental breakfast and snacks were sponsored by Saez Distributors.

The facilitators for the trainings were Mark Wieland and Richard Glatt from Fujitsu. The training consisted of the what, when, why, and where. What is VRF, when did VRF come about (Hint, its not new), why choose VRF, and where will VRF be used. VRF

can be used with one or mixed multiple indoor units. Refrigerant is used only where it needed. A segment of the VRF training was focused on heat pumps vs heat recovery. Also discussed were the differences between VRF systems and Mini-Splits.



Jaime Bernat, Javier Cepero, Andy Saez of Saez, Mark Wieland and Richard Glatt from Fujitsu, Jose Minalla, Luis Chinaea, Carlos Borja of Saez



Andy Saez of Saez Distributors welcomed everyone to the training and introduced the speakers, Mark Wieland, and Richard Glatt from Fujitsu



Mark Wieland from Fujitsu revealed the differences between VRF and Mini-Splits



Mark Wieland and Richard Glatt from Fujitsu presented the what, when, why, and where of VRF



Mark Wieland discussed the different VRF sizes and applications available



A segment of the training was devoted to heat pumps vs heat recovery

Copeland Introduces Oil-Free Centrifugal Compressor Featuring Innovative Aero-lift™ Bearing Technology



ST. LOUIS, March 13, 2024 — Copeland, a global provider of sustainable climate solutions, today announced the release of its new oil-free centrifugal compressor with frictionless Aero-lift™ bearing technology.

Engineered to be a worry-free alternative to existing magnetic levitation bearing and refrigerant-lubricated ceramic compression technology, the Copeland oil-free centrifugal compressor delivers high-lift performance, reliability, and efficiency enhancements in demanding chiller applications.

This new compressor will help original equipment manufacturers (OEMs) and industry stakeholders to simplify the application of oil-free compression technologies while meeting their next-generation requirements for high efficiency, system design flexibility, and compatibility with lower global warming potential (GWP) refrigerants.

Designed for mission-critical data center, health care, large chiller, and heat recovery applications, the Copeland oil-free centrifugal compressor raises the standards for air- and water-cooled chiller performance. Offering high reliability in full- and part-load conditions and an expanded operating envelope for high-ambient applications, the Copeland oil-free compressor delivers superior high-lift performance while helping the chiller industry migrate to more energy-efficient and sustainable technologies.

Groundbreaking Aero-lift bearing technology enables the compressor shaft to self-levitate and operate independently — without friction or reliance on electromagnetics, complex controls, or proximity sensors, which are required in today's oil-free magnetic levitation bearing compressors. It delivers performance improvements during power interruptions, enabling the compressor to coast smoothly, shut down and restart rapidly to minimize application disruptions. This streamlined technological approach also eliminates the need for backup auxiliary bearings and maintains redundancy in these scenarios.

To meet the need for greater design and application flexibility, the Copeland oil-free centrifugal compressor is decou-

pled from the controls and variable frequency drive (VFD) — helping OEMs to design systems capable of withstanding harsh, humid application environments that could potentially damage controls. What's more, its robust design makes it ideal for matching the high speeds necessary to support modern chiller requirements while maintaining reliable, robust performance. Because the compressor does not rely on oil to lubricate the system, associated applied costs, complexities and reliability concerns are greatly reduced.

This new oil-free centrifugal compressor platform is being developed for the 50- to 200-ton capacity range and is optimized for use with the next generation of lower-GWP A2L and A1 refrigerants such as R-1234ze, R-515B and R-513A. This helps address the upcoming GWP limits mandated by the Environmental Protection Agency's Technology Transitions rule under the authority of the American Innovation and Manufacturing (AIM) Act.

“Combined with Copeland's legendary standards

for reliability, compressor modulation expertise, and adaptive compressor control algorithms, the Copeland oil-free centrifugal compressor delivers improvements across key chiller performance metrics,” said Mike Oakley, director of centrifugal solutions, Copeland. “After thousands of hours of rigorous and extreme reliability testing, it has been proven to achieve up to a 10% increase in full-load efficiency versus other compression technologies in air-cooled applications. It also delivers up to a 40% efficiency increase in integrated part-load value — far exceeding the ASHRAE 90.1 efficiency minimum requirements for a two-compressor, 200-ton system, versus existing screw technology. This efficiency is made possible by integrating critical components, including Aero-lift bearing technology and numerous granted patents and patent-pending innovations on the compressor and the control.”

For more information on the Copeland centrifugal oil-free compressor with Aero-lift bearing technology, visit Copeland.com/oil-free-centrifugal.

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Performance Pointers

By James Ball



Hire People not Technicians!

Maybe the greatest challenge in our industry today is creating and maintaining a quality labor force. Many contractors struggle to find service technicians who are capable of taking care of customers. Over the past few years, I met many technicians -- the great ones are easy to pick out. High-Performance HVAC™ contractors have figured out how to grow great technicians. Their secret: They've stopped looking to hire technicians and began looking to hire great people. The technical part is easy to teach, it's the caring and work ethic that you can't train.

So, let's explore some of the best qualities you may want in those who represent your company. Here are some key characteristics:

Integrity

I can hear my Dad in my head saying "If a fella will lie to you, he could kill you too". That is a no-brainer, right? Yet honesty is hard to come by. Today's society has many people thinking that honesty is hurtful or malicious. However, you need technicians who will be honest to your customers and to you.

As a business owner you must make a way for technicians to share truth freely. This starts with you. Set the example by being honest yourself. Don't shade truth or encourage actions that are not pure.

The best candidates are those found through your network of existing friends and family. Share the fact that you are looking for honest and trustworthy people with those around you. Your friends and family will help you find people of integrity.

Also, when you go about your daily tasks, acknowledge great service from others and make note of their qualities. Make sure they know you would

love to offer them a rewarding career.

Customer Service Skills

Interacting with homeowners requires strong communication skills, empathy, and patience. Great technicians listen to customers, explain issues clearly, and provide solutions in a professional and easy-to-understand manner.

These skills are best evaluated away from a typical interview situation. Take the potential co-worker to lunch or dinner. Watch how they decide to order, how they interact with the service staff, and how they engage with you. Get to know the candidate personally and decide if their core values align with your values and those of your company. Technical skills are easier to train than personal skills and values. Start with the person first.

Empathy is the ability a person has to mentally put themselves in the other person's shoes. Dad would say, "If you are going to leave someone without cooling overnight, go home and turn your air off and try to sleep."

That will teach you empathy. You want technicians who are empathetic and will go beyond the norm to make sure your customers are comfortable.

Start at Home

I often have the opportunity to sit in a room full of High-Performance HVAC technicians. These technicians are not out looking for another place to work. It would be extremely difficult for another company to 'steal' them. Stop trying to poach technicians and concentrate on developing them. Quality people want to be successful, so it is your job to make a way for your technicians to develop and grow.

Offer paid training, not only in technical ex-

perience, but life skills as well. Respect your technicians and make sure they have time to spend with their family. Also make sure your staff has access to insurance and saving plans. Celebrate life with your co-workers as well as help them when life isn't so kind. Make your business a place where high-quality people want to work. The key is that you are successful when your people are successful.

I can confidently look at my career as an HVAC business owner and know my successes were the result of taking care of my co-workers. When I concentrated on getting more sales, my sales suffered. When I concentrated on making more profit, my profit suffered.

But when I finally started concentrating on taking care of my co-workers, they thrived and as a by-product my business did too. Learn to be a mentor and take care of your people then others will want to work in your organization. This is the big secret to overcoming the labor shortage. Prove me wrong!

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 sold his family HVAC service company and looks to give back to the industry by contributing his knowledge and experience. He hopes to help other HVAC professionals move forward with implementing 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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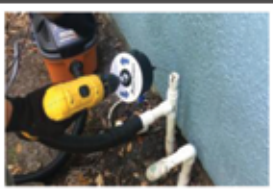


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Rapid delivery to Winsupply locations listed below

Reach out to your local Winsupply listed below to see how you can receive up to \$250 per unit in incentives from Champion/JCI!

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- Great Warranty
- Flexible Installation



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Introducing the Champion Spec Breaker

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Rapid delivery to these Winsupply locations

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ph: 305-602-0731

Winsupply of Port St. Lucie
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Port St. Lucie, FL 34952
Mario van den Elzen
ph: 772-879-7755

Winsupply of Tampa Bay
5106 W Clifton St
Tampa, FL 33771
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ph: 904-350-1468

Winsupply of Port Charlotte
1615 Market Circle
Port Charlotte, FL 33953
Nick Goodarzi
ph: 941-883-2145

Tallahassee Winair
870 Blountstown St, Ste 500
Tallahassee, FL 32304
Richard Harsany
ph: 850-575-3755

Winsupply of Lecanto
300 S Kensington Ave
Lecanto, FL 34461
Nicholas Gerogiannis
ph: 352-244-8324

Winsupply of Bradenton
4822 Lena Rd
Bradenton, FL 34211
Paul Davis
ph: 941-877-3714



OPEN HOUSE 2024

March 6th, Clearwater

The Ware Group
Saving You Time. Making You Money.



Johnstone Supply Ware Group Clearwater
Roberto Brockhart, Brett Fisk, Marty Pray,
Drew Klosgardner, Stephen Kellenbenz



David Ortiz and Roman Bagalev of Todd's AC,
Pamela Kellerman and Cindy Prats
of Johnstone Supply Ware Group



The Johnstone Supply Ware Group Open House
in Clearwater was busy all day!



Chris Galvin of Bosch,
Brian Czir of The McAllister Group,
Chris Morrissey of Bosch



Tim Roberts, Michael Hollis, and Cristy Kerlin
of Cain Sales Company



Louis Miesz of Miesz Mechanical,
Sal Hamidi of PED Associates,
and Earl Miller of Uniweld Products



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Sean Moseley of AMP Strategic,
Adriana Dosan of Johnstone Supply Ware Group,
and Nick Vosburgh of AMP Strategic



Michael Tarris of RACCA
with Nathan Black of First Company



Ryan Reynolds of EV Dunbar Company
with Marques Johnson and Jonathon Brooks
of Total Air Conditioning



Tom Johnson of Pinellas County Schools
with Jim Jones of Freidrich



Jason Siroky of Johnstone Supply Ware Group,
Ivan Aburto of Copeland, and
JC Jannarone of Prime Air Conditioning



Ready to Serve: Jillian Thigpen, Michael Bell,
Trey Weeks, Charles Baldo, Troy Woods,
Jason Siroky, Ryan Sanders, and Terry Rogers



Whit Parker of Building Health Group,
Cameron Perkins of Johnstone Supply Ware Group,
and Kevin Coffey of Aprilaire



Nick MacFee of J. Nichols & Associates,
Shaughnessy Harms of Johnstone Supply Ware
Group, and Jim Nichols of J. Nichols & Associates



Jason Provost and Joe Keppel of Johnstone Supply
Ware Group with Blair Carter of Crown Products



Matt Carboy of Johnstone Supply Ware Group,
Dustin Lawrence of JB Warranties,
Drew Klosgardner of Johnstone Supply Ware Group



Robert Adams and Julie Reynolds of SMV Air
with Ryan Charles of Target Sales



OPEN HOUSE 2024

March 7th, Melbourne

The Ware Group
Saving You Time. Making You Money.



Johnstone Melbourne: Clint Skipper, Cindy Brisson, Chris Dill, Mark Bybee, Jeff Dahl, Dennis Matushin, Cody Cranford, Andy Blossom, Marty Combs



Tyler Gratzter of Fieldpiece conducted a A2L refrigerant training at Johnstone Supply Ware Group Melbourne location



Reece Melasi, Jordan Gross, Tyler Naugle, and Ben Burbhee of Prime Air with Mark Bybee (ctr) of Johnstone Supply Ware Group



Michael Williams of Barksdale Sales Group giving a product demonstration to technicians of Brevard Public Schools



Charlie Greaves, Michael Bell, Jullian Thigpen, Robert Smith, Cameron Perkins, and Travis Marques of Johnstone Supply Ware Group



Cheyenne Wilkins of Sun City Air, Jacy Jarrell of Global The Source, and Ken Sutton of Sun City Air



Chris Lachle of Country Air, Tim Blackmore of Heatcraft, Mike Fongemie of Johnstone Supply Ware Group, Brandon Malmberg of Country Air



Kyle Houston and Josh Tanner of Alpine Air, Shaughnessy Harms of Johnstone Supply Ware Group, and Enzo Esposito of Daikin



Sean Green of Google Nest with Thi Nguyen of McCloskey Mechanical



Austin and Bing Berringer of Ron McLaughlin and Associates with Eddie Gehefer and Stephen Smith of CCS Services



Jody Long of Nu-Calgon with Jared Bridges of Assurance Aire



Ron McGaha of Embraer Executive Jets with Brad Cox of PlasmaAir



Jesus Garcia, Nathan Manley, Owen George, and Bill Duggenheim of Anna's Air & Heat with Nick MacFee of J. Nichols & Associates



Clint Skipper, Dennis Clark, and Mick Johnson of Clark Air & Heat with Mike Plathe of Cain Sales Company



Charlie Greaves, Travis Marques, Andy Blossom, Cody Cranford, and Dennis Matushin of Johnstone Supply Ware Group



Chris Craft of Target Sales giving a product demo to technicians from McClosky Air Conditioning



Darrian Johnson and Dylan Johnson of Merrit Island Air & Heat with Rob Rickman of Mitsubishi



Kicking back with friends and enjoying some tasty BBQ!



Tropic Supply Training Day Low GWP Refrigerants: Best Practices for a Smooth Transition

During the months of March and April, Tropic Supply is hosting several Training Days on Low GWP Refrigerants and the Best Practices for a Smooth Transition. Attendees Will Learn: 1) A

review of regulatory legislation – where we have been, where we are, where we are going 2) Properties of A2L refrigerants 3) Technology Transitions Rule 4) Why R454B? 5) Changes to Ruud equip-

ment 6) Best practices for installing and servicing equipment containing low GWP refrigerants. Included was a A2L Tool Tradeshow. Please register on our website at tropicsupply.com/eventscalendar



A great attendance for the Low GWP Refrigerant Training at the Karol Hotel in St Petersburg



Rob Howard and Ryan Reynolds of E.V. Dunbar Co. also guest speaker for Honeywell Refrigerants with Rafael Ramirez (center) of Tropic Supply



Trainer Jamie Fore of Rudd, spoke about best practices for installing and servicing equipment containing low GWP refrigerants



David Robarge and John Manning of Jerry Brittingham AC with Norm Sorel of Hamilton & Associates



There was a full house for the Low GWP Refrigerant Training at the Springhill Suites Orlando Millenia



Rafael Ramirez and Vielka Escovar of Tropic Supply



Low GWP Trainer was Jamie Fore, District Technical Representative for Ruud Equipment



Rob Howard of E.V. Dunbar Co gave a review of regulatory legislation – where we have been, where we are, and where we are going



Sean Moseley of AMP Strategic with Felix Rivera of Compass Air Conditioning

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Hollywood, FL 33023

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Kissimmee (407) 738-4700
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Honeywell
Refrigerants

Low GWP Refrigerants: Best Practices for a Smooth Transition

ATTENDEES WILL LEARN:

- A review of regulatory legislation – where we have been, where we are, where we are going
- Properties of A2L refrigerants
- Technology Transitions Rule
- Why R454B?
- Changes to Ruud equipment
- Best practices for installing and servicing equipment containing low GWP refrigerants

MEET OUR INSTRUCTORS:



Rob Howard
CEO and President
EV Dunbar Co.



Wade Hadaway
District Sales
Manager, Ruud



Jamie Fore
District Technical
Rep., Ruud



Tod Sutherland
HVAC Sales
Consultant,
Tropic Supply

Register using
QR code



Registration is required, only 50 seats available.

**LIMIT: 2 ATTENDEES PER
CONTRACTOR COMPANY**

Or register on our website at tropicsupply.com/eventscalendar

If event is **FULL**, contact
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Tradeshow.*



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Fieldpiece



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*A2L Tool Tradeshow present. **NAVAC will not be present at the April 23, 2024 Tool Tradeshow in Miami.

Call or visit your local Tropic Supply Resource Center to enroll today!

Cape Coral (T-11): (239) 989.0088	Miami N. (T-1): (305) 652.7717	Sunrise (T-20): (954) 835.6020
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Delray Beach (T-9): (561) 279.2710	Mid Miami (T-7): (305) 638.9673	Tampa E. (T-15): (813) 514.1198
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Ft. Lauderdale S.(T-4): (954) 522.2874	Ocala (T-22): (352) 512.6980	West Palm Beach (T-5): (561) 684.3997
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7:00am - 8:00am	Continental Breakfast / A2L Tool Tradeshow
8:00am - 11:00am	Training Presentation
11:00am - 12:00pm	A2L Tool Tradeshow

WHEN Tuesday, April 23, 2024* **FULL**

WHERE Regency-Sonesta
Miami Airport
1000 NW 42nd Avenue
Miami, FL 33126

WHEN Wednesday, April 24, 2024* **FULL**

WHERE Courtyard Palm
Beach Jupiter
4800 Main Street
Jupiter, FL 33458

WHEN Thursday, April 25, 2024*

WHERE Doubletree by
Hilton-Naples
12200 Tamiami Trail North
Naples, FL 34110

WHEN Friday, April 26, 2024* **FULL**

WHERE Doubletree by
Hilton Fort Myers
13051 Bell Tower Drive
Fort Myers, FL 33907

7:00am - 8:00am	Light Breakfast / Snacks
8:00am - 9:30am	Training Presentation

WHEN Tuesday, April 9, 2024

WHERE Hilton Ocala
3600 SW 36th Avenue
Ocala, FL 34474

WHEN Thursday, April 25, 2024

WHERE Westin Ft. Lauderdale
400 Corporate Drive Fort
Lauderdale, FL 33334

*Tod Sutherland will be the only instructor at these two trainings.

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JB Industries Launches Climate Class Wireless Digital Tool Suite

Aurora, IL – March 12, 2024 - JB Industries, the premier manufacturer of American-made HVACR tools and equipment, has announced the launch of a wireless tool suite under the CLIMATE CLASS brand. CLIMATE CLASS tools offer technicians flexible options and the latest technology for reading and measuring systems. The A2L Compatible product line features built-in screens, so that each tool can be used independently for immediate readings or they can be seamlessly paired together for more dynamic measurements. Further, the wireless capability of CLIMATE CLASS tools allows HVAC professionals to view readings and access diagnostics with the industry's popular measureQuick App or JB's free, proprietary App, JB GO V2.

The CLIMATE CLASS lineup includes two wireless digital Manifold models, (The Revolver and the Zeppe-lin), wireless temperature clamps, wireless pressure probes, wireless psychrometers, and a wireless digital vacuum gauge. Also available are two kits that include probes and clamps and one that also adds the psychrometers, each coming with its own zip-up tool bag.

"We strive to continuously improve the user's experience as we engineer new products," says Dave Madden, Director of Engineering at JB. "CLIMATE CLASS tools give technicians the flexibility they need to do their jobs the way they see fit. If they need a quick reading, they can use each tool stand-alone with its digital screen. When a comprehensive system snapshot is required, the tools intelligently pair together."

CLIMATE CLASS' compatibility with the mea-

sureQuick App is a significant benefit of this line. "We're thrilled to have partnered with JB on CLIMATE CLASS," says Jim Bergmann President at measureQuick. "The JB brand is synonymous with American quality, and this line is no exception. By pairing it with the measureQuick App, technicians can supercharge these tools to go beyond measurements. We're talking about rich diagnostics, data logging, and record-keeping all in one place."

Another important feature of the CLIMATE CLASS line of tools is its compatibility with A2L refrigerants. "As equipment manufacturers make air conditioners and heat pumps with higher energy efficiency and alternate refrigerants, the accuracy of measurements and calculations is more important than ever. JB is dedicated to preparing our wholesale customers and technicians for the industry's shift to Class

A2L refrigerants," says Jeff Cherif President of JB Industries. "Technicians can work safely and efficiently with A2Ls with our CLIMATE CLASS tools and feel confident that they've been manufactured with the attention to detail and quality they've come to expect from JB."

About JB Industries

JB Industries is the premier manufacturer of American-made HVACR products. For 57 years, JB has been committed to manufacturing products of the highest quality while providing exceptional customer service. Since 1967, JB tools have been proudly made in the USA, with Made in America as an integral part of the company's mission. To learn more about JB's dependable products and company history, visit www.jbind.com.



RectorSeal Introduces SureGrade™ Adjustable Drains to Plumbing Products Portfolio



Houston, TX, March 26, 2024 – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, introduces Sure-

Grade™, an adjustable 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, Constructed of a 5-inch round nickel bronze grate, 1,500 Load Rating, and 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. In 2015, RectorSeal became part of CSW Industrials, Inc. (Nasdaq: CSWI) and leads 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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Gemaire Distributors Host Open Houses at their Hollywood and Tamarac Locations

On Thursday February 29th, in Hollywood, and Thursday March 21st in Tamarac, Gemaire hosted two Open Houses from 11 to 2 pm.

The event showcased several trade vendors, showing all their newest products available at Gemaire. Lunch was provided at each location.

Since 1969, Gemaire has developed and flourished into the HVAC distribution powerhouse it is today. As one of the largest HVAC distributors in the country, we are ready to serve you with vast inventory, experienced and qualified staff, and quality products at all our branches. We are always ready for your next job.

Whether your needs are product, technical training, sales training, marketing tools and resources, Gemaire wants your business to be as successful as possible.

Our relationship goes far beyond selling, we want you to trust us with not only your HVAC needs, but your company's needs and growth.



Giovanni Acosta, Marlon Castellanos, Christian Canaveral, Lucas Carvalho, Daniel Ramirez, Efrain Navia, Raymundo Munoz and William Santamaria



Ana Daza of Carlos Daza of Enter the Cool AC with Alexis Terzado of Nu-Calgon



Scott Behanna of Behanna - McLaughlin & Associates with Ivan Hernandez and Antonio Santiago of Innovation AC



Nirvana Jewell and Mark Deutsch of Gemaire Distributors



Andres Ponce of Target Sales, Gabriel Vecin of Gemaire Distributors, Brad Carson of Target Sales



Brandon Schinabeck of Gemaire with Jonathan Freyre of Cain Sales Company



Adolfo Rodriguez of On Call Air, Patrick Ahern of Gemaire Distributors, and Jessi Quintero of Watsco Ventures



Roger Martinez of Good Air Inc. with Fernando Ramirez with Google Nest Pro



Burgers and Hot Dogs served right off the grill



Val Eguizabal, William Ramierez, Jack Sherman, Miguel Valdez, Leon Pearce, and Jacques Leotaud of Gemaire Distributors



Keddy Lewis of East Coast Services, Frank Morales of Benson & Benson, Gil Ledoux of PED & Associates



Fidel Martinez of Copeland with Edgardo Moreira of Delta Air Conditioning



Erold Selmon of Broward Factory Service with Scott Kuschel of Miami Tech



Dani Barbar and Erik Johns of Residio with Richard Reasoner of Richie Rich Services



Pablo Diaz and Laz Lopez of Air Around the Clock with Johanne Bueno of J. Nichols and Associates



Everyone gets a chance to try their aluminum brazing skills at Gemaire Distributors in Tamarac



Patrick Ahern of Gemaire Distributors with Dennis Hardesty of Air Scrubber



Marc Adelstein and Ryan Blum of Automatic Control AC enjoying some Pizza and Wings for lunch

PREPARE FOR THIS SEASON AND BEYOND WITH JB INDUSTRIES

A2L refrigerants will soon be adopted by the industry due to EPA policy changes. While A2Ls won't fundamentally change the way you operate, they will require more attention to some basic service principles.



Despite the misconception that all new tools will be needed to service A2L systems, there are really only a few tools you will need to work safely and efficiently and, **JB's got you covered.**

ESSENTIAL SERVICE TOOLS FOR WORKING WITH A2L'S



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PATRIOT 22633
2-Valve Brass Manifold



VACUUM PUMPS

SHOWN:

PLATINUM PRO
DV-240DC 8.4 CFM

Also available in:
6, 10, 12 CFM and Spark Proof



RECOVERY

SHOWN:

F6-BOOST
BLDC Ignition-proof
Refrigerant Recovery Machine

LEAK DETECTORS

SHOWN:

PROWLER LD-5000
Electrochemical Leak Detector

MICRON GAUGES

SHOWN:

CLIMATE CLASS
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Vacuum Gauge

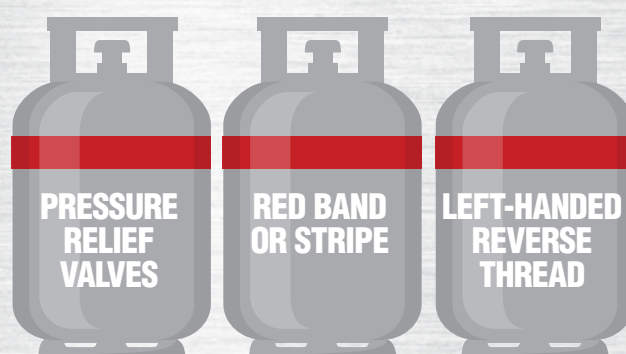
WIRELESS TOOLS

SHOWN:

CLIMATE CLASS
WP-2 Wireless Digital
Probes and DM4-ZW
ZEPPELIN Wireless
Digital Manifold

A2L CYLINDER DIFFERENCES

A2L reclaim and recovery cylinders have three distinct features to help distinguish them from other types of refrigerants:



Want More A2L Facts?

Scan here to download the JB A2L Cheat Sheet.



ARM YOURSELF WITH THE RIGHT ACCESSORIES

Safely access A2L refrigerant and charge systems with our American-made KOBRA charging hoses with reverse thread fittings and our reverse-thread hose adapters.

SHOWN:

KOBRA CCLBV-A2L-60 1/4" x 60" Hose Set
with Ball-Valve and A2L Adapter

Reverse-thread, left-handed A2L Adapters



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2024 ACCA/FRACCA Florida Conference & Expo Universal Orlando's Sapphire Falls Resort - March 11-14



Erica Mattis of FRACCA and Paula Huband of ACCA speaking to the FRACCA members about the CE classes

The Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) Educational Conference was held jointly with ACCA on March 12-14th, at The Sapphire Falls Resort in Orlando FL.

The conference began with Ruth King on Monday and then a FRACCA board meeting and dinner that evening after the ACCA VIO Awards Reception. On Tuesday, CE class sessions ran through-out the day. A delicious lunch and Contractor Forum Panel was incredible. 2024/25 Officer and Delegates were introduced and awards were presented prior to the Ruth King training session.

A Special Thanks and Recognition to William Barnes of SWACCA, the 2024/25 President, Keith Martin of MACCA, the 2024/25 Vice President and Brian Hastings of ACCA/CF the 2024/25 Treasurer.

All Chapters received a Chapter Award of Excellence, Nick from Win Supply of MACCA was presented with The Outstanding Company Award, Peter Montana from AC PRO was presented with the Chapter Innovation Award, William Barnes of SWACCA was presented with the Leadership Award.

The Florida Welcome Party sponsored by ALLY was held on Tuesday evening, with over 100 vendor exhibits open, and 18 specific to Florida and everyone having fun, refreshments, enjoying many delicious foods.

On Wednesday, more class sessions were available to the conference attendees. After an amazing lunch, and Manufacturer Leadership Panel, a Town Hall was held to discuss Tallahassee, and the Capitol Legislative efforts and successes made possible by FRACCA and RSA Consulting Lobbying.

Thank you to the 2024 Speakers: Ruth King, Adams & Reese Attorney's & Consultants, Bryan Orr of Kalos, Valerie Buckles of Measureqwik, Carter Stanfield of Federated Insurance, Omni Resource Group, Jonathan Beuhler of Gateway, Robert Cochell, Edward Briggs of RSA, Sam Myers of Retrotech, Jon Bezon of Adrian Steel, and many more.

Thanks for making the 2024 FRACCA and ACCA conference a success!



The Podcast Zone: Bryan Orr of Kalos Services with Dominick Guarino of National Comfort Institute



Keith Martin, Paul Stehle, Marc Labuziowski, Bob Cochell, and John Timothy in between seminars at the ACCA/FRACCA conference



Copeland Party: Tropical Island HVAC Celebration with live music, tropical drinks, and delicious food



Jake Havron, Keynote Speaker, and Mentor stated "Make sure your values align with your actions"



Will Barnes, FRACCA President and Barton James, ACCA President welcome everyone to the conference



Josh Vanderplate, of Vertex Mechanical spoke on redefining how your business shows intrinsic value and compensation where it matters most



Ruth King packed the ballroom with her presentation of "Rocket your Profits" through enhanced service, replacements, and improved cash flow



Jeremiah Webb of Shop on Fire, shared how to turn the opposition you face daily into rocket fuel, to overcome it, and close the sale



A delicious lunch was prepared by Loews Sapphire Falls Resort, and sponsored by Arilla



Contractor Forum Live - Legends of HVAC Contractor Bobby Ring moderated an all-star panel, sharing their stories and taking questions



Angie Snow revealed "The Language of Leadership" by learning what to say, so you can be a positive influence, and a top-level leader



The FRACCA Chapter Awards of Excellence were presented to all the area chapters!



The FRACCA Innovation Award went to Peter Montana of AC Prosite



Laura Heckman of Spectroline with Patrick Scampton of Hop Energy



2024 ACCA/FRACCA Florida Conference & Expo Universal Orlando's Sapphire Falls Resort - March 11-14



Jason Turner and Bart Chavarria of Bethel Products with Larry Taylor and Stan Johnson of Performance Contracting



James Bertie and Brenda Wynn of Bertie Air, Chad House of Air Supply, and Mike Makransky of R.E. Michel



Douglas Patterson and Ryuichi Nakamura of Panasonic Ventilation, with Chris Craft of Target Sales



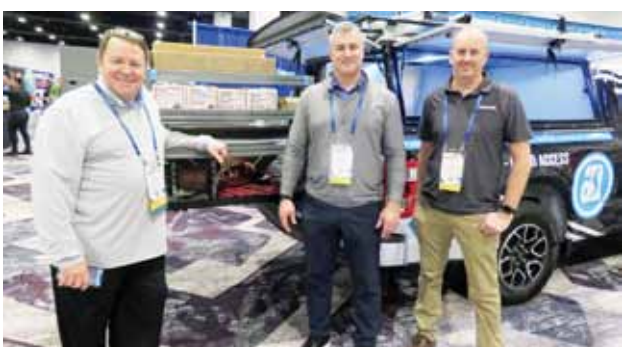
Juaquin Denova and Bryson Adkinson of Denova Air, Ryan Charles of Target Sales, and Thomas Sullivan of RectorSeal



KC McConnaughy, Richard Riviere, Mike Podell, Kevin Delahanty, Warren Johnston, Jeffery Stevens, and Christopher Ward of York



Justin, Douglas, and Dana Carducci of Primary Heating & Air, with John Grindle of Rheem



Jon Bezon, Kevin LaBrecque, and Rob Butcher of Adrian Steel



Steve Poole of Poole Engineering with Gus Rolotti and Kris Crosby of Arkema



Armondo Diaz and Keith Martin of Badger Bob's Services with Brad Niehaus and Rob Rickman of Mitsubishi Electric Trane US



Chris Webb and Brad Williams of A-Gas with Adam Winchenbach of Sun Kool



Henry Lopez of Electric & Gas, Chris Portalatin of Decon7, Dave Seagur of Electric & Gas



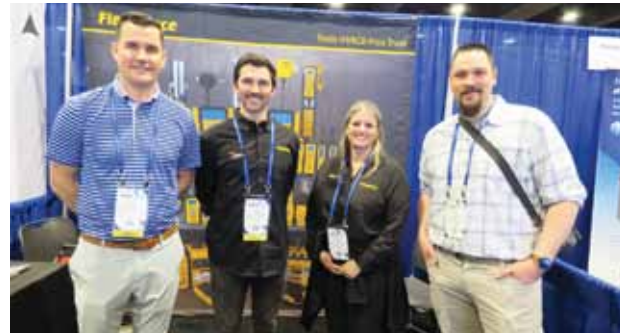
Bob Volin of Air Design Concepts with Bill Holz of Therma-Stor



Brian Cosens and Fidel Martinez of Copeland



Brandon Young and Jackie Gonzalez of PATLive with Lek Gjoka of Cool R Us Air Conditioning



Nick Vosburgh of AMP Strategic, Court Bunzer and Meggan Kessler of Fieldpiece, and Jason Darrow of ICF International



Natalie Dee of ProDev Reps RGF Environmental Group



Matthew Daniele and Eric Akey of Ferguson HVAC with Jimmy and Christina Villegas of Jim's Independent Heating and Cooling



Bayne Davis and Adam Jameson of ShupeCarboni & Associates with Keith Juhola and Todd Ramella of FAMCO

Carrier Advances Sustainability, First to Make Lower GWP Refrigerant Heat Pumps Available for Order



INDIANAPOLIS, Mar. 21, 2024 — Carrier's latest single-stage heat pump launch marks the first heat pumps available to the field that are R-454B compatible well in advance of the 2025 regulatory shift. R-454B, known commercially as Puron Advance™, is Carrier's refrigerant of choice for all ducted and ductless residential and light commercial applications. Additionally, Carrier was the first to announce its refrigerant of choice in 2018 and the first to publish AHRI ratings for R-454B equipment. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

"Carrier distributors and dealers will lead the industry with our R-454B compatible units available for early training and installation," said Nick Arch, Vice President and General Manager, Residential HVAC Solutions, Carrier. "We continue to stress the importance of preparation and inventory management and are proud to be doing our part as the first manufacturer to get R-454B systems in the field."

With a GWP of 466 – a 75% reduction from R-410A – and non-ozone depleting potential, Puron Advance refrigerant was selected as the best solution to minimize environmental impact and provide longevity based on the United Nations Montreal Protocol Kigali Agreement phasedown plan. Carrier worked closely with regulators and research groups to develop standards, codes and regulations that will help ensure the safe use of R-454B. The recent designation of its Collierville, Tennessee facility as its Center of Excellence for heat pump production further underscores Carrier's commitment to sustainability.

In addition to heat pumps, Carrier also opened orders for R-454B compatible fan coils and evaporator coils. All available units will begin arriving in warehouses across the country in early April. To learn more about Carrier's sustainable solutions, visit <https://www.carrier.com/residential/en/us/>.

AccuAir Receives Award from Bard Manufacturing

Congrats to Bard Manufacturing on their 110th Anniversary! In addition, we are proud to announce that ATEX/AccuAir has been selected by Bard for their "All 100 and 10 Team", awarded to 10 of their distributor partners.

This award was achieved with hard work and efforts by the entire ATEX/AccuAir team in Florida, Louisiana and Indiana, providing excellence in Bard Product Support, Technical Expertise, Sales and partnership with Bard to promote our shared principles for excellence in customer service and products!

Congrats and thanks to all ATEX and AccuAir employees for their tireless work and dedication in serving our customers.








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Gemaire Distributors Hosts SFACCA Breakfast & Training "Selling More by Selling Less"

On March 26th, from 8-10am, Gemaire Distributors in Pompano Beach hosted a SFACCA Breakfast and Training "Selling More by Selling Less."

The main focus was to make your team highly successful by connecting and offering solutions to homeowners.

Master Communicator, Greg Stechert's infectious positive energy transferred over to the technicians, while changing their mindset to reach their goals. One thinks "long view", the other "short view" One thinks how I can enrich and make our interactions sweet, meaningful, and beneficial for

them...the customer! The other thinks one & done, take the money and run! One thinks SOF not SMF (Serve Others First / Serve Myself First).

Having the ability, attitude, competence, and courtesy make up the building blocks for success. When going to a service call...are you going to your supervisors house, or are you going to moms?

It's not what I want from you...but what I want for you!

Greg Stechert told the class: "Congrats to all those who realize a connection is so much greater than a contract."



Greg Stechert of Deep Roots, Eddie Abreu of Gemaire, Kelly Dexter and Howard Pearl of SFACCA, Marlon Castellanos and Richard De Rita of Gemaire



Howard Pearl of SFACCA (right) welcomed everyone to the training and encouraged them to join SFACCA



Greg Stechert of Deep Roots did a fun group exercise that shows there are intrinsic "hard wired" tendencies in each of us



Greg Stechert of Deep Roots pointed out all the missed sales opportunities from not looking at the customers needs



Ferrara's Air brought the whole team to the training



It was a full house at Gemaire in Pompano Beach for SFACCA Breakfast and Training

2024 ASHRAE Annual Conference To Convene In Indianapolis

ATLANTA (March 14, 2024) – Registration is now open for the 2024 ASHRAE Annual Conference taking place June 22-26, at the Marriott Indy Place in Indianapolis, Ind. Early bird registration ends April 29.

“The 2024 ASHRAE Annual Conference promises to be an exceptional event, providing valuable insights and networking opportunities for professionals in the field,” said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. “The conference offers a great opportunity to forge meaningful connections and stay at the forefront of industry trends, while enjoying the vibrant city of Indianapolis.”

The conference will include activities such as tours, social events, award recognitions and a comprehensive technical program featuring more than 80 sessions. Attendees will have the opportunity to explore industry-related topics related on the following eight technical tracks: 1. HVAC&R Systems and Equipment 2. Fundamentals and Applications 3. Workforce Development 4. Research Summit 5. Artificial Intelligence and the Built Environment 6. Building Life Cycle Assessment 7. Legislation, Standards, Codes and Guidelines 8. Electrification: Possibilities and Pitfalls

The preliminary technical program will be available in the coming weeks.

The ASHRAE Learning Institute will offer 10 courses during the conference. All courses are approved for continuing education credits toward maintaining P.E. licensure. A complete schedule and registration is available now.

The plenary session will feature a keynote presentation from Julia Landauer, two-time champion NASCAR driver and advocate for STEM Education and women’s empowerment.

During the President’s Luncheon, on Monday, June 24, incoming 2024-25 ASHRAE President Dennis Knight, P.E., BEMP, Fellow ASHRAE, will present his inaugural address and the 2024-25 officers and directors will also be installed.

The 2024 ASHRAE Conference For Integrated Design, Construction & Operations, will be held in conjunction with the ASHRAE Annual Conference, June 24-26, also in Indianapolis, Ind. Formerly known as the Building Performance Analysis Conference, this conference provides a comprehensive look at existing tools and applied knowledge, along with the examination and integration of new technologies such as machine learning, artificial intelligence, virtual reality and robotics. Early bird registration ends April 30. For more information, visit ashrae.org/cidco24. For complete information and registration for the 2024 ASHRAE Annual Conference, visit ashrae.org/2024Annual.

Walmart.com Shoppers Now Have Direct Access to Bryant’s Award-Winning HVAC Solutions and Highly Trained Technicians



INDIANAPOLIS, Mar. 25, 2024 – Walmart.com, the second largest eCommerce provider in the U.S., will begin directing HVAC inquiries to Bryant Heating & Cooling dealers as it expands its available offering to its 120 million weekly online customers in the United States. Customers who purchase through the new platform will receive an instant 5% off at the point of sale, convenient financing options

with monthly payments and flexible terms, and a 10-year warranty.

Bryant, listed among U.S. News and World Report’s Best HVAC Companies, will offer Walmart shoppers access to a wide range of energy-efficient ducted and ductless HVAC systems, as well as the latest in digitally enabled lifecycle solutions through participating Bryant dealers. Bryant is part of Carrier Global Corporation (NYSE CARR), global leader in intelligent climate and energy solutions.

“At Walmart, we are committed to helping our customers save money and live better. Offering quality HVAC services to our online customers is one more way we are working to bring the goods and services people need to them in a convenient and affordable way,” said Darryl Spinks, Group Director of Walmart Everyday Services. “Offering Bryant’s high-quality line of residential HVAC products through participating dealers will add incredible value to our online shopping experience for homeowners.”

Starting today, customers searching for HVAC on Walmart.com in select markets will be immediately directed to a dedicated Bryant landing page to enable participating local Bryant dealers to connect with Walmart customers looking for HVAC solutions and services. Additional markets will be added as the program expands with a national rollout planned for 2025.

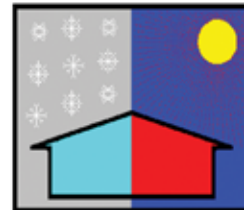
“We’re pleased Walmart has chosen Bryant as the preferred provider of HVAC solutions for their customers,” said David Meyers, Vice President Distribution and National Accounts of NA Residential and Light Commercial HVAC Carrier, of which Bryant is a part. “Our highly trained Bryant dealers and technicians are known for their passion for excellence and will proudly serve Walmart customers across the nation.”

Learn more about Bryant and Walmart at <https://www.bryant.com/en/us/> and <https://www.walmart.com/> respectively.

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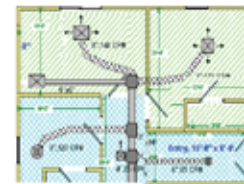
Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigerant Line Sizing and free links to **EnergyGauge**, **EnergyPro**, **ResCheck**, and **REM/Rate** software.



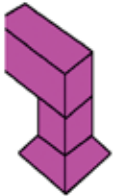
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“You will *always* have the
poor among you, but you
will not *always* have me.”

📖 JOHN 12:8

UPCOMING EVENTS



Join PBACCA at our Annual

High-E-Fishin - Sea - XXXII

King Fish • Dolphin • Wahoo
Tournament

Saturday June 8, 2024
7:00 AM to 3:00 PM
Riviera Beach Marina



The **Early Entry** fee is **\$300.00** per boat for members (\$350.00 for non-members), before Friday, May 17th, additional **\$50.00** after. There are no restrictions on size of boat.

Prizes will be given to the heaviest fish (Kingfish, Dolphin or Wahoo) and will be limited to one prize per boat.




Early Registrants are eligible for the Captain's Party Prize drawing.

1st Prize: \$1,000 • 2nd Prize: \$750 • 3rd Prize: \$500
Junior Angler Prize (16 & under): \$150

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