

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



Johnstone Supply Ware Group April Open House Events in Georgia (see pages 4,B5,B12)



Tropic Supply Hosts Regal Rexnord Motor Mastery Training (see page B7)



York Hosts Customer Appreciation Day in Tampa (see page 6)



Cousins Air Hosts Employee Appreciation Event in Deerfield Beach (see page B15)



Saez Distributors Hosts SFACCA Aluminum **Brazing and Copper Brazing Training (see page16)** 

## **Daikin Invests to Shape** the Future of HVACR



Education Conference, hosted by HVAC Excellence, witnessed a historic turnout as HVACR educators, trainers, and industry professionals gathered in Las Vegas to explore the dynamic shaping changes HVACR sector.

Organizing an international training event demands thousands of hours of meticulous planning and coordination, alongside a significant financial investment. However, turning these plans into reality requires exceptional partnerships - bringing together companies that may typically compete for sales but

unite around the common goal of advancing HVACR education.

Among the many leading manufacturers, associations, and groups present, HVAC Excellence gives special recognition to Daikin Comfort Technologies. They showcased an unwavering commitment to HVACR education

with a team of over fifty (50) members dedicated to enlightening attendees.

Established in 2007, the HVAC Excellence National HVACR Education Conference was designed to support those on the frontline of HVACR education, to keep their programs current and relevant. As the industry continued to experience rapid changes,

The National HVACR the conference's mission expanded to include professionals seeking to stay informed about equipment, controls, refrigerants, regulations, codes, teaching strategies, and technologies.

Recognizing the swift pace of technological advancements, Daikin took a significant step in enhancing its support for education by co-sponsoring the conference. Their fifty plus team members engaged attendees with valuable insights, innovations, and educational resources aimed at empowering professionals to thrive in the evolving HVACR land-

To ensure an unforgettable experience for all, Daikin hosted an opening reception celebrating their 100 years of excellence and innovation in the HVACR industry. Attendees were treated to a performance by Taiko drummer, symbolizing both the

> company's 100th anniversary and its rich cultural heritage.

> Over the subsequent three days of the event, the Daikin Technical Training Team, alongside professionals from various manufacturers, associations, and industry groups, delivered over 100 sessions and showcased the future of

the HVACR industry through an exposition.

The National HVACR Education Conference is making preparations for the 2025 event, scheduled for March 16-19, 2025, is already in full swing. Leading professionals interested in contributing to the future of our industry can find more information at escogroup.org.



MARCH 25, 1964 - APRIL 2, 2024

a beloved son to James and Judith Carson in West- as No. 2 nationally. Brad was inducted into the

erlv. Rhode Island. Brad graduated from the University of Rhode Island with a Bachelor's degree in Communications. Brad moved to Florida in the early 1990's and has been a resident of Ft Lauderdale

and Pompano Beach.

helped the Rams to back to back Yankee

Brad carson, age 60 of Pompano beach, Florida playoffs in 1984 and 1985. The Rams reached the passed away on April 2, 2024 following a 5 year Division I-AA semifinals in 1984 and the quarterbattle with cancer. He was born on March 25, 1964, finals in 1985 with the team being ranked as high

> University of Rhode Island Athletic Hall of Fame in 2004, and the Providence Gridiron Club Hall of Fame in 2022. After football, Brad practiced jiu-jitsu and was ranked as No. 1 regionally and nationally.

> Brad worked as a manufacturer's representative in the refrigeration and air conditioning industry for 30 years. Predeceased by his father James Carson, Brad leaves behind his mother, Judith Carson, his beloved brothers David and Jay Carson, sister in law Michele Carson, nephews Michael Carson and Brady Carson, and nieces Jennifer Ferrell and Grace Carson, great

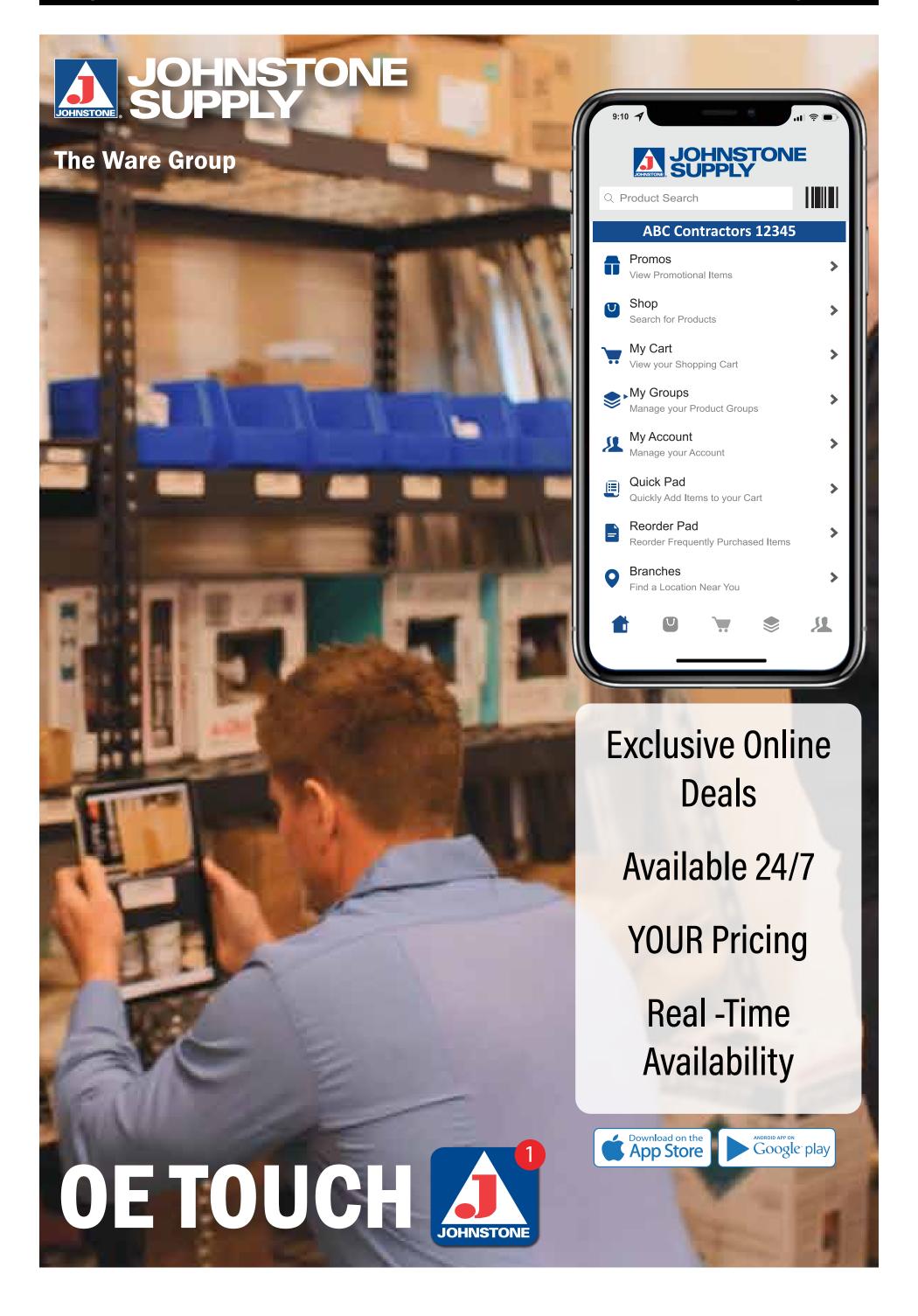
nieces Eloise Ferrell and Nora Ferrell. The Funeral Service was held on April 13, 2024 at Kraeer Funeral Home, 200 W. Copans Road in Pompano Beach.



England honors as a senior in 1985. He Conference and two berths in the NCAA

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# **Major Inaccuracies on Financial Statements**

## Ruth King's Contractors Cents



ance sheet she forgets to change the balance sheet date to January 31 stand 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.

Mistake: Negative Accounts Receivable on Your Balance Sheet. It is unlikely that you have negative accounts receivable on your balance sheet. Negative accounts receivable means that customers have overpaid and you owe them a refund.

You might have a few customers who have overpaid by a few cents or a few dollars. It is very unlikely that your entire customer base has overpaid their bills. How do you get negative accounts receivable on your balance sheet?

Generally this happens when you do not have customer deposits set up in the current liabilities section of your chart of accounts.

Your salesperson makes a sale and gets a deposit for the work to be done. You enter the deposit into your software. It is programmed to look for an invoice for this job. When it doesn't see one, it is programmed to **HVAC** Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

record the deposit as a negative accounts receivable – your company got money for work you haven't done.

The program must be mapped differently. With the customer deposits current liability account, the software is programmed to record that money received as a deposit against future work – a current liability.

Then when your company does the work and creates the invoice, the software takes the deposit against the invoice as a partial payment.

Every week, when your bookkeeper produces your weekly cash flow report, she should print out an accounts receivable aging report and an accounts payable aging report. Look at these reports to make sure there are no negative balances.

You need an accurate report of the monies owed to your company. A negative accounts receivable value prevents you from knowing the total amount of money you can expect. Without knowing your true accounts receivable, it is impossible to accurately plan cash flow.

Mistake: Negative Inventory on Your Balance Sheet. This means that you have phantom inventory! It is impossible.

Generally this happens when your bookkeeper doesn't enter materials that were bought for inventory. Then the decrease in inventory is taken as the materials/equipment are used for jobs. Soon you have negative inventory. Impossible. I get asked this question all the time:

Why do I need inventory on my balance sheet? If you don't have inventory on your balance sheet then your profits are lower by the value of inventory you have. You don't know if you have accurate pricing or gross margins. And, you definitely don't have an accurate bottom line. Even more important, if you plan to sell your business and inventory is not on your balance sheet, your purchasers won't tell you that your profits are lower than they should be.

# 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.

Mistake: 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: 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 bal-

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# OPEN HOUSE2024

April 2nd, Marietta Ga

The Ware Group
Saving You Time, Making You Money.

Johnstone Supply Ware Group held three 2024 Georgia Open Houses starting on April 2nd in Marietta, on the 3rd in Lawrenceville and the 4th in Warner Robins. Two more Open Houses were held in April, 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 goes with them after 30 years ... Tasty and 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.



Eric Sundberg, Bob McConnell, and Kenneth Barron of Johnstone Supply The Ware Group in Marietta



Mike Nipper and Merari Jewsome of Copeland, Eric Sundberg of Johnstone Supply Ware Group, and Tim Norris of Copeland



Jason Franks of Modili, Peter Walton and Tom Crews of TD Heating & Air, Terrance Jones of Modili and Will Rust of Goodman



Dan Fisher of Johnstone Supply Ware Group conducting a Low GWP Refrigerant training at the Marietta location



Cameron Perkins (left) and Rachel Bush (right) of Johnstone Supply Ware Group with Chet Kitchen of Nu-Calgon



Scott Stradtner of Leak Lock, Darryl Bellamy of Johnstone Supply Ware Group, Mike Hart of Malco, Jose Genao and Matt Butterworth of Leone Green



Matthew Cowley of Spectroline, Jorge Rosco of Arrow Mechanical, and Greg Wiley of Spectroline



Raymond DuBlois of Mitsubishi, John Self and Chad Self of Self Heating & Cooling, and Ty Rath of Johnstone Supply Ware Group



Everyone enjoyed the fresh grilled BBQ chicken and ribs from Hills BBQ!



Daniel Salvo of TWC Services with Jordan Brinkley and Ryan Jones of WR Bristow



Whit Parker of Building Health Group, Morris Brown of Browns Refrigeration, and Michael Splawn of Zebra Instruments



DiversiTech: Brian Scahel, Scott Strickland, David Edson, Jenny Honn, Ken Sahonovich, Matt Dove, Matt Sopp, Brian Benegas



(back) Gene Moses of Resideo, Trey Weeks, Brent Holland and Nick Diehl of Johnstone, (front) Cameron Perkins of Johnstone, Mollie Medrano and Vicki Moss of Residio



Nicole Montoleone of Owens Corning with Darryl Osborne of Johnstone Supply The Ware Group and Pink Panther too



Greg Hutchinson, Joel Dunifon, Mark MacDonald, Joel Keppel, and Larry Brown of Johnstone Supply The Ware Group



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### York Hosts Customer Appreciation Day in Tampa

On April 9th, from 10am till 2pm, York hosted a Customer Appreciation Day at their Tampa location. The warehouse was fully stocked and the York team was ready to serve the local contractors who attended. York provided a tasty lunch and refreshments.



Michael Achord, Duane Johnson, Arvin Narváez, Matt Keddington, Felix Fernandez, Alicia Kieley, and Trevor Stewart of York in Tampa



York vendors and manufacturers representatives

were in attendance showing their new products and

giving product demonstrations. The York in Tampa

is located at 3409 Cragmont Drive, Tampa, Fl 33619.

Colton Piccione of Aspen Manufacturing



Tom Hays of Tom Hays Air Conditioning with Bing Berringer of Ron McLaughlin & Associates

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Nick MacFee of J. Nichols and Associates giving product demonstrations



York in Tampa was fully stocked and ready to serve the Bay Area contractors



Ryan Charles of AMP Strategic, Abeos Martinez, Anthony Marasco and Glenn Sellers of Comfort Pro Air Conditioning



Tomas Hernandez of One Stop Maintenance with David Waugh of Target Sales



Zack Madaris and Lucas Hass of K1 Speed Racing with Adam Jameson of Shupe Carboni and Associates



Michael Williams of Barksdale Sales Group showing their Appion product line



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### **RectorSeal Adds Manufacturing Representative AMP Strategic for HVAC** Coverage in Florida



April 1, 2024— RectorSeal, a leading manufacturer of quality HVAC/R

and plumbing tools and accessories, has announced the addition of AMP Strategic as a manufacturing

representative in Florida. The company will represent all RectorSeal HVAC products, including the TRUaire, Shoemaker, and Dust Free brands.

Based in Miami, AMP Strategic will focus on customers in the East Coast, Gulf Coast, and South Florida markets. With over 70 years

of combined experience, AMP Strategic aims to enhance education, exposure, and sales for the company's distributors, contractors, and manufacturing partners.

"We are excited to introduce AMP Strategic as our new sales representative. They have sound HVAC business knowledge and an extensive IAQ background," said Thomas Sullivan, Regional Sales Manager at RectorSeal. "We look forward to a long-term

Houston, TX, relationship with everyone at AMP."

Nick Vosburgh, Partner at AMP Strategic, commented on the company's benefits to RectorSeal: "Our employees have served as national sales managers at the factory level, and we have experienced the struggle with finding the right fit for manufacturer's representatives. Representing the outstanding prod-

> ucts that RectorSeal provides allows us to deliver some of the best solutions in the industry to our customers."

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven prod-

uct performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. In 2015, RectorSeal became part of CSW Industrials, Inc. (Nasdaq: CSWI), and it now leads CSWI's Contractor Solutions segment.

Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, You-Tube, Instagram, and X for the latest product enhancements and news.

#### **AHRI Releases February** 2024 U.S. Heating and **Cooling Equipment** Shipment Data

U.S. shipments of central air conditioners and airsource heat pumps totaled 657,509 units in February 2024, up 1.2 percent from 649,856 units shipped in February 2023. U.S. shipments of air conditioners increased 8.8 percent, to 372,897 units, up from 342,814 units shipped in February 2023. U.S. shipments of airsource heat pumps decreased 7.3 percent, to 284,612 units, down from 307,042 shipped in February 2023.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 9.7 percent, to 1,136,883, down from 1,259,012 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners decreased 7.4 percent, to 620,932 units, down from 670,269 units shipped during the same period in 2023. The yearto-date total for heat pump shipments decreased 12.4 percent, to 515,951, down from 588,743 units shipped during the same period in 2023.

#### **Spanish Low GWP Refrigerant Safety Training Program**

The ESCO Institute is excited to announce the launch of its Low GWP Refrigerant Safety Training Program in Spanish. As HFC refrigerants, including R-410A, are phased down, the industry needs to learn about the next generation of refrigerants, Low GWP Refrigerants including R-32 and R-454B which are mildly flammable.

To cater to the growing community of Spanishspeaking HVACR professionals, ESCO Institute now offers their Low GWP Refrigerant Training Program in Spanish.

The program consists of: A training manual, PowerPoint presentation, Free practice exams, and a closed-book certification exam.

This initiative aims to ensure that Spanish-speaking professionals are well-equipped to navigate the transition to low GWP refrigerants safely and effectively. For more information about the Spanish Language Low GWP Refrigerant Safety Training Program and other offerings, please visit escogroup.org.

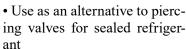
### **New Refrigerant Piercing Pliers**

The fast and easy way to evacuate refrigerant be- hole for immediate and maximum full flow to recovfore disposal of a unit, the YELLOW JACKET® Re-

frigerant Piercing Pliers P/N 60720 can be used to puncture the refrigeration tube to recover old refrigerant.

The new and improved Refrigerant Piercing Pliers P/N 60720 replaces P/N 60667 Refrigerant Recovery Pliers. Features & Benefits:

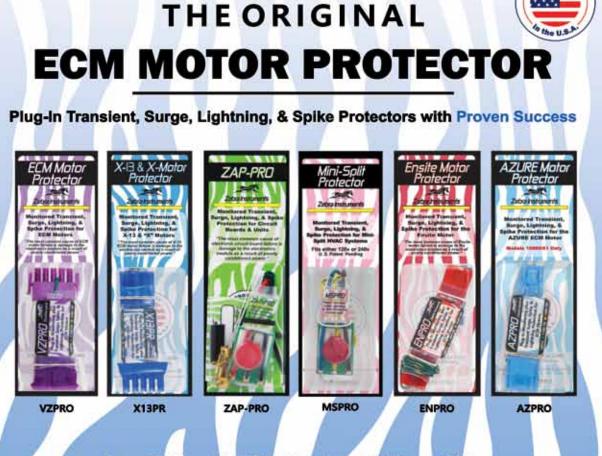
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#### **HARDI** and Distro **Announce Launch of Al-**Powered, AskA2L Tool

COLUMBUS, Ohio, March 29 - Heating, Air-Conditioning, and Refrigeration Distributors International along with Distro are pleased to announce the launch of an artificial intelligence-powered tool called AskA2L.

The upcoming A2L refrigerant transition presents the HVACR industry with new challenges as industry professionals must sift through thousands of pages of regulations and research to better understand the impact this transition will have on their businesses. Recognizing the need for both quick and accurate answers to help navigate this uncertainty, HARDI partnered with Distro, an AI-first technology company, to develop an AI chat platform specialized in answering A2L transition-related questions.

AskA2L is versatile and accessible, allowing a wide range of HVACR professionals from wholesale executives to contractors in the field to access the latest A2L standards and regulation updates. This interactive chat is updated regularly with source documents from the EPA, AHRI's Safe Refrigerant Transition Task Force, and industry documents to provide HVAC professionals with accurate and detailed answers.

"The Distro team is thrilled to be partnering with HARDI to develop AskA2L," states Jason Sullivan, Founder and CEO of Distro. "Combining our expertise in AI and software development with HARDI's wealth of HVACR industry knowledge has allowed us to build something uniquely positioned to not only help HARDI's member companies smoothly manage the A2L transition but the entire HVACR industry."

Alex Ayers, HARDI's Vice President of Government Affairs, adds "This interactive tool allows HAR-DI members and HVACR professionals throughout the industry to get timely A2L transition answers they need in their day-to-day. Along with its timeliness, the ability for us to add new source documents to the system ensures the information provided is accurate and up to date for users." Ayers continues, "We initially developed this tool to educate HARDI's members but quickly realized the benefit it could have on the entire industry. For this reason, we've made access to AskA2L public and welcome continual user feedback to improve the tool."

### **RGF® Environmental Group** Introduces Lucidium® Fusion Ceiling **Mounted, Fan Powered Continuous UV-C Air Treatment System Proven** to Reduce MS-2 Bacteriophage by 99.9% in Independent Testing

Port of Palm Beach, FL (April 2, 2024) RGF® Environmental Group, Inc., a leader in indoor air quality and manufacturing, introduces the Lucidium® Fusion, best-in-class continuous UV-C air treatment systems for indoor environments. Lucidium® Fusion is designed for all environments including schools, hospitals, rehabilitation/recovery centers, assisted living facilities, conference rooms, common areas, business centers, airports, commercial spaces, offices and more.

With over 39 years of UV research and development, this innovative product combines unique proprietary components to deliver the most effec-

tive fan powered, singlepass, high-flow, pathogen reduction air purifier on the market. Lucidium® Fusion safely and quietly delivers the highest UV dose of any ceilingmounted unit. Thirdparty tested by CSA (Canadian Standards Association) Group in their Toronto Facility, Lucidium® Fusion has been proven to reduce MS-2 Bacteriophage, a surro-

gate for SARS-CoV-2, by 99.9%, producing 200 cubic feet per minute of disinfected air at less than 20 decibels. Efficacy testing was performed pursuant to the new ASHRAE 241 Standard.

"Lucidium® Fusion is a valuable solution to improve Indoor Air Quality and is exceptional for noise sensitive environments, protecting occupants against exposure to airborne pathogens" said Larry Fletcher, Technical Director, "Our rigorous research, development, and testing of the Lucidium® Fusion is another example of RGF's commitment to providing the world with the cleanest, safest air."

Lucidium® Fusion is manufactured at RGF's vertically integrated, environmentally friendly ISO 9001:2015 certified facility. For more information on the Lucidium® Fusion, visit https://rgf.com/products/air/lucidium-fusion/.

DISCLAIMER: The summary and any comments herein are based on the results from an independent laboratory study performed under controlled conditions and are not in any way medical claims. The product(s) and technologies described

are not medical devices and are not intended to diagnose, treat, cure, or prevent any disease, virus or illness.

For more information about testing on the Lucidium® Fusion, or to inquire about becoming a manufacturer's sales rep, please contact Larry Fletcher at lfletcher@rgf.

RGF® Environmental is committed to the

principle that "Clean Air is Life". For more than 39 years, we have manufactured safe and effective IAQ devices that reduce the risks of airborne microbial contaminants, including SARS-CoV-2. We will continue our efforts to develop innovative IAQ devices and conduct scientific research with leading government, private and academic laboratories to provide documentation on the safety and efficacy of our products.



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# 2nd DUCANE Seminar 2024 by Oldach at Orlando, Kissimmee and Tampa



On April 16, 17 and 18, Oldach held their second Ducane Air Conditioning & Heating seminar in their stores at Orlando, Kissimmee, and Tampa. The seminars were moderated by Oldach's Technical Support Supervisor, Jayson Espinal and Alejandro Billoch, Oldach Technical Support.

Oldach managers and personnel, from each store, welcomed their customers with refreshments





and the seminar ended with a delightful lunch. During the training, Espinal and Billoch presented installation issues, equipment, refrigerants, and error codes, among other topics. Furthermore,

Ricardo Abina, Dealer Programs Manager, talked about new and currents programs for dealers and technicians, such as System Shield and Financing.

During the seminar at Kissimmee, HVAC tech-





nicians had the opportunity to learn more about Nu-Calgon's product line alongside Alexis Terzado, Nu-Calgon representative, during their Counter Day.

In an effort to provide Continuing Education (CE) to their customers, Oldach will be offering a Chem Penn -chemical company- Seminar on May 21, 22 and 23 at their stores which includes a NATE certification with three (3) hours of CE.



# Alexa Lee Named Executive Director of PBACCA



Alexa Lee

Alexa Lee is a dedicated and creative community organizer with a profound passion for industry level change, education and advocacy. With a masters in counseling psychology, for over 20 years, Alexa has consistently impacted the lives of individuals across various communities.

As the Executive Director of the Palm Beach County Behavioral Health Coalition, she spearheaded the development of innovative, community-driven strategies focused on substance prevention. Through a comprehensive strategic approach, Alexa collaborated with families, schools, government officials, law enforcement, and community organizations to implement effective solutions.

For over the past 24 years, Alexa has contributed her expertise to event planning company, Innovative Leisure, Inc., facilitating recreational activities and leadership trainings, enriching the experiences of both professionals and families.

Alexa Lee's commitment to community empowerment and strategic leadership makes her a valuable asset to the Palm Beach Air Conditioner Contractors Association. Her diverse skill set, honed through years of dedicated service, positions her as a capable and visionary leader within the HVAC industry.

PBACCA is has been an association for the trade for 40 years with a total membership of over 125 company members. Since its onset, the focus is to promote and protect the interest and welfare of the HVACR industry, its members and the public which it serves.



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# Saez Distributors Hosts SFACCA Aluminum and Copper Brazing Training in Ft Lauderdale and Doral

On April 16th and 18th, Saez Distributors hosted the SFACCA Aluminum and Copper Brazing Training at their Broward and Doral locations. Continental breakfast and snacks sponsored by Saez Distributors. The facillitator for the training was Ozzie Cejas of Harris Products.

The training started out with the fundamentals of brazing: 1) Having enough clearance to braze properly 2) Cleaning the metals for a smooth brazing connection 3) Using flux in the brazing process using different metals like brass and copper 4) Using the correct heat for brazing 5) Removal of the

flux 6) Choosing the right alloy for brazing.

There was a special session when attendees had the chance to braze aluminum outside in the warehouse. Keep watching for more SFACCA training sessions that are coming in the future. Please visit www.sfacca.com for more info.



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



Ozzie Cejas of Harris Products and Andy Saez of Saez Distributors welcome contractors to the Aluminum and Copper Brazing Training



Ozzie Cejas of Harris Products shared how costly it is when you do an improper braze



Chaz Martin and Ari Gada of Rapid Act Inc. waiting for the training to start



What a great turnout for the Aluminum and Copper Brazing Training at Saez Distributors in Ft Lauderdale



Ozzie Cejas of Harris Products gave a hands on session so that everyone had a chance to braze aluminum



Ozzie Cejas of Harris Products emphasized the importance of proper preparation before brazing



Qzzie Cejas recomended using the Harris Brazing App to help guide you and make the job easier!



Javier Cepero of Saez, Ryan Reynolds of EV Dunbar, Ozzie Cejas of Harris Products, Jose Minalla and Carlos Borja of Saez



### **CSWI Appoints Jeff Underwood President of RectorSeal**



Jeff Underwood

Houston. April 1, 2024 - CSW Industrials, Inc. announced that Jeff Underwood has been appointed President of RectorSeal effective April 1, 2024. Mr. Underwood joined RectorSeal in 2018 and previously led sales and marketing for the company. With this new promotion, he is

also now Senior Vice President of CSWI and General Manager, Contractor Solutions.

Mr. Underwood succeeds Don Sullivan as part of the company's leadership succession strategy. Ensuring an orderly transition of leadership, Mr. Sullivan will remain an Executive Vice President of CSWI and assume the new role of Chief Strategy Officer within the company's corporate headquarters in Dallas, Texas.

"I am pleased to welcome Jeff to the Executive Leadership team as we continue our long-term leadership planning at CSWI," said Joseph B. Armes, CSW Industrial's Chairman and Chief Executive Officer. "Jeff is a highly capable leader with a demonstrated record of success in building high-performing teams. He has primarily been responsible for the organic and inorganic growth of the Contractor Solutions segment. I am confident Jeff will build upon his successes to position RectorSeal for continued future growth."

Addressing new position, Mr. Underwood said, "I am fortunate to continue working for an amazing company with these expanded responsibilities. I look forward to furthering RectorSeal's mission to provide products and solutions that allow the trades to do their jobs safer, faster, and more effectively."

Before joining RectorSeal, Mr. Underwood held several positions at Goodman Manufacturing in Houston, including Vice President of Marketing, Director of Brand Management, and Brand Manager for Goodman's parent company, Daikin. He also served as a manager at the business consulting firm Bain & Company.

He holds a bachelor's degree in economics and government from the University of Texas and an MBA from the University of Chicago Booth School of Business.

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. In 2015, RectorSeal became part of CSW Industrials, Inc. (Nasdaq: CSWI), and it now leads CSWI's Contractor Solutions segment. Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, You-Tube, Instagram, and X for the latest product enhancements and news.

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# Performance Pointers By James Ball



# Maximizing Comfort and Efficiency: The Importance of a Residential HVAC Tune-Up

Recently an engineer friend of mine asked why he should have a Tune-Up done on his A/C system. This question brought me right back to a Dominate Market Share class from Ron Smith. I could hear Ron talking about an LSU study showing proof that maintaining equipment saves money. Quoting that study has never felt natural to me. However, if you spend a minute thinking about all we can accomplish for the homeowner just by taking the time to do proper maintenance, it doesn't take much to become a believer.

#### **Understanding the Significance**

**Prolonging Lifespan:** Just like any mechanical system, HVAC units experience wear and tear over time. A maintenance visit is the time to find the 'ticking time bomb' of equipment failure. Usually issues can be corrected before they lead to failure. Routine maintenance keeps equipment in better operating condition and prolongs it's life.

Technicians should look for any signs of potential problems. Check the secondary drain pan to look for traces of evaporated water. Then, follow the drain line to its termination, assuring proper slope and no sagging. Is the equipment level and properly supported? What about wiring and termination points? Are there signs of heating or brittle wire insulation? If so, repair or tighten wire terminations.

**Energy Efficiency:** One of my pet peeves is a dirty windshield. I do my best to keep mine clean, however, just air movement over the windshield causes the glass to get dirty and impairs my vision. Oh and don't let me drive through a sprinkle of rain and get that windshield damp. Now everything sticks and the windshield surface gets a nice sheen

on it. A 3-ton indoor unit moves approximately 5,400 pounds of air each hour. On a summer day, that may total 54,000 pounds of air in 24 hours that is full of particulate. The most efficient filter in the home is the wet evaporator coil. Most of the particulate that make it through the air filter end up on the evaporator coil. All equipment must be kept clean to transfer heat. Much like my car looks clean from the curb, homeowners think their system is clean but that is often not the case. Like my windshield, after a certain amount of time, the equipment must be cleaned to perform its job efficiently.

Enhanced Comfort: Consistent temperatures and proper airflow are fundamental to indoor comfort. A tune-up includes measuring total external static pressure, checking ductwork, airflow, and thermostat settings to ensure your HVAC system distributes air evenly throughout a home to eliminate hot or cold spots. Airflow is king, yet many technicians do not have airflow diagnostic knowledge. National Comfort Institute (NCI) has some excellent airflow training classes available all over the United States. Why not train to become fluent in airflow so your customers can enjoy the benefits of enhanced comfort?

Improved Air Quality: Your HVAC system plays a vital role in maintaining indoor air quality by filtering out pollutants, allergens, and contaminants. During a tune-up, replace filters or clean them. Did you inspect system components to prevent biological growth and maintain healthy air circulation?

What Does a Tune-Up Involve? Inspecting and Cleaning Components: HVAC

technicians should thoroughly examine and clean all components. These include the condenser coils, evaporator coils, blower motor, and fan blades. Be sure to remove any dirt, debris, and buildup that can hinder performance.

Checking equipment performance: Proper refrigerant levels are crucial for efficient cooling. Technicians check dry and wet bulb temperature splits, as well as static pressure to ensure your system moves the right amount of air at optimal temperatures.

Testing Controls and Safeties: Testing controls ensures accurate temperature regulation and efficient operation. Technicians also assess electrical connections and combustion performance to prevent potential hazards and ensure safe operation.

**Tightening Electrical Connections:** Loose electrical connections can lead to system malfunctions or even fires. Technicians should inspect and tighten connections. This reduces the risk of electrical issues, premature failure, and enhances safety.

Inspecting and Lubricating Moving Parts: Friction from moving parts can cause wear and reduce efficiency. Lubricating motors, bearings, and other moving components minimizes friction, prolongs their lifespan, and ensures smooth operation.

Take time to take care: High Performance HVAC contractors include the unseen. They inspect the environment of the attic and the home. They also look for any issues that are not necessarily related to the HVAC equipment. Most homeowners never go into the attic, so take time to notice any condition that may cause trouble in the future and keep them informed.

go to page B6









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### **SFACCA Dinner Meeting - Dehumidifiers Are The Overlooked Solution**



Ed Lawton of Enterprise, Stacey Miller of SFACCA, Bill Holz of Santa Fe and quest speaker, Kelly Dexter, SFACCA President

The SFACCA Dinner Meeting was held on April 3rd at 5:30 p.m. at Galuppi's. Bill Holz talked about all things dehumidification. His passion and presentation style kept everyone engaged and entertained. He explained why we need dehumidification, ventilation, application, sizing, installation, equipment, and more.

The SFACCA May meeting is scheduled for May 8th at 5:30 pm. at Galuppi's. The presentation is by Roberto Valdez, who will speak on the topic of empowering your business with AI. Roberto will share practical techniques and insights.





Zach McNiff of Pride Air Conditioning and James Roberts of Ferrara Air Conditioning



Ray Ratliff and Jeremy Altman of Pride Air Conditioning



Michelle Walter and Ramon Delgado

of Johnstone Supply The Ware Group

Gregg D'Attile of Art Plumbing, Air & Electric with Scott Behanna of Behanna-McLaughlin & Associates



SFACCA meetings are a great place to network with other HVAC industry professionals



Galuppi's prepared a delicious buffet that SFACCA members enjoyed



Holz of Santa Fe talked about the changes in construction practices and efficiency requirements



There was a large turnout for the **SFACCA April Dinner Meeting** 



Bill Holz of Santa Fe discussed how demand humidification will be part of the solution in high humid areas





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# Message from FRACCA President Will Barnes



TRACCA Graduating Class: 12 apprentices graduated from 1st year. 12 apprentices graduated from 2nd year. 11 apprentices graduated from 3rd year

FRACCA, the Florida Refrigeration Air Conditioning Contractors Association represents the state of Florida in the HVACR Industry. There are several items that the state focuses on, legislative issues and making sure that we have a voice in Tallahassee is a top priority, however the apprenticeship programs are #1 as this drives our industry for the future.

Why is apprenticeship so important:

#### For the Employer:

- 3/4-year term = long term employee
- Your service manager is not the trainer.
- CPR/First aid, EPA, HVAC excellence air conditioning, HVAC heat pump, HVAC electrical
- Valuable relationship with the employee = Invaluable!
- Fees paid by employer show the investment in employee = Loyalty!
- Educational value you can offer a prospective employee to further their career.

#### For the Apprentice:

- On the job training
- 3/4 year = job stability



Grad 2: 4th yr: Aleksander Lazic, Chase Dilport, Alexander Johnson, Bill Carbley, Christopher Lueck, Shawn Stoffel, Jonathan Wasser



3rd year apprentice of the year, Brandon Reed with board members, Jeremy Parker and Patrick Barineau

- Growing with the company
- CPR/First aid, EPA, HVAC excellence air conditioning, HVAC heat pump, HVAC electrical
- Building valuable relationships with employers.
- Fees paid by employer.

If the employer is investing in you...then it adds value to your career.

This past week we had 2 chapters with apprenticeship graduations, RACCA and TRACCA.

The RACCA chapter, which serves the Tampa/St. Pete area, had their graduation. RACCA has a highly successful and respected Apprenticeship Program that continues to provide needed training to the HVAC/R industry for 27 years, program begin in 1997. The apprentices attend class 2 nights per week while they work full-time for their employer during the day. Classes are held at Pinellas Technical College (PTC) located near the St. Petersburg/Clearwater Airport.

This year RACCA had the following graduated: 20 apprentices advanced to the 2nd year. 34 apprentices advanced to the 3rd year.



Grad 3: 5th yr Refrigeration: Xingjing Huang, Kyle Wade, Instructor Wayne Carothers, William Townsend, Zachary Sirois, Ronald Fritz III



RACCA Graduating: Loren Wunderle's 4th yr HVAC Journeyman class: Dallas Gunning, Charles Fletcher, Jacinto Rivera, Eric Thullen, Jared Sanchez

- 15 apprentices advanced to the 4th year.
- 13 apprentices achieved perfect attendance for the 52 evening classes.

The TRACCA chapter, which serves Tallahassee, and the surrounding areas had their graduation. The program started in 2021 and this was the first class that graduated from the 3-year program. The apprentices attend class 2 nights per week while they work full-time for their employer during the day. Classes are held at Lively Technical College (LTC) which has been a steadfast partner in the HVAC Association.

This year TRACCA had the following graduated:

- 12 apprentices graduated from 1st year.
- 12 apprentices graduated from 2nd year.
- 11 apprentices graduated from 3rd year.

If you want to get involved with a chapter close to you, please reach out to Erica Mattis, erica.mattis@ fraccaair.com. For more information about the apprenticeship programs at RACCA please reach out to Keane Bismark, apprenticeship@racca-florida.org. or TRACCA please reach out to Carre Welsh, traccafl@gmail.com.



Grad 5: Peter Montana with AC Prosite Journeyman Program Graduate of the Yeart Ronald Fritz III, RACCA Keane Bismark and James McCann

# ECOER Launches Its Next Generation Flagship Technology: Ecoer Automated Charge (EAC)

**Ecoer Automated Charge (EAC)** 

**NOT REQUIRED** 

Ecoer, a trailblazer in residential HVAC innovation, proudly unveils its latest groundbreaking technology, EAC, the Ecoer Automated Charge. Designed to empower HVAC contractors with a

seamless, hassle-free experience, EAC represents a significant leap forward in the industry as the global leader in inverter-driven and IoT-connected heat pump manufacturing. Ecoer integrates proprietary IoT and AI-based machine control technologies into its Gen2 product line, ESi Decades Extreme series, and new products launched in Q2 like RTi and TDi, etc.

EAC is the industry's first fully digitized method for charging inverter-driven residential heat pump systems. This revolution-

ary technology streamlines the refrigerant-charging process by eliminating the need for gauges and minimizing human error. With the touch of their fingertips to establish the setpoint, contractors can now step back as the system autonomously handles the process, ensuring unparalleled efficiency, precision, and reliability without constant monitoring.

EAC technology benefits contractors by facili-

tating effortless, rapid, and dependable installations. It also optimizes HVAC system performance for endusers. This ultimately enhances customer satisfaction, ensuring they can rely on their HVAC system for comfort and efficiency.

"Ecoer Automated Charge represents a significant advancement in HVAC technology, providing contractors with a level of efficiency and precision previously unimaginable," says Matt Giordano, Regional

Sales Manager of Ecoer North America. "This innovation underscores Ecoer's commitment to revolutionizing the industry and delivering unmatched value to our customers."

#### HARDI Distributors Report 7.7% Revenue Increase in February

COLUMBUS, Ohio, April 3, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 7.7% during February 2024. The annual sales growth for the 12 months through February 2024 is an increase of 0.02%.

"After the flat sales during 2023, it looks like we are off to a good start with 9% sales growth during January and 7.7% during February," said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. "The sales growth during February had the benefit of one more billing day than February of 2023. With the same number of billing days, we estimate the sales growth for the month would have been closer to 2.6%."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 42 days during February. "42 this month was comparable to February of 2022 and better than 43 the previous two years," said Loftus. "Eleven fed fund rate increases have not been able to subdue GDP growth or job growth or dealer's bill paying ability."

"The TRENDS annual growth rate line has been resistant to break below zero and it may not need to," said Loftus. "The economy has been resilient while interest rates were increasing and now rates are turning lower and the housing market is showing signs of life." HARDI members do not receive financial compensation in exchange for their monthly sales data.



# OPEN HOUSE2024

April 3rd, Lawrenceville Ga

The Ware Group



Freddi Lopez, Louis Perkins, Beata Jastrzedski, Tim Stratman, Joel Dunifon, Bradley Klimek, Eric Plummer, Jesus Chavez, Paul Klimect



Rachel Bush and Samantha Dacquel of Johnstone Supply Ware Group



The Johnstone Supply Ware Group in Lawrenceville had a great Open House turnout!



Michael Bell of Johnstone Supply Ware Group, Brett Barksdale, Kent Barksdale, and Wayne Jolly of Barksdale Sales Group



Johnstone Supply The Ware Group Open House Team!



Brian and Erica Chamblee of Southern Mechanical, AJ Howard and Rob Howard of E.V. Dunbar Co., Danny Chamblee of Southern Mechanical



Hills BBQ, served up BBQ Chicken and Ribs, Baked Beans, Cole Slaw, Mac & Cheese, Rolls, Banana Pudding and Brownies for dessert



Chris Lane of Lane Heating & Air with Baine Davis and Matt Cooley of Shupe Carboni and Associates



Brad Cox of Plasma Air with Owen Ming of TC Solutions



Jason Lutz, Declan O'Neal, Vicki Moss, and Mollie Medrano of Residio



(1&3) Tim Canada and Joseph Goss Thermal Tech, Scott Stradtner of Leak Lock, and Mike Hart of Malco Products



Dan Fisher, Hank Henderson, and Trey Weeks of Johnstone Supply The Ware Group with Will Rust of Goodman Manufacturing



(1&3) Russel Tucker and Dale Blackburn of Whaley Food Service, Brad Marcoe of Johnstone Supply The Ware Group, and Steve Masters of Nidec



Whit Parker of Building Health Group, Angel Vasquez of Peachtree Heating & Air, and Michael Splawn of Zebra Instruments



Patrick Gribbin of HTPG, Mike Fongemie and Hank Henderson of Johnstone Supply The Ware Group



Scott Cobb of Uniweld Products giving a welding demonstration with aluminum



Mark Holland of Leone Green with Jorge Rosco of Arrow Mechanical



Beverly Mienied of Casteel AC, Paul Klinect and Nick Diehl of Johnstone Supply The Ware Group, and Wes Alexander of Inman Sales

#### Soler & Palau Ventilation Group Acquires United Enertech

Soler & Palau Ventilation Group (S&P), Barcelona, Spain, a global leader in the manufacturing and distribution of air movement products has acquired United Enertech Corp, Air Performance LLC, Air Conditioning Products LLC and Metal Form Manufacturing LLC, previously held under United Enertech Holdings, Chattanooga, TN. The addition of these prestigious brands expands the S&P portfolio adding grilles, registers, diffusers, air terminal units, and specialty HVAC sheet metal products to its already comprehensive product offering of mechanical ventilation products.

The acquisition further enhances S&P's "single-source" ventilation solution strategy for customers, engineers, contractors, and sales channel partners. This carefully crafted portfolio of complimentary ventilation products provides solutions to create healthy, safe, energy efficient and comfortable residential, commercial and institutional facility environments.

The +450 people from the United Enertech group of companies will now complement S&P's current North American team headquartered in Jacksonville, FL.

The United Enertech team's air control and product knowledge combined with S&P's mechanical ventilation product portfolio will provide our customers with an ideal single source ventilation system solution," said Eugene Scotcher, Soler & Palau Ventilation Group's – North American Divisional Managing Director.

The current United Enertech group senior leadership teams, which include Darby Benroth. President; and Carol Black CFO; will remain as critical partners in supporting S&P's future growth in North America. The United Enertech senior management will report to and be supported by Walter (Buddy) Doll III, CEO, S&P-North America.

### Performance Pointers

By James Ball (continued from page 18)

#### Do It Right

I am frustrated by the clean and check mentality of our industry. The tune-up is a vital product each homeowner needs, yet we treat it with disregard or as a 'loss leader'. A cheap clean and check does not take care of the customer. In fact, it does the opposite!

Maintenance takes time and is an investment to the homeowner. Develop a tune-up product that provides legitimate value to your customer and then price the value appropriately. Homeowners want you to do your job. Step up, do it right, and give them the tune up they deserve.

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<sup>TM</sup>. 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 National-ComfortInstitute.com or call 800-633-7058.



# Vacuum: Moisture vs. System Leak

By Don Gillis



Bryan Orr

Evacuation helps remove contaminants, like moisture and non-condensable gases, from HVAC/R systems, especially ones that are put into service for the first time or put back into service after a repair. Even though pulling a deep

vacuum has always been a best practice, it will be required for systems that use the new A2L refrigerants

Before a system is ready to be charged with refrigerant, we must pull a deep vacuum on it to do a decay test. The rate at which our vacuum decays lets us know if our system is dry and tight enough to operate normally. Everything leaks a little, but the decay test sets a threshold that we don't want to exceed. If our vacuum decays beyond that target, that means we have some problems we need to address.

If the leak rate has still not decreased, then one of two things may be happening:

1. The system is still contaminated with moisture. (Possibly trapped under the compressor oil.)

If the system indicates moisture, a multiple evacuation with a nitrogen sweep will significantly reduce the amount of moisture in the system.

Here is a step-by-step guide to the nitrogen sweep procedure:

- 1. Reduce the system pressure to between 1000 and 2500 microns.
- 2. Isolate the vacuum pump with the core tools and disconnect the vacuum hose from the low side of the system.
- 3. Break the system vacuum with nitrogen introduced at the side port of the core tool.
- 4. Break the vacuum with nitrogen to get it to the equivalent of atmospheric pressure (760,000 microns).
- 5. Purge nitrogen through the system at 1–3 PSIG from the high to the low side, letting it vent out the open port of the core tool.

Do not pressurize the system. Typically, no more than a triple evacuation with a nitrogen sweep

will be required.

2. The system has a small leak that was not detected by the initial pressure test. (Some leaks are more apparent under vacuum than pressure.)

While the micron gauge is quite capable of picking up leaks, testing for a leak in a vacuum is not acceptable practice over a standing pressure test, as moisture is drawn into the system during the evacuation process. If you find you have a leak under vacuum, break the vacuum with dry nitrogen and try to find it under pressure. DO NOT open the system to atmosphere under a vacuum! Doing so undermines all your time and effort to this point.

If the system has a leak, the vacuum gauge will continue to rise until atmospheric pressure has been reached. However, if the system is vacuum-tight but still contains moisture, the rise will level off when the vapor pressure equalizes in the system, typically between 20,000 and 25,000 microns between 72° and 80°F. At that point, that vacuum reading will become stable.

Note: a system that continues to level off at 3500–4500 microns may have turned system moisture to ice. Should this occur, the system temperature may have to be raised by an external heat source to get the moisture out of the system.)

Conclusion: The two main causes of a failed decay test are moisture contamination and system leaks, both with different fixes. They'll also look a bit different if you're using an app to keep track of your vacuum. (Wet systems level off above the decay threshold; leaky systems tend to have straight lines going well above that target.)

Leaky systems that manage to get past the nitrogen pressure test will need to be addressed just like any other leak you'd find in the pressure test. Again, we don't use a deep vacuum for leak testing because the vacuum pump draws moisture into the system through the leaks when it creates a pressure differential. But a deep vacuum can show you that you have a leaky system, and it needs to be taken care of just like any other system leak found with bubbles or a nitrogen pressure test.

—Don Gillis

# Airzone Announces Aidoo Z-Wave Inverter/VRF Controller

Miami, FL – April 3, 2024 – Airzone Control, provider of HVAC solutions for zoning, automation, and smart control, today announces the launch of the Aidoo Z-Wave. Designed as an integrator-friendly system add-on, the Aidoo Z-Wave bridges the gap between the Inverter/VRF or mini-split HVAC system and any Z-Wave-enabled smart home platform. This groundbreaking controller offers unprecedented control over Inverter/VRF and mini-split HVAC systems, significantly boosting energy efficiency.

Harnessing the power of Z-Wave, the leading smart home protocol featuring over 4,400 certified devices, the Aidoo Z-Wave's design ensures effortless integration with existing Z-Wave smart home devices and ecosystems, providing users with an intuitive and comprehensive approach to managing their climate control systems. Its straightforward installation process allows for immediate benefits without the need for extensive system overhauls.

Airzone's proprietary collection of manufacturer-certified HVAC protocols enables the Aidoo Z-Wave to facilitate complete bi-directional communication, ensuring that the HVAC system operates in perfect harmony with the smart home ecosystem. Leveraging Z-Wave's mesh network topology, the Aidoo Z-Wave ensures robust and reliable communication between devices, eliminating dead spots and ensuring consistent performance across all corners of the home.

The Aidoo Z-Wave provides precise control over temperature and monitors humidity levels, ensuring optimal comfort. Users can easily adjust settings via smartphone, tablet, or voice commands through their Z-Wave-enabled smart home platform, offering convenience and accessibility.

"Aidoo Z-Wave sets a new standard in the industry, demonstrating what is possible when technology harmonizes with manufacturer expertise to deliver superior climate control solutions," said Antonio Mediato, founder, and CEO of Airzone. "By addressing a critical gap in the smart home technology market, Airzone not only reinforces its position as a leader in the industry but also significantly contributes to the evolution of energy-efficient, smart home environments."

Airzone is an industry-leading manufacturer of dynamic HVAC control and zoning solutions for residential and light commercial environments. With over 25 years of experience leading the HVAC zoning and control industry in Europe and a growing presence in North America, Airzone's mission is to create innovative and category-defining solutions that deliver simplified control, savings, and streamlined service. Airzone's foundational values of diligence, reliability, and service leads to a culture of tireless innovation and impeccable performance. For more information, visit airzonecontrol. com.



### **Tropic Supply Hosts Regal Rexnord Motor Mastery Training**

During the month of April, Tropic Supply hosted several Regal Rexnord Motor Mastery Training Days designed to educate technicians and installers on mastering and troubleshooting motors! Attendees learned 1) Genteq ECM history 2) Genteq

Evergreen ECM replacement models 3) How Gen- calls and makes more money for your company. teq OEM and Evergreen aftermarket motors utilize PWM in Ruud equipment 4) How to troubleshoot ECM motors 5) How stocking Evergreen motors on your truck provides same-day completion of service

Light breakfast/snacks were provided.

Please visit the Tropic Supply website www. tropicsupply.com/eventscalendar for additional trainings and in-store events throughout the year!



A great attendance for the **Regal Rexnord Motor Mastery Training** at T-1 Tropic Supply North Miami



Joe Zvolenski of Tropic Supply, Ken Darin of Regal Rexnord, and **Brianna Davis of Tropic Supply** 



Macey Dunn, National ECM Trainer, conducted the motor training at Lively Technical College for **Tropic Supply customers in Tallahassee** 



Ken Darin of Regal Rexnord spoke about how Genteq OEM and Evergreen aftermarket motors utilize PWM in Ruud equipment



Macey Dunn gave an overview of the Genteq ECM history



Ken Darin of Regal Rexnord reserved a segment of the training on how to troubleshoot ECM motors



**Brianna Davis of Tropic Supply, Andy Taylor** of Leone Green, Marcus Copeland of Florida Heat Pump, and Ken Darin of Regal Rexnord



Ken Darin of Regal Rexnord discussed the Genteq Evergreen ECM replacement models that are available

PRINT / EIZN

**HVAC** 



Ken Darin of Regal Rexnord said stocking Evergreen motors on your truck provides same-day completion of service calls and makes more money for your company

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

During the month of April, Tropic Supply hosted several Training Days on Low GWP Refrigerants and the Best Practices for a Smooth Transition. Attendees Learned: 1) A review of regulatory leg-

islation – where we have been, where we are, where installing and servicing equipment containing low we are going 2) Properties of A2L refrigerants 3) Technology Transitions Rule 4) Why R454B? 5) Changes to Ruud equipment 6) Best practices for

GWP refrigerants. Included was a A2L Tool Tradeshow. Visit www.tropicsupply.com/eventscalendar for upcoming training and events.



Vielka Escovar of Tropic Supply checks in Ed Meerbot and Richard Thomas of Palmetto Bay AC to the Low GWP Refrigerants Training



Vielka Escovar of Tropic, Jamie Fore of Ruud, Heather Anusbigian of Tropic, Rob Howard of E.V. Dunbar, Aaron Romig of Tropic, Wade Hadaway of Ruud



Keith Keller of NAVAC speaks with a **HVAC** technician about the A2L ready vacuum pumps



Ryan Reynolds of E.V. Dunbar Company with George Barrios and Kyle Senzig of Living Air



Nick Vosburgh of AMP Strategic (right) revealed the new A2L products available from Fieldpiece



Norm Sorel of of Hamilton & Associates giving product demonstrations on the A2L ready CPS product line



**Carlos Salazar of AC Masters** with Sean Byrnes of Inficon



**Heather Anusbigian of Tropic Supply** welcomed everyone to the Low GWP Refrigerant Training at the Miami Airport Regency - Sonesta



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



Jamie Fore of Ruud, Aaron Romig, Vielka Escovar, Heather Anusbigian, Rob Mayhew, Andy Glerum of Tropic, Rob Howard of EV Dunbar, Wade Hadaway of Ruud



A great attendance for the Low GWP Refrigerant Training at Courtyard Marriott in Jupiter



Jamie Fore of Ruud discussed refrigerant cylinder requirements for handling and transportation



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



Sean Byrnes of Inficon demonstrating their new leak detector which is A2L refrigerant ready



Dan Smith of Ice Coast Air with Ryan Reynolds and Rob Howard of E.V. Dunbar Company



Mike Vititoe of Roehm Air Conditioning, Nick Vosburgh of AMP Strategic, and Mike Romero of Roehm Air Conditioning



**Rob Mayhew of Tropic Supply with Grant Olsen and Sean Dunn** of Dan Olsen AC Service



Jay Lund of Artic Air Conditioning with Norm Sorel of Hamilton & Associates

### Al in Buildings, Electrification, **Building Lifecycle Among Topics at 2024 ASHRAE Annual Conference**

program is now available for the 2024 ASHRAE Annual Conference taking place June 22-26, at the Marriott Indy Place in Indianapolis, Ind.

At this year's Annual Conference, AI in buildings, electrification, building lifecycle assessment and workforce development are among the highly anticipated topics.

"The session topics selected for this conference and the conversations they will foster are more pertinent than ever in our collective efforts to minimize carbon emissions and confront climate change," said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. "By embracing innovative technologies, transitioning to cleaner energy sources, adopting sustainable practices and investing in workforce development, among other efforts, we will drive progress towards meeting building decarbonization goals and pave the way for a more sustainable future. The ASHRAE Annual Conference serves as the ideal platform to gain these value insights."

Registrants will have the chance to explore industry-related topics across eight technical tracks during the conference. In addition to tours, social events and award recognitions, an extensive technical program features more than 80 sessions.

Standout sessions include:

- Machine Learning Foundations: Intro to Data Science Tools for Building Industry **Professionals**
- Mitigating Electrification Pitfalls with Thermally Driven Heat Pumps
- Specifying, Procuring and Meeting Embodied Carbon MEP Requirements
- How Hard Can It Be? Simulating and Optimizing Compressors for Next Generation Systems and Refrigerants
- Excellent Tools for Professional Develop-
- Integrating Thermal Storage and 40% Tax Credits into ASHRAE Standard 90.1
- Building a Strong Foundation: Control and Pump Design Essentials for New Engineers
- Radiant vs Air vs VRF: Debating Decarbonization Design Alternatives

The ASHRAE Learning Institute will offer 10 courses during the conference. All courses are approved for continuing education credits toward maintaining P.E. licensure.

Five new courses are being offered:

- Building Energy Modeling Fundamentals and Applications
- Starting the Path to Net-Zero Buildings Using ASHRAE 90.1-2022
- Understanding ASHRAE Standard 241 Control of Infectious Aerosols - Background, Overview, and Key Requirements
- V in HVAC Health and Energy Improvements Using the Indoor Air Quality Procedures
- Is Your Building Ready? Applying ASHRAE Standard 241 Control of Infectious Aerosols - Facility Assessment, Planning, and Implementation

The plenary session will include Honors and Awards recognitions, Society updates in the Secretary's Report and a farewell address from 2023-24 ASHRAE President Ginger Scoggins. Twotime champion NASCAR driver and advocate for STEM Education and women's empowerment, Julia Landauer, is the keynote presenter.

ASHRAE's newest officers and directors will be installed at the President's Luncheon. 2024-25 ASHRAE President Dennis Knight, P.E., BEMP,

ATLANTA (April 23, 2024) -The technical Fellow ASHRAE, will present his inaugural address on the upcoming Society theme, "Empowering Our Workforce: Building a Sustainable Future."

> 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. All Annual Conference registrants have access to CIDCO conference sessions. Information is available at ashrae.org/cidco24.

> In-person registration to attend the 2024 ASHRAE Annual Conference is \$780 for ASHRAE members (\$1035 for non-members which includes a free one-year ASHRAE membership). Early bird registration discounts are available thru April 29. Individual and company virtual registrations are available.

> For full technical program, registration and additional for the 2024 ASHRAE Annual Conference, visit ashrae.org/2024Annual.

About ASHRAE

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

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

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

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



#### Did you know that improper sealing of ductwork results in 24-40% loss in HVAC Systems?

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# **Arco Supply's 45th Anniversary Celebration and Pig Roast**

**April 18th, 2024** 



Arturo Alba Jr, Ani Rich, Cecilia Alba, Arturo Sr., and Julia Alba, Luissa MacDonald welcomed everyone to their 45th Anniversay Celebration

Arco Supply, Inc. in Lake Worth celebrated 45 years of serving South Florida HVACR contractors. A Pig Roast was held on April 18th from Noon to 2pm to thank all their customers and vendors who made it all possible for the great support they received.

Everyone enjoyed delicious Roasted Pig served with Boiled Yuca, Congris (Rice and Beans), Potato Salad, Rolls, and plenty of tasty desserts and drinks.

Arco Supply continues to grow year after year serving South Florida and the Caribbean.

What a nice celebration for making such a great achevement.....45 years in business! May there be many more!



Ariel Martinez, Arturo Alba Sr., John Lee, and and Ray Strong, of Arco Supply carving the roasted pig



The serving line was busy during the 45th Anniversary celebration at Arco Supply



Willie Legwen, Drew Smith, Jose Perez, Jose Aguina, Noel Clementis, and Oreldi Toledo of Atlantis AC



Everyone enjoyed the delicious Roasted Pig served with Boiled Yuca, Congris, Potato Salad, Rolls, Assorted Desserts, and Drinks



Ray Strong, Arturo Alba Sr. of Arco Supply, Carlos Bolivar of Johns Manville, and Arturo Alba Jr. of Arco Supply



(L&R) Dan and Vicky Franzese, running for Congress with Arturo Alba Sr. of Arco Supply



The team from Cool World AC came out in full force to enjoy their 45th Anniversary at Arco Supply!



Temperature Control Solutions and Lowan AC enjoying the celebration!



The Arco Supply Counter: Arturo Alba Jr., Jonathan Torres, Nicole Wing, Torry Aorr, and Omar Olascoaga



Ani Rich of Arco Supply (left) serving their loyal customers



Javier Carfona and Evier Perez of Iceman AC with Ernesto Estevez of Arco Supply



The warehouse was packed with Arco Supply customers, vendors, and friends



Michael Williams, Brian Queensberry, Viviana Maguire, Andres Ponce, Gil Ledoux, Andy Taylor, Angela Garcia, Nick Vosburgh, and Arturo Alba Sr.



Arturo Alba Jr,. of Arco Supply with Alexa Lee and Steven Castillo of PBACCA



Chris Swarez of Dupree Air Conditioning, Chris Brown of Arco Supply, and Scott Webster of Tropical Cooling



Arturo Alba Jr. and Arturo Alba Sr. of Arco Supply



# OPEN HOUSE2024

April 4th, Warner Robins Ga

The Ware Group



Mitchel Sutherland, Rex McTyiere, Claud Hutchings, Jay Platt, John Hoffmann, Chris Thigpen of Johnstone Warner Robins



Dan Fisher of Johnstone Supply Ware Group facilitating a Low GWP Refrigerant training at the Warner Robins location



It was a beautiful day for the Johnstone Supply Ware Group Open House in Warner Robins



Cory Lavarge of Green and Associates, Marc Richburg of Global The Source, and Mike Presley of Green and Associates



Duffie Ball of Houston County Board of Education, Rob Howard and AJ Howard of E.V. Dunbar Co., Tony Dfeerer of Houston County Board of Education



Charles Stanislad of Owens Corning with Troy Finch, Wayne Patterson, and Don Rounds of Robins Air Force Base



Michael Grant of EMCOR Services, Ty Rath of Johnstone Supply Ware Group, and Kyle Simmons of EMCOR Services



Austin Morse of Hayes Services, Loren Delaprriere Johnstone Supply Ware Group Hunter Boyant of Hayes Services



(1,3,4) Dan Fisher, Trey Weeks, and Nicholas Diehl of Johnstone Supply Ware Group, with (2) Ken Mullis of Robins Air Force Base



Michael McPherson and Jeremiah Flippen of Eclipse Refrigeration with Merari Jewsome of Copland



Michael Williams of Barksdale Sales Group with Cameron Perkins of Johnstone Supply the Ware Group



Caleb Padgett, Ashley Rogers, Amy McDaniel, and Sean Padgett of Reece Air Conditioning, with Tim Norris of Copeland



Jose Genao of Leone Green with Lonnie Cook of Central Georgia Technical College



Hank Henderson of Johnstone Supply Ware Group serving BBQ Ribs and Chicken to the Open House attendees in Warner Robins



Hoke Morrow and Woodie Green of Hoke's Heating & Air, with Chris Thompson of Southwark Metal Mfg



Michael Splawn of Zebra Instruments, Whit Parker of Building Health, Max of Johnstone Macon, Justin and Blake Sriemenschneider of Highland Center



Roger Daniel of Shupe Carboni and Associates with Clayton Hoyt of Speir Heating & Air



Kicking back with friends and enjoying some delicious Hills BBQ at the Johnstone Supply Ware Group Open House in Warner Robins!



# Spring into summer savings sale on the most popular Solaris packages



#### **IAQ-PAK-1**

IAQ control center with 2 UVC LAMPS 3 year lamp life 14.5 inch lamp length



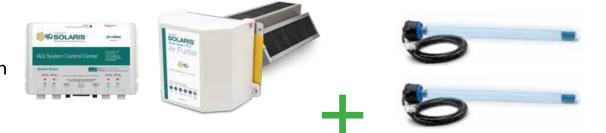
#### **IAQ-PAK-2**

IAQ control center with 2 UVC LAMPS 3 year lamp life 14.5 inch lamp length With Active PCO and Ionization



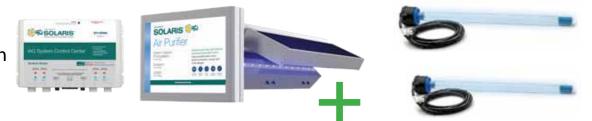
#### **IAQ-PAK-3**

IAQ control center with 2 UVC LAMPS 3 year lamp life 14.5 inch lamp length With captive PCO.



#### IAQ-PAK-4

IAQ control center with 2 UVC LAMPS 3 year lamp life 14.5 inch lamp length With LED PCO and lonization



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### A-Gas Joins EPA's GreenChill Partnership to Drive **Increased Refrigerant Circularity**

Bowling Green, OH - A-Gas, a world leader in the supply and lifecycle management of refrigerants, proudly announces they have joined the prestigious EPA GreenChill partnership, further solidifying their commitment to sustainability and industry leadership. GreenChill is a renowned voluntary partnership with refrigerant and chemical producers, food retailers, and system manufacturers that advocates for advanced technologies, strategies, and practices to protect the environment and human health. As such, GreenChill's mission aligns with A-Gas' purpose to protect and enhance the environment by effectively managing the lifecycle of refrigerants to build a more sustainable fu-

"As an EPA GreenChill partner, A-Gas is poised to continue driving innovative solutions within the refrigeration industry," said Mike Armstrong, Managing Director and President, Americas, at A-Gas. "This partnership underscores our unwavering commitment to supporting our customers, especially in the supermarket and food retail sectors, to move to more environmentally friendly products—such as R448, R449, and reclaimed refrigerants—and processes as they navigate through the evolving regulatory landscape."

A-Gas offers comprehensive solutions to its customers throughout the entire lifecycle of their refrigerants. With expertise in handling a wide range of refrigerants and state-of-the-art recovery, reclamation, and destruction technologies, A-Gas is well-equipped to assist supermarkets, food retailers, and other Green-Chill members in supporting the circular economy by managing the full lifecycle of their refrigerants.

"Through Rapid Recovery®, our nationwide onsite refrigerant recovery service, we provide turnkey, EPA-compliant refrigerant recoveries to support food retailers during their maintenance and retrofit projects, helping to minimize costly downtime. Additionally, we provide product assurance and supply certified reclaimed refrigerants and lower GWP alternatives to many GreenChill members and other leading companies in the North American refrigeration industry," shared Taylor Ferranti, Commercial Vice President of Refrigerant Management at A-Gas. "We're proud to join forces as part of the GreenChill partnership, setting an example for others to build a more sustainable future."

"By entering the Partnership, A-Gas joins industry leaders committed to reducing emissions and man-

aging their use of climate-damaging refrigerants," said Bella Maranion, Senior Advisor in EPA's Stratospheric Protection Division and member of the GreenChill Team. "We look forward to their contributions to the GreenChill Partnership's continued success."

For more information about how lifecycle refrigerant management can help drive environmental stewardship, please visit: https://www.agas.com/us/ news-insights/six-pillars-of-lifecycle-refrigerant-management/

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

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

For more information, please visit www.agas. com/us.

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#### **iFLO Welcomes Randy Castricone as Vice President of Sales for Pro Channel**



[Miramar, Florida, February 2024] - iFLO, a leading provider of innovative HVAC maintenance solutions, proudly announces the appointment of Randy Castricone as Vice President of Sales for the Pro Channel division. With over three decades of experience in the HVAC industry, Randy brings a

wealth of knowledge and expertise to his new role.

Randy's journey in the HVAC industry began in 1990 in South Florida. He quickly established himself as a dedicated professional, earning his State of Florida HVAC Contractors license in 1999 and founding his own successful company. For nearly 18 years, Randy and his wife operated their business in Palm Beach County, demonstrating their commitment to excellence in every project they undertook.

In 2017, Randy's entrepreneurial spirit led him to new horizons, as he transitioned to a role at Trane Technologies. His tenure at Trane equipped him with invaluable insights into industry trends and customer needs. Subsequently, Randy assumed the position of Regional Sales Manager for the Southeast US at Mosaic for the Google Nest Pro Channel, further solidifying his reputation as a dynamic leader and strategist in the HVAC market.

Now, Randy joins the iFLO team, bringing his extensive background and passion for innovation to drive the growth of the Pro Channel. iFLO is revolutionizing HVAC maintenance with its connected smart device, that automatically dispenses a proprietary solution directly into HVAC drain pans every two weeks, effectively combating the notorious "white slime" plaguing HVAC systems.

"We are thrilled to welcome Randy Castricone to iFLO as our Vice President of Sales for the Pro Channel," said Joe McDonnell-CEO/Chairman at iFLO. "Randy's deep industry knowledge and proven track record of success make him the perfect addition to our team as we continue to expand our presence and empower HVAC contractors with cutting-edge solutions."

As iFLO prepares to launch its Pro Contractor program, Randy invites HVAC professionals to join the movement and elevate their businesses to new heights. For more information on how to become an iFLO Pro contractor, please contact Randy Castricone at randy@iflo.com or call 561-724-6256.

# Cousins Air Inc. Hosts 3rd Annual Employee Appreciation Celebration in Deerfield Beach

On Friday April 5th from 2-4pm, Cousins Air Inc. hosted their third annual awesome Employee Appreciation Party at their Deerfield Beach location. Cousins Air knows how to have a good time! Food trucks were on site serving up a large variety of delicious foods. A third truck, Kobschie's, served Ice Rolls for every

sweet tooth craving. Many nice gifts were given to all of the Cousins employees with 30 chances to participate in a special raffle.

Cousin's Air, Inc. is a locally-owned and operated, full-service AC company, serving all of Palm Beach and Broward Counties. Established in 1995, they take

great pride in providing top-quality AC services in South Florida, coupled with unparalleled customer care. Cousins Air is now hiring technicians, install crews and construction leads.

What a nice event to show the Cousins Air Team how much that they are appeciated!



The Cousins Air Inc. team came together for a group photo at their 3rd Annual Employee Appreciation Celebration Event!



Mary Verbiest of Carrier, Gary Giancarli and John Brescia of Cousins Air, Paul Mynatt of Carrier (Retired)



George Izquierdo, David Beckey, John Brescia, Alyson Cayer, Jerry Loiselle, Gary Giancarli and Mitch Lovinger of Cousins Air



Kobschie's Ice Rolls were a big hit for every sweet tooth at Cousins Employee Appreciation Party!



Papamigos Food Truck was on site serving Tacos, Wings, Quesadillias, and unique "Mexi-Crasian" fusion!



There were so many awesome raffle prizes that everyone had a could increase their chances to win by selecting where to place their tickets!



"Outside The Box" food truck prepared fresh Miami Cuban Panini, Chicken Pesto Panini, Philly Cheesesteak, Buratta Salad, and Cali Drop Wraps!



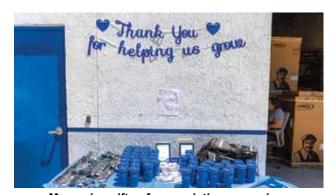
Joe Furie, Marcos Coelho, Rodolfo Fioravante and Romemeo Riveiro of Cousins Air



It takes a group effort and dedication to make Cousins Air what it is today!



Philip Parisi, Mauricio Castro, David Munoz and Wilton Reynoso of Cousins Air



Many nice gifts of appreciation were given to all the Cousins employees



Michael Matkowsky, Mary Carino, Brian Riedmayer and Bradley Wentt of Cousins Air



Technicians from Cousins Air enjoying some shade while they ham it up!

# **Department of Energy Takes Center Stage**

The United States Department of Energy (DOE), in collaboration with its partner Pacific National Northwest Laboratory, took center stage at the HVAC Excellence National HVACR Education Conference to illuminate Federal funding initiatives aimed at bolstering HVACR education and workforce development. With a focus on leveraging Federal incentives, embracing advanced technologies, and preparing the workforce for a heat pump future, DOE's participation underscored its commitment to driving innovation and excellence in HVACR education.

In an era marked by transformative technological advancements and evolving regulatory landscapes, the HVACR industry stands at a pivotal juncture. The DOE's presentations at the conference shed light on the crucial role of education and training programs in equipping professionals with the skills needed to thrive in a rapidly changing market.

The Department of Energy sessions included:

Leveraging Federal Incentives for Training Programs and Contractors - Attendees gained insights into Federal incentives driving the adoption of heat pumps and electrification, along with strategies for marketing and installing high-performance heat pump systems. Emphasis was placed on equipping contractors with the necessary skills to meet growing consumer demand and capitalize on emerging opportunities.

Preparing the Workforce for a Heat Pump Future - This focused on best practices and lessons learned from ongoing HVAC workforce development programs, offering guidance on curriculum focus areas, partnerships, and student support mechanisms to ensure effective training and upskilling. Instructors are quickly learning that the competencies, curriculum, and industry certifications have all been revised to reflect next generation heat pump technologies.

Not Your Father's Heat Pumps - Get Your Program Ready for a Changing Market: Participants learned about the latest advancements in heat pump technology and how to update training programs to prepare students for success in a shifting market land-scape. Insights were shared on the capabilities of cold climate heat pumps and the benefits of all-electric systems, along with practical resources provided by the DOE for program implementation.

General Session - A general session brought together industry luminaries from the Department of Energy, Daikin, Fujitsu, and the ESCO Institute. During this comprehensive discussion on the future of the HVACR industry, they explored the intersection of government regulations, technological innovations, and workforce development initiatives attendees needed to be aware of, as well as the changes they need to be making now.

The Department of Energy's active engagement at the National HVACR Education Conference exemplifies its commitment to fostering excellence and innovation in HVACR education, ensuring that the industry is equipped to meet the challenges and opportunities of tomorrow. For more information about the conference, visit escogroup.org.

#### Scholarship Opportunities

Women in HVACR provides scholarship opportunities aimed specifically at supporting women pursuing careers within the HVACR industry, including those seeking Engineering/Business degrees or trade school education.

These scholarships are part of their commitment to empowering women through educational support, mentorship, and networking opportunities. By offering financial aid, Women in HVACR aims to facilitate the entry and success of women in this field, promoting diversity and inclusion within the HVACR community. E-mail:scholarship@womeninhvacr.org

Any application before June 1st will be eligible for our 2024 scholarships. Any applications recieved afterwards will be entered for the following year. Winners are announced sometime between July & August of every year.



# Johnson Controls Launches New Low-GWP Residential Portfolio Ahead Of 2025 Regulations

MILWAUKEE, April 4, 2024 – Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, has launched a brand-new suite of redesigned, innovative and environmentally friendly residential products that have been optimized for use with the low-GWP refrigerant R-454B, with delivery dates this quarter.

"Designing future-ready technologies to meet upcoming standards reflects our overall commitment to driving sustainability while reducing install time and maintenance costs for our customers," said David Budzinski, president, residential and light commercial, global products at Johnson Controls. "Working together with our customers, partners and suppliers, we are excited to deliver a planned refresh of our residential and light commercial portfolio, staying ahead of upcoming regulations. We added differentiated features and simplified the overall user experience of our products."

Johnson Controls has long been a champion of the transition to lower-GWP refrigerants and is one of the first in the market to have launched more than 70% of

their product portfolio, preceding the 2025 regulatory shift by more than half a year. The launch includes a majority of the company's residential portfolio of heat pumps, air conditioners, air handler units and indoor evaporator coils.

"The entire portfolio has been redesigned with a new modern color scheme and en-

hanced features that address increased efficiency, improved serviceability and installation with a significant focus on increased ratings for customers incentivized by federal rebates and tax credits," stated Sophia Bellos, vice president of product management for residential and light commercial systems at Johnson Controls. "I am especially excited that our new heat pump portfolio will qualify customers for increased tax credits and rebates, not only when paired with our air handlers but also with our furnaces, regardless of whether they are new or retrofit systems."

Among the products launched are Johnson Controls entry, mid- and high-efficiency heat pumps, as well as the entry and mid-tier air conditioners. These new systems feature the latest technology in refrigerants with low GWP. These products have improved features, making them faster to install and service, and smaller form factors for ease of stocking and installation, and they have been designed to ensure quali-

fied tax credit and rebate ratings across multiple use applications. The newly launched air handler portfolio features higher-efficiency motors for improved energy savings and comfort, similar to our coil portfolio. To ensure the safety of our customers, a refrigerant leak detection sensor is now available in a multi-position form factor that allows customers to conserve inventory space by stocking one model.

The American Innovation and Manufacturing Act mandates an 85% reduction in hydrofluorocarbon gases by 2036. For stationary air conditioning and heat pumps, the final rule calls for a 700-GWP limit for most new comfort cooling equipment, starting Jan. 1, 2025. The R-454B refrigerant chosen by Johnson Controls for residential and commercial ducted systems equipment has a GWP rating of 466, well below the requirement and nearly an 80% reduction from conventional refrigerants.

Johnson Controls developed a proactive strategy to ensure customers can not only stay ahead of regulations but make the transition as simple as possible. It has spent years testing, evaluating and implementing

> a variety of next-generation refrigerant options capable of meeting future demands to deliver a low-carbon footprint with high-performance outcomes across its suite of products. Every refrigerant Johnson Controls selects is optimized to be safe, reliable, efficient and affordable. The refrigerants used in multiple

Johnson Controls products have among the lowest GWP on the market.

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

Building on a proud history of nearly 140 years of innovation, we deliver the blueprint of the future for industries such as healthcare, schools, data centers, airports, stadiums, manufacturing and beyond through OpenBlue, our comprehensive digital offering.

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

Visit www.johnsoncontrols.com for more info.

# ASHRAE, UNEP Accepting Submissions for 2024 Lower Global Warming Potential Innovation Award

ATLANTA (April 10, 2024) – Entries are now accepting entries for the 2024 Lower-GWP Refrigeration and Air-Conditioning Innovation Award. The award, organized by ASHRAE and UNEP OzonAction, aims to encourage the implementation of projects in developing countries that are shown to minimize global warming through refrigeration and air-conditioning (RAC) management.

The world is becoming increasingly dependent upon refrigeration and air conditioning to keep growing populations safe and comfortable and to provide the environmental conditions and expanding needs in agriculture, healthcare, and data transmission. The International Energy Agency estimates that air conditioning and ventilation alone account for 20% of global electricity use. With this backdrop in mind, a transition to lower global warming potential (GWP) refrigerants is necessary to reduce the impact of greenhouse gases on the environment.

The Lower-GWP Refrigeration and Air-Conditioning Innovation Award promotes inventive design and practice by recognizing the implementation of new technological concepts in developing countries to minimize global warming potential (GWP) of refrigerants. Awards are presented to individuals working alone or in teams in two categories: Residential Applications, and Commercial/Industrial Facility

Projects will be selected based on the following criteria: Innovative aspects in transforming conventional concepts (40%); Technical replicability to developing countries (25%); Extent of need (25%); and Economic feasibility to developing countries including energy efficiency (10%).

Entries for 2024 awards are being accepted through August 15, 2024. There is no cost to enter. The individuals named in the selected project submissions will be recognized at UNEP and ASHRAE events and publications. ASHRAE membership is not a requirement for submission. To submit entries for the 2024 Lower-GWP Refrigeration and Air-Conditioning Innovation Award visit ashrae.org/unep-gwp.

### New Ruskin® BTD830 Single-Bladed Bubble Tight Isolation Damper Meets Requirements For Extremely Low Leakage



Grandview, MO – April 9, 2024 – Ruskin® announces the BTD830 bubble tight isolation damper, the company's newest addition to its bubble tight product series. The BTD830 is a rectangular bubble tight damper ideal for applications where extremely low leakage is required. The rectangular design offers more free area, lower pressure drops, better airflow compared to round

or oval dampers, and is a lower-cost alternative to other bubble tight dampers.

Typical applications include biotech labs, food processing operations, industrial process systems, laboratories and nuclear power plants, along with medical, military and pharmaceutical facilities.

The BTD830 is bubble tight according to the AMCA 500-D standard with a maximum velocity of 4,000 FPM, a static pressure of 10.0" w.g. (2.5 kPa) and a temperature range of -40°F to 250°F (-40°C to 121°C).

Damper sizes range from 6" x 6" (15.2cm x 15.2cm) to 36" x 16" (91.4cm x 40.6cm). The flanged dampers can be mounted for horizontal or vertical airflow, and standard or custom mounting hole configurations are available.

Standard features include: Rectangular flanges, Painted steel channel frame and blade, Center-pivoted, double-skin blade with 12ga minimum thickness welded to a full-length axle, Stainless steel sleeve bearings bolted to the damper frame, Axle seal integrated with the bearing assembly, Field replaceable solid silicone blade seal that is mechanically fastened to the blade, and Polyamide epoxy finish.

Optional features include square flanges, a mil-spec frame or blade (304SS, 304LSS, 316SS, 316LSS) and mil-spec axle (316 SS, 316L SS) or finish (304SS, 304L SS, 316SS, 316L SS).

Ruskin can supply and mount actuators and limit switches as needed, including: Manual worm gear with handwheel, Direct-mount, commercial grade Electric, quarter-turn rotary (fail in place, battery backup, spring return – 24V, 120V, 230V), Pneumatic, quarter-turn rotary (double acting or spring return)

Each BTD830 damper is fully cycled and tested at the factory prior to shipment in accordance with AMCA Standard 500-D. Ruskin performs bubble leak testing to 10.0" w.g. (2.5 kPa) before shipment to ensure leakage performance. See the product data spec sheet for pressure drop information, per the AMCA 500-D-18 test standard. The BTD830 is manufactured in an ISO9001 certified factory and comes with a 5-year limited warranty. For more information about Ruskin, visit www.ruskin.com.

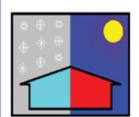
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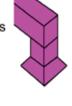


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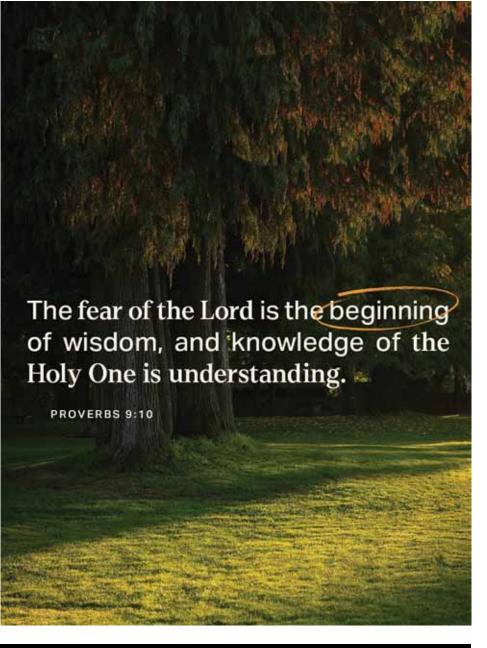
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