

TODAY'S

A/C

& REFRIGERATION NEWS

Serving the Southeast Region

Florida, Georgia, Alabama, Tennessee  
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2024 ASHRAE Miami Golf Tournament at the Miami Beach Golf Club (see pages B14-B15)



Blacks Supply 33rd Annual Bass Fishing Tournament at Hickory Point (see pages 22-23)



Saez Distributors Hosts SFACCA IAQ & Condensate Management Training (see page 16)



SFACCA 2024 Annual Golf Tournament at Deer Creek Country Club (see pages B10-B11)



Tropic Supply Lunch & Learn with Samsung and Blue Diamond Pumps (see page B8)

RGF® Environmental Group Announces Strategic Acquisition to Expand its Vertical American Manufacturing



Jeff Schlichenmeyer  
Publisher

Port of Palm Beach, FL (June 4, 2024) RGF® Environmental Group, Inc., a leader in indoor air quality and manufacturing, announces the acquisition of Southeast Coating & Fabrication, a prominent Pompano Beach, FL powder coating company established in 2014. The acquisition enhances RGF’s capabilities and complements their vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market.

All powder coating production will be completed in RGF’s West Palm Beach, FL facility under their ISO 9001:2015 certification standards. A dedicated 3000+ square foot manufacturing area will facilitate the oven, coating equipment, and other production specifics. Paul Riccio of Southeast Coating & Fabrication will be joining RGF® as Manager of the all new RGF® ChemCote™ coating division. RGF® will complete in-house powder coatings for their products including RGF-Bio-Controls® and AirMation® housings, and expand to products that currently use solvent-based paint, reducing the environmental impact while also economically enhancing quality and product durability.

Furthermore, RGF® is slated to extend powder coating services to external manufacturers, perpetuating the commitment to Southeast Coating & Fabrication’s existing patrons, and leveraging RGF’s expansive infrastructure to foster growth. Current clientele includes esteemed companies such as FCA Chrysler, Yamaha Marine, Latham Marine, Power Play Boats, Fiber Built Outdoor Furniture, and Speed Logix.

As a proud US manufacturing company, RGF® is dedicated to American-made quality. RGF® continually strives to lower manufacturing expenses by pursuing a total vertical integration strategy, thus offsetting inflationary pressures and maintaining the selling price of its product portfolio. The company possesses the capacity to fabricate and assemble metal, mechanical, and plastic parts in-house. Noteworthy recent investments include in-house UV lamp production and a polypropylene extrusion line.

“Our vertical integration strategy allows us to innovate and manufacture high-quality products in the USA at very competitive pricing, which ensures our market leadership,” said Walter Ellis, Executive VP/GM of RGF® Environmental Group. “We are committed to maintaining strict quality control at all levels of component fabrication. Our capacity to fabricate parts on demand in the quantities we need keeps our inventory lean, bypasses lengthy delays from external suppliers, and accommodates our unparalleled growth.”



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States Applying for Heat Pump Rebate Funds

Update (5-10-2024): United States Department of Energy (DOE) announced that two more states, Maine, Rhode Island, and Wisconsin, have submitted their grant applications to the DOE for the Home Efficiency Rebates (HOME) and Home Electrification and Appliances Rebates (HEAR) program. Each state applied for their full allocations respectively, Maine \$71.7 million, Rhode Island \$31.8 million, and Wisconsin \$149.4 million. Soon, in addition to their existing state energy efficiency incentives and rebate programs as well as federal tax credits, eligible residents will be able to apply for Home Energy Rebates to save money on energy-efficiency and electrification improvements.

That makes a total of 15 states that have sent in their application for at least one of the two rebate programs, Arizona, California, Colorado, Georgia, Hawaii, Indiana, Maine, Minnesota, New Hampshire, New Mexico, New York, Oregon, Rhode Island, Washington, and Wisconsin. Currently, only one state, New York, has received approval of their application.

We have also heard of states rejecting other IRA funds, including Florida, Iowa, and South Dakota. So far those states have not applied for funding for these programs.

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

HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

Article by Alex Ayers, Vice President of Government Affairs and Todd Titus, Director of State and Public Affairs for HARDI.

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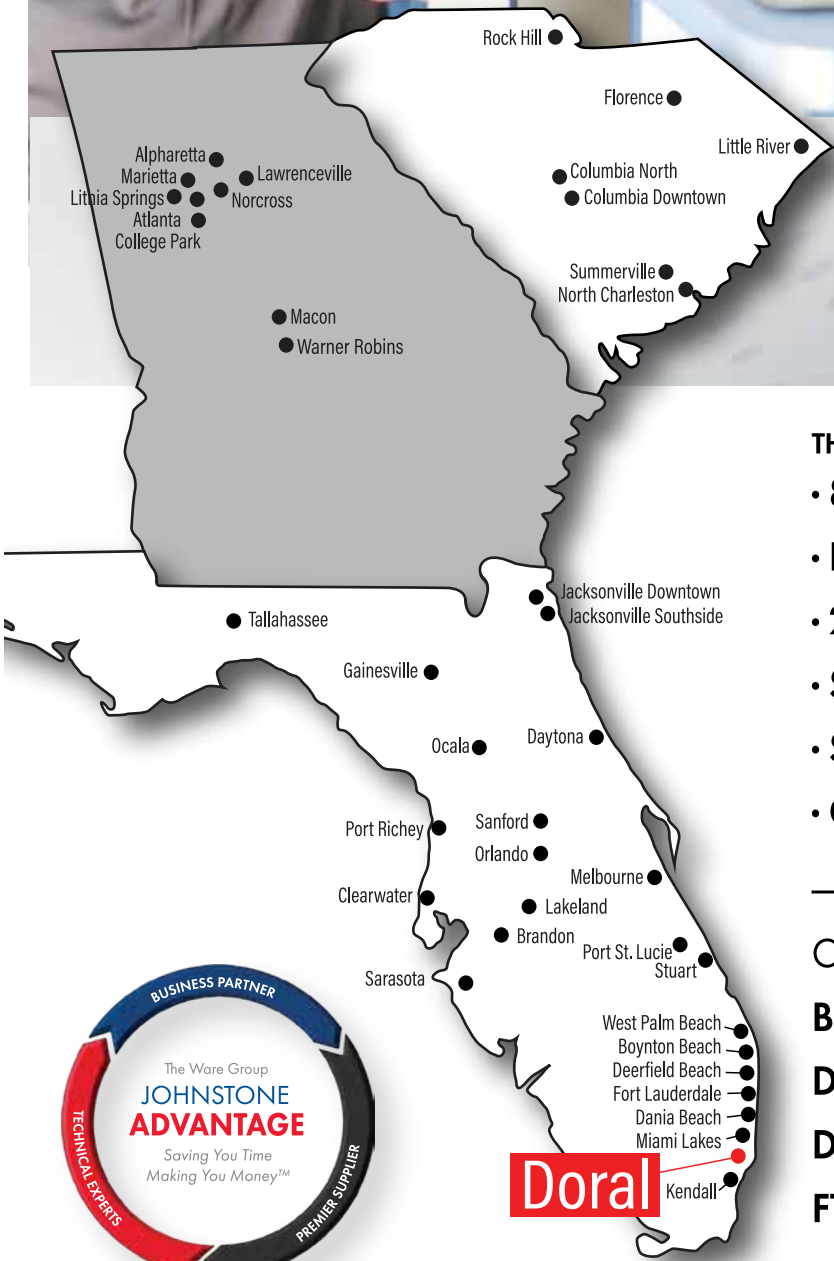
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## Are Your Employees Killing Your Revenues?

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ruthking@hvacchannel.tv.**

I'd put money on the fact that they are. What do I mean? It's when your employees think they know better than the customer. It's when they are afraid to ask a question or give information to the customer that she might be interested in or might help her. It's when a tech or salesperson thinks that he/she knows what's best for your customer.

- What if your technician sees something that could help the customer be more comfortable in her home or office...and doesn't mention it?
- What if your tech sees weak capacitors, leaking faucets, dirty coils, etc. and doesn't mention them?
- What if your technician believes the customer is not interested...and doesn't say anything to your customer?
- What if your employee believes the price is too high because he or she cannot imagine spending that amount of money on your product or feels "because since he can't afford it, your customer can't afford it"...and doesn't say anything to the customer?

Your employees are killing potential revenue and doing a disservice to your customer. Your employees cannot read customers' minds or know what's in their wallets. I know of many people who live in upscale houses who cannot afford to buy anything. Their monthly debts are too high.

I know of others who live very modestly who give your salesperson \$10,000 in cash to pay for their new HVAC system, plumbing remodel, generator, etc.

Appearances are deceiving. If your employees think they know something about a customer, they probably don't.

How many times have your salespeople thought

"I've got that sale" only to lose it to a competitor?

How many times have your salespeople thought, "I'll never get that sale" and the customer buys?

If any employee thinks they know what is in the mind of the customer, if an employee doesn't ask your customer a product question for any reason, you are killing potential revenue! And worse – doing your customer a disservice!

The question many of you asked is how do I prevent this? Here are five ways:

First, talk about it. Bring it out in the open. Use an example that they will understand: Assume that a tech broke his arm and when he went to the hospital to get it set, the doctor discovered that he had high blood pressure. He never said anything about the high blood pressure...he only set the arm in a cast.

This is a disservice to that tech. It's the tech's choice to do something about the high blood pressure. However, he has a right to know about it. This is analogous to not saying something they see, as a professional, to the customer. It's the customer's choice to do something about it.

Second, they have to believe they are the professionals. Remind them that if the customer could fix the issue themselves, then the customer wouldn't have called. The customer is relying on your professional opinion to take care of the issue and advise them of other potential issues.

Again, it is the responsibility of the tech to mention it to the customer. It is the customer's choice to do something about it.

Third, are they living paycheck to paycheck? If they are, then they can't imagine spending money on something they can fix. Remind them about number two above.

All of your techs probably have personal cell

phones. Ask them what they would do with the extra \$100 or so every month... if their cell phone bill was paid every month. Show them how to make that happen through SPIFF's which they receive for recommending products/services/maintenance that the customer might be interested in.

Help them talk with the customer through role plays (they initially hate them...however, if they can role play in front of you and their peers, talking to the customer is MUCH easier).

Fourth, record telephone conversations. This is the best way to teach your team members who are in contact with your customers by phone. The team members are often surprised at what they say since they don't remember their exact words or tone.

Fifth, ride with the technicians. When you ride with the technicians you can show them how you want the issues talked about and questions asked in the customer's home or office. The rule: watch one, do one, (and sometimes teach one).

Getting them to talk with the customer about what they see takes repetitive practice and reminders. Helping them achieve little goals helps their self esteem. Then, continue building their self esteem by helping them set and achieve higher goals. At some point you will no longer be killing potential revenues and doing the customer a disservice.

Want a financial statement checkup?

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). And, pass along this offer to your business friends and colleagues who could benefit from this review too!

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# Answer Every Call, Boost Every Opportunity

Imagine this: You're focused on a complex HVAC installation. Suddenly, a customer with an urgent heating failure tries to reach you, but the call goes unanswered. They decide to work with your competition, and you lose the opportunity. Sound familiar?

For many HVAC business owners, managing phone calls while servicing customers, especially during emergencies or after hours, is a huge challenge. But what if you could have your phone answered 24/7 without the high costs of an in-house receptionist?

Partnering with a service that can handle your calls any time of day or night might just be the solution you need. Not only can it save you money, but it also ensures that every customer call is answered promptly and professionally.

**Elevate Your HVAC Business with PATLive's Remote Receptionists** - As you know, every missed call is a missed business opportunity. That's where PATLive comes in. With availability 24/7/365 (including holidays), our remote receptionists ensure you never miss a beat. Here's how our expert team supports your business growth and enhances customer satisfaction.

**Never Miss a Call, Never Miss an Opportunity** - With PATLive, missing a call—be it an emergency service request in the dead of night or a new client inquiry during a busy workday—is a thing of the past. Our team of professional receptionists is available around the clock to ensure you capture every opportunity. This level of service means you can focus on the job at hand, knowing that your clients are being taken care of.



*For over three decades, we've been helping businesses with one of their most important assets – their calls. Let us show you how our team of 100% US virtual receptionists and 24/7 live answering service can help your business deliver an engaging, helpful experience on every customer interaction.*

**Cost-Effective with No Compromise on Service** - Hiring a full-time receptionist can be costly, and they aren't available 24/7. PATLive offers a practical, budget-friendly solution. Our remote receptionists handle calls, manage appointments, and even perform phone screenings—all for less than the cost of an in-house staff member. This means more savings that you can redirect into growing your business.

**Streamlined Operations with Seamless Integration** - PATLive goes beyond answering calls. Our service integrates with Jobber, which allows for seamless scheduling and information management, making your operations smoother and more efficient. And if you're a Jobber customer, you get a special discount, adding even more value to our services.

**Tailored to Your Business Needs** - Every HVAC business is unique, and our services are designed to cater specifically to your needs. Whether it's scheduling after-hours emergency jobs or handling a high volume of calls during peak seasons, PATLive's receptionists are trained to ensure that your client's first point of contact is professional, responsive, and helpful.

**Don't Let Another Call Slip Away** - Stop missing opportunities and start building the thriving business you've always imagined. With PATLive, you can achieve more, worry less, and provide outstanding customer experiences. Sign up now for a 14-day free trial and see for yourself why thousands of HVAC professionals trust PATLive. Let us handle the calls so you can handle the rest! Have questions about our services? We're ready to chat. Call us at 866-481-3191 now!

# Danfoss Opens New \$62m Turbocor Facility



USA: Danfoss Turbocor has celebrated the opening of its new \$62m, 145,000ft<sup>2</sup> production facility in Tallahassee, Florida.

The ribbon-cutting ceremony was attended by over 100 people, including customers, community members, Danfoss president and CEO Kim Fausing and descendants of Danfoss founder Mads Clausen.

The additional facility will host state-of-the-art manufacturing for TTS/TG/TH lines for Danfoss Turbocor compressors, doubling current capacity of the oil-free, magnetic bearing technology to more than 14,000 compressors per year.

"The increased production will help meet the growing market demand for cooling and heating high-efficiency compressors in North America, Europe and Asia," said Kim Fausing.

"Currently, North America is the largest market and region for Danfoss, with 34 sites, and we couldn't be prouder of this latest chapter in Turbocor's growth."

"As part of Danfoss' green growth strategy, we are regionalising our supply chains in order to manufacture products closer to our customers, improve service and decarbonise our operations. Expanding our capacity in Tallahassee is key to our growth strategy in North America," commented Danfoss Turbocor president Ricardo Schneider.

Turbocor celebrated its 10 th anniversary last November as a wholly-owned Danfoss company. Initially founded in 1994 and later becoming a joint venture with Danfoss in 2004, the company has made its mark globally.

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\*To the original owner, a 10-year parts limited warranty upon timely registration of new equipment. Warranty period is 5 years if not registered within 90 days. Jurisdictions wherein warranty benefits cannot be conditioned on registration will automatically receive a 10-year parts limited warranty. See warranty certificate for complete details.

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# HVAC Excellence Expo Hall Sells Out in 7 Days



The 2025 National HVACR Education Conference, organized by HVAC Excellence, saw its exhibits sell out within just 7 days of opening registration on May 1st, showcasing a strong understanding among manufacturers and leading organizations of the pivotal role education plays in the HVACR industry's success.

With exhibit space sold out nearly a year in advance, the HVAC Excellence team can now focus on curating another exceptional HVACR boot camp, building on the success of the 2024 conference that featured over 100 hands-on sessions, lectures, exhibitions, and round table discussions. However, as always, HVAC Excellence will launch a portal for backup exhibitor applications should there be any changes.

Looking ahead, HVAC Excellence is actively seeking subject matter experts across various topics to enhance the understanding of emerging technologies among HVACR educators, trainers, and industry professionals at their upcoming conference March 16-19, 2025. However, the deadline for submitting session proposals is August 15, 2024.

For HVACR educators, trainers, and professionals, reliable support is crucial for a successful training program. Look no further than the champions of HVACR education (the exhibitors) for new equipment, trainers, controls, tools, test instruments, or curriculum when your in need.

We invite everyone interested in expanding their knowledge and gaining firsthand insights to join us from March 16-19, 2025, for the premier event in HVACR technology and innovation. Together, we can pave a brighter future in HVACR.

# Johnson Controls Launches Expanded Line Of 90-150 Ton Commercial Rooftop Units

MILWAUKEE, May 15, 2024 – Today, Johnson Controls, the global leader for smart, healthy and sustainable buildings, announced the expansion of the award-winning YORK® Sun™ Premier commercial rooftop unit (RTU) portfolio with new 90–150-ton units. Designed for office buildings, hospitals and schools, the Premier RTUs, reduces carbon emissions and drives sustainability while reducing operational and maintenance costs.

With a full portfolio ranging from 25-150 tons, the Premier RTUs exceed the Department of Energy (DOE) 2023 energy efficiency standards, and most available tonnages meet the stringent Consortium for Energy Efficiency (CEE) 2024 highest tier ratings. Offered in standard efficiency, high capacity or high efficiency, YORK® Sun™ Premier units can provide up to 31% greater efficiency at part-load than is required, depending on the standard.

“The expanded Premier line has been redesigned to deliver superior performance, efficiency and long-term value to customers,” said Sophia Bellos, vice president of product development, Ducted Systems, Johnson Controls. “Now available from 25 to 150 tons, this wide tonnage range allows Johnson Controls to provide contractors with unmatched flexibility to meet the needs of a wide variety of applications.”

Available in two tiers of efficiency per tonnage, YORK® Sun™ Premier RTUs meet both stringent Department of Energy (DOE) 2023 energy efficiency standards and the Consortium for Energy Efficiency (CEE) highest tier ratings. They combine variable-speed compressor options, variable-speed drive fan options and low-GWP R-454B refrigerant with advanced airflow and heat transfer technologies to deliver a highly optimized system.

The feature-rich Premier systems maximize design flexibility by offering the broadest array of airflow features, including various airflow paths and duct configuration capabilities, meeting the needs across a variety of applications and building construction constraints. Features including airflow measurement stations, dirty filter gauges, filter pressure transducers and suction, liquid and discharge shutoff valves reduce time on the roof. At the same time, built-in redundancy of refrigeration circuits and variable frequency drives and twinning algorithms enhance reliability and uptime. They are Smart Equipment enabled to seamlessly connect to building automation systems such as Verasys™.

The 90–150-ton Premier RTUs are available from YORK®, Johnson Controls® and TempMaster® and are backed by a one-year parts warranty along with either a six- or one-year earned labor warranty (versus the industry-standard 30-day warranty). To learn more, visit: [www.york.com/commercial](http://www.york.com/commercial)





New 90–150-ton YORK® Sun™ Premier commercial rooftop units drive sustainability, reduce operational costs and streamline maintenance.

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.

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Fabio Giraldo, project manager of RefriAmérica, stated that "The general perception of prior exhibitors and visitors was that they had had excellent contacts and business opportunities."

RectorSeal Welcomes Scott Kay as Senior Vice President, Marketing and Technology



Scott Kay

Houston, TX, May 17, 2024 – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, has announced that Scott Kay has joined the company as Senior Vice President, Marketing and Technology. Mr. Kay brings 30 years of experience in the building products market to RectorSeal.

Mr. Kay will oversee marketing for all RectorSeal products and solutions in his new role. He will also lead efforts to achieve RectorSeal's goal of establishing holistic solutions with the company's HVAC/R, electrical, and plumbing distributor networks in North America through technology and value-added services.

"Scott has deep experience building products, especially in HVAC/R products and sales channels," said Jeff Underwood, President of RectorSeal. "He has a demonstrated record of success with high-performance teams, and I am pleased he will lead our out-

standing marketing and technology teams."

Before joining RectorSeal, Mr. Kay was President at Westhill, a digital solutions company focused on the property and casualty insurance industry. During his tenure, he developed a differentiated contractor network covering the continental U.S., which became the largest in the industry. Mr. Kay also served as President of Modern Marketing Concepts, a leading marketing and inside sales firm.

"RectorSeal is a great company. I'm excited to join this dynamic, forward-thinking organization," said Kay. "I also look forward to working with many friends and colleagues in the industry currently supporting RectorSeal."

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.

Ritchie Introduces The TITANMAX™ Digital Manifold.



BLOOMINGTON, MN (May 30, 2024) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of Yellow Jacket® products, is proud to introduce the TITANMAX™ Digital Manifold.

The Yellow Jacket® TITANMAX™ Digital Manifold provides the easiest path to system measurements. This 4-valve manifold provides fast and accurate measurements for refrigeration and A/C systems. The high-resolution, backlit touchscreen display erases the need for multi-function buttons and provides clear graphical and digital measurements. Provides ultimate user interface with information link on all major screens and internal data logging. Integrated magnets for mounting on equipment cabinet also serve to store the new TITAN® Temperature Clamps. Users may connect via Bluetooth® to the YJACK VIEW® App or measureQuick® App for further analysis. The TITANMAX™ P/N 40881 includes two (2) temperature clamps, a vacuum sensor and a USB-C charging and data cable. Kits also include PLUS II™ hoses, wireless probes and a sturdy, multi-pocket backpack.

The Yellow Jacket® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the Yellow Jacket® Charging Hose in 1950. Since then, the company has been engineering, manufacturing, and continuously improving the Yellow Jacket® hose while adding new products to its portfolio. Today, Yellow Jacket® products are sold worldwide through a network of authorized HVAC&R and automotive wholesalers. For more information, visit our website at [www.yellowjacket.com](http://www.yellowjacket.com).

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# Senator Rick Scott Returns to RGF Environmental Group, Inc.

Senator Rick Scott joined business leaders at RGF Environmental Group’s West Palm Beach headquarters in May to discuss the needs of businesses in Florida. As a proud US manufacturing company and established Florida business, Senator Scott used RGF’s manufacturing floor to announce his re-election campaign and highlight the “Small Businesses for Rick Scott” coalition.

Senator Scott took time to review RGF’s product line with Tony Julian, RGF’s CFO and discuss how the company is helping homeowners, schools, offices, restaurants, healthcare and other businesses improve indoor air quality and HVAC equipment efficiency. RGF’s employees took the opportunity to meet and talk with Senator Scott about how deci-

sions in Washington impact them and their families.

RGF also used the event to launch their ‘American Manufacturing’ campaign highlighting the company’s longstanding commitment to producing its products in the USA. Recent investments in UV lamp production, polypropylene extrusion, and powder coating further enhance their capabilities and complement their vertical approach to manufacturing.

“We’re continuing our commitment to quality, American manufacturing, and our dedicated employees,” said Tony Julian, “Events like these are just a great opportunity for our team to meet and share their thoughts and feelings directly with a standing US Senator.”

RGF® manufactures over 500 environmental products and has a 39+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 220,000 square feet of manufacturing, warehouse, and office facilities. RGF® continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market.



Tony Julian of RGF Environmental Group welcoming Senator Rick Scott to their manufacturing facility



Senator Rick Scott taking some press photos with RGF Environmental Group President and CEO, Ron Fink



RGF used the event to launch their “American Manufacturing” campaign for producing their products in the USA



Senator Rick Scott was excited to announce the ‘Small Businesses for Rick Scott’ coalition and honored to have the support of RGF Environmental



Senator Rick Scott toured the facility greeting many RGF Environmental Group manufacturing employees



Angela Solland of RGF, Doug Lindstrom of Lindstrom AC, Neil Arteaga of Refricenter, Senator Rick Scott, John Brescia of Cousins AC



Senator Rick Scott who is traveling across Florida announced support from 550 Florida Small Businesses, the Florida Chamber, and NFIB



Senator Rick Scott is focused to keep Florida the most business friendly state in the nation!



For RGF employees, Florida business owners and returning senatorial candidate Rick Scott, the future indeed looks bright!



RGF Environmental Group employees showing their appreciation to Senator Rick Scott



Tony Julian of RGF Environmental stated, “We’re continuing our commitment to quality, American manufacturing, and our dedicated employees.”



Senator Scott used RGF’s manufacturing floor to announce his re-election campaign and highlight the “Small Businesses for Rick Scott” coalition

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# One Way to Picture Superheat and Subcool

By Matthew Bruner



Bryan Orr

It took me years to build a picture in my head of what superheat and subcool mean. They were these strange words that dropped out of nowhere when I entered the HVAC world, and in the midst of grappling with so many other things, I could tell they were very important. Over time, I have, as Bryan often talks about, built a “picture in my head” of what these concepts mean to me.



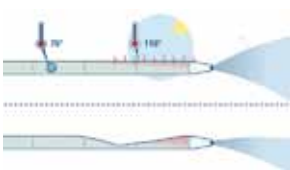
This tech tip will not be a super technical overview of superheat and subcool. It's just about the picture in my head. We all use analogies to understand things we can't see. When we put our gauges on a system, we get a pressure that correlates to a temperature. When we put a clamp on a line, we directly measure the temperature. The difference between the P/T correlation we read with our gauges and the temperature we read with our clamps tells us something about what's happening within the system. It tells us about something we can't see. What kinds of things are we trying to learn about the system?

Quite simply, we are trying to learn if the system is charged correctly. The tools we have to do that are the system pressures and temperatures. How do they help us tell if the system is charged correctly?

Subcool and superheat help us discover 3 things about the state of the charge: 1) Is there enough refrigerant in the system? 2) Is heat transferring properly from the air into refrigerant or vice versa? 3) Is there something blocking the flow of refrigerant?

Imagine refrigerant is water in a hose. The water temperature is 70 degrees, and you want to drink a glass of it. (Yes, you are the type of person who likes to drink water from a garden hose.) Unfortunately, the hose has been lying in the sun for several hours, and it

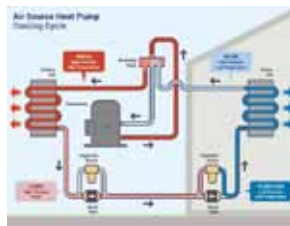
is 110 degrees. Will the water coming out of the hose be 70 degrees right away? If you turned on the water and monitored the temperature of the hose wall, how quickly would it change from 110 to 70? What if there was a kink in the hose? Would that change how quickly the temperature of the hose wall changed? Again, this is not a perfect representation of what is going on inside an HVAC system with regard to the refrigerant cycle. But it helps me understand something about line temperatures and why they can change.



Imagine you have a hose with low flow or a kink. The water coming out of the hose is still 70 degrees, but because there is less of it, it cools the warm part of the hose less quickly. So, what would low charge on an HVAC system look like? Actually, it's very much the same on the line temperature side of things. The less refrigerant flowing through the system, the less the suction line of the system will cool off.

You can have a warm suction line (high superheat) due to low charge, a restriction, or high airflow. This indicator is one of many that you need to consider when diagnosing refrigerant problems.

Looking at the pinched hose example, we can see there is a drop in the volume of water flowing through the hose as well as a drop in pressure. The same thing occurs in the refrigerant cycle. Some reasons changes in system pressure occur are a loss of refrigerant, change in piston size, opening and closing of the TXV, or a restriction.



Hopefully, this mental picture helps you understand a little bit more about system pressures, temperatures, and subcool and superheat. It's far from a perfect analogy, but it has been helpful for me on my learning journey.

—Matt Bruner

# RGF® Environmental Group Announces Strategic Acquisition to Expand its Vertical American Manufacturing

(Continued from Cover Story)



In addition to the powder coat operations, RGF® is expanding its in-house metal fabrication capabilities with the addition of two newly dedicated operation centers within its fabrication shop. One is their newly acquired 3 axis automated CNC Machining Center; this piece of equipment will allow RGF® to precisely machine complex metal components used both in their actual products, as well enhancing their production processes.

In addition to the milling center, RGF® has also acquired a Moro Seiki high precision CNC lathe. This machine will allow RGF® to make in-house, additional specialized components, such as the precision stainless-steel flange seals and guides used in their AFL Industries Oil Stop Valve product line up.

The new division will be named ChemCote™, a Division of RGF® Environmental Group, Inc. For information about ChemCote™, please visit <https://rgf.com/chem-cote/>.

RGF® manufactures over 500 environmental products and has a 39+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals.

RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems.

Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 220,000 square feet of manufacturing, warehouse, and office facilities.

RGF® continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market.



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# Amy O'Grady has joined Women in HVACR as their Executive Director!



Amy O'Grady

I truly appreciate the collaborative and encouraging environment our organizations have created.

"I'm incredibly grateful for this opportunity and want to express my sincere thanks to the entire HVAC Community in Florida. Your constant support and dedication to our Trade has been instrumental in my success. I've learned so much from working alongside each of you, and

The opportunity to lead Jacksonville's local association NFACCA over the past 5 years has been instrumental in developing me for the role I will now step into. I have learned so much through the partnership of colleagues in our trades as we advocated together. This was a key chapter in my life that has given me the tools to further advocate for Women in our Industry on a National Level.

I'm excited for this new challenge and look forward to continuing to contribute to the success of the HVAC Trade in my new role. I'm also confident that the strong foundation we've built together in Florida will continue to drive Women in the Trades forward."

# Welcome to the Essential Event for HVACR professionals



The AHR Expo brings together manufacturers & suppliers of all sizes & specialties to share ideas and showcase the future of HVACR technology. It's the industry's best place for OEMs, engineers, contractors, facility operators, architects, educators, and other professionals to experience everything new in HVACR and build the vital relationships that grow businesses and careers. The AHR Expo is co-sponsored by ASHRAE and AHRI and is held concurrently with ASHRAE's Winter Conference.

# US EPA Pledges \$15m for HFC Reclaim Projects



USA: The US Environmental Protection Agency has announced \$15m in funding for five projects seeking innovative ways to tackle the destruction and reclamation of HFCs.

The recipients will receive the HFC Reclaim and Innovative Destruction grants – range from \$1,500,000 to \$3,801,100 – from President Biden's Inflation Reduction Act.

The selectees for this grant program are The University of Washington, Texas A&M University, Drexel University, University of California-Riverside, and the Air Conditioning, Heating and Refrigeration Technology Institute.

"This diverse set of projects will tackle the de-

struction and reclamation of HFCs in innovative ways to help protect our climate and bolster American technologies," said Joe Goffman, assistant administrator for the Office of Air and Radiation.

These projects will help facilitate the phase down of HFCs under the AIM Act by helping increase the amount of HFCs that can be reclaimed and reused in the economy and by developing innovative techniques to destroy unusable HFCs, ensuring they do not contribute to climate change.

### Selected Grant Applicants

The University of Washington's project will evaluate and demonstrate a novel way to destroy HFCs via alkaline hydrolysis. The project aims to reduce the pollution emissions associated with HFC destruction since it does not release hydrogen fluoride or gaseous carbon dioxide.

Texas A&M University's project aims to reduce the time and cost of reclaiming HFCs by designing and testing a technology capable of separating a range of HFC mixtures. It also intends to incorporate a data-driven decision framework for reverse logistics with high supply chain visibility that includes quality, cost efficiency, changing market dynamics, stakeholder collaboration, safety, and environmental regulation.

The project intends to achieve a 30% increase

in reclaimed HFC and at least a 25% reduction in cost from the baseline operation.

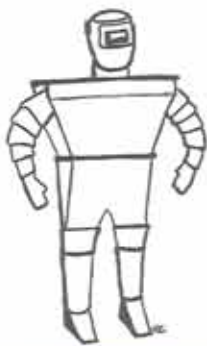
The aims of Philadelphia's Drexel University project is to develop a portable and energy efficient HFC destruction device by integrating liquid injection incinerator and non-thermal gliding arc plasma, which will provide refrigerant reclamation companies with an on-site treatment option for the reduction of HFC emissions.

University of California – Riverside's project aims to develop scalable catalytic and assisting technologies for efficient HFC destruction, which would create a competitive and cost-effective integrated destruction system. The project intends to contribute to climate change mitigation and sustainable practices in disadvantaged communities by advancing an innovative and replicable HFC destruction technique through pilot scale demonstration.

The Air Conditioning, Heating and Refrigeration Technology Institute is developing a pilot project to chemically convert and destroy mixed HFCs back into components for new commercial use. This zero-emission technique would thereby create value from the destruction process, while also lowering the costs and energy required to destroy HFCs compared to conventional incineration methods.

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# Saez Distributors Hosts SFACCA IAQ & Condensate Management Training in Ft Lauderdale and Doral

On May 8th and 9th, Saez Distributors hosted the SFACCA IAQ and Condensate Management Training at their Broward and Doral locations. Continental breakfast and snacks were sponsored by Saez Distributors. The facilitator for the training was Alexis Terzado of Nu-Calgon..

The Nu-Calgon training focused on several

methods to improve Indoor Air Quality and Condensate Management that SFACCA contractors are currently dealing with. Those in attendance learned about the 4 Step IAQ Assurance program using Nu-Calgon products combined with Ionization, LED UV lights and how it all connects with preventing drain issues such as clogs

and white slime. The 4-Step IAQ Assurance Program is based on Nu-Calgon's 60 years of experience, and implementation will keep the equipment operating efficiently, increasing the comfort and indoor air quality. Keep watching for more SFACCA training sessions that are coming in the future. Please visit [www.sfacca.com](http://www.sfacca.com) for more info.



Christopher Melpica and Anthony Merkel of Advanced Work Vans with Alexis Terzado of Nu-Calgon



Andy Saez of Saez Distributors with Delroy Ruddock of Del Aire AC looking at the new Scorpion LED UV light



Alexis Terzado of Nu-Calgon shared that the 4-Step IAQ Assurance Program is based on Nu-Calgon's 60 years of experience



Alexis Terzado of Nu-Calgon recommended once the coil is properly cleaned, the coil should be protected or shielded from future contaminants



Alexis Terzado of Nu-Calgon elaborated on white slime, which is actually a protective coating for colonies of bacteria



Alexis emphasized that the condensate pan is a breeding place for harmful bacteria that cause odor and plugged drains which overflow causing damage



Alexis revealed some of the Nu-Calgon IAQ products like the Scorpion UVC-LED System, and the iWave-R Air Ionization System



Alexis Terzado of Nu-Calgon said that cleaning new coils at time of install is a great way to remove any oils or substances that cause the coil to attract dirt



Alexis discussed in depth the Nu-Calgon products available for The 4-Step IAQ Assurance Program; Cleaning, Protecting, Controlling, and Preventing

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## The Importance of Clean Oil in a Vacuum Pump



A vacuum pump is a powerhouse machine that removes air, gases, moisture and contaminants from a system to create a clean environment for refrigerant. These efficient and powerful machines need clean oil to perform at their peak.

When oil becomes cloudy or saturated, the pump won't work as well, and pulling a deep vacuum takes longer.

**Double-duty Oil** - The oil in the vacuum pump acts as both a lubricant and as a sealant. It keeps the pump vanes (rotor blades) lubricated and helps keep a proper seal for an optimal vacuum. The deep vacuum that the pump creates helps push moisture and non-condensables from the system to the pump, ensuring the system is ready for refrigerant. This process contaminates the oil in your vacuum pump, which negatively impacts the pump's performance and efficiency by compromising its internal seal. Pumps with contaminated oil will struggle to create a strong pressure differential, leading to increased evacuation time and eventual damage to the pump.

**When to Change the Oil** - The need to change your oil will depend on several factors. The most effective way to maximize performance and efficiency of your vacuum pump is to change the oil after each evacuation. In humid environments systems are more likely to contain moisture. Systems with more moisture and non-condensable contaminants present will contaminate your oil faster, requiring more frequent changes to maintain performance. Moisture contamination is easy to spot because the oil looks milky or cloudy. Other contaminants can sink to the bottom of your oil reservoir, so vacuum pumps with better reservoir visibility, such as the large window on the Fieldpiece vacuum pumps, allow for more accurate monitoring.

Another key indicator that it's time for an oil change is pump efficiency. When pulling a vacuum, if the rate at which your microns are decreasing starts to level out, this could signal the need to change oil. When pump efficiency starts to wane, pulling a deep vacuum becomes

more time-consuming. Note that the time to pull a vacuum will vary depending on the size of the system, atmospheric conditions such as humidity, and the efficiency of your evacuation setup.

**Oil Changes on the Fly** - Some pumps on the market allow the oil in the pump to be changed while it's pulling a vacuum, like the RunQuick® oil change system on Fieldpiece vacuum pumps. Towards the end of the evacuation is when you need fresh oil the most, so oil changes on the fly are key to working faster and smarter.

**Get a Vacuum Pump that Works for You** - Since clean, dry oil is crucial for faster evacuations, consider vacuum pumps that make oil changes quick and hassle-free. Fieldpiece vacuum pumps are powerful, portable and offer oil changes on the fly, saving you time on every evacuation. See the entire line of pumps, oil and other HVAC tools built and designed for techs.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 838,626 units in March 2024, down 4.5 percent from 877,912 units shipped in March 2023. U.S. shipments of air conditioners decreased 5.2 percent, to 470,653 units, down from 496,539 units shipped in March 2023. U.S. shipments of air-source heat pumps decreased 3.5 percent, to 367,973 units, down from 381,373 shipped in March 2023.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 7.6 percent, to 1,975,509, down from 2,136,924 units shipped during the same period in 2023. Year-to-date-shipments of central air conditioners decreased 6.4 percent, to 1,091,585 units, down from 1,166,808 units shipped during the same period in 2023. The year-to-date total for heat pump shipments decreased 8.9 percent, to 883,924, down from 970,116 units shipped during the same period in 2023.

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# Performance Pointers

## By James Ball



### Seven Business Owner Virtues

Being a business owner, especially in hands-on and technical profession like HVAC, demands a unique set of virtues. I know many business owners and there are some unique virtues the more successful ones have in common. Here is what I have observed:

#### Integrity

Maintaining honesty and strong moral principles is crucial. This trait builds trust with customers, employees, and suppliers. It means delivering on your promises and standing by your work. Truth is a powerful ally for all business owners as well as for life in general. In an HVAC business, a homeowner needs to trust that your recommendations and repairs are in their best interest. Successful HVAC business owners train their co-workers to take measurements and with those measurements make recommendations for improvements.

#### Perseverance

The ability to keep pushing forward despite challenges is essential. When things are tough, successful HVAC business owners find a way to push through. When chaos takes over, your only choice as a business owner is to keep going. My dad would say, 'You can't just turn off the lights and lock the doors, you have to move forward.' Successful business owners persevere even when doing so causes great loss for them personally. Expect the bad times and prepare for them. Rejoice when life is kind and be grateful.

Many of the more successful business owners I know have stories about losing everything and building back using knowledge they learned from past mistakes. I am amazed at the perseverance shown by some of these people. From losing their home to taking a loan against a credit card to make payroll, most successful HVAC business owners learned the hard way how to become successful. One common thread I notice is each of these owners reached out

for help to survive. Through the encouragement and mentorship from friends and family owners, many have converted down times into success stories.

#### Leadership

Leading a team effectively means not just directing people but inspiring them too. Good leadership involves clear communication, setting a strong example, and being decisive while considering input from others.

Many times, the image that people have about leadership is a captain on an old pirate ship. The captain has his hands on the wheel holding the rudder in place. He directs the ship to move where he demands, all on his own. This is such a small part of leadership. A great leader is a great coach and realizes it's about more the crew than who has their hands on helm.

Mentor and train the team. Help your co-workers become successful and then you are successful. It's the best kind of leadership when you see people grow into their abilities knowing you may have inspired them in some way. The best business owners coach and mentor those around them. They share knowledge and responsibility as well as hold themselves and others accountable. Good business owners will stand up and take over when storms arise, but the really successful ones train their co-workers and then stand back to watch them move the company through storms. Successful businesses have great teams and great teams are led by great coaches!

#### Customer Focus

Prioritizing the needs and satisfaction of customers can differentiate a business from its competitors. Understanding client needs, providing excellent service, and addressing issues promptly are vital. Every action taken by a business first needs to be evaluated on the effectiveness of the action to help the customer. Successful business owners make sure their team focuses on the customer. They

are the ones who you must make happy. Be sure you serve them well.

#### Financial Acumen

Most successful business owners I know focus on the financial health of their business. From becoming accountants to partnering with financial experts, these owners watch their money. They know who they owe and when the payments are due. Also, they take advantage of early payment discounts and consumer financing programs. A good business owner needs to be financially savvy. This includes budgeting, understanding cash flow, and making strategic financial decisions to ensure the business remains profitable.

#### Innovation

When measuring myself against other business owners I have found they are not that much different than anyone else. However, they have tried a unique approach to taking care of customers. One very successful business owner I know found unique ways to offer consumer financing. Another offered one-time tune-ups which included a seasonal warranty. Get a tune-up and have no other costs during this summer. Still another offers a lifetime warranty on the equipment installation. If you buy a system from his company, you don't have any other cost during the lifetime of the equipment. Wow right? These are not mind-bending examples, they are just unique and innovative.

#### Accountability

Holding people accountable is my weakness. Unfortunately not holding people accountable limits their ability to excel or improve. Taking responsibility for your actions and holding others responsible for their actions is key. It means acknowledging mistakes, learning from them, and being reliable. Successful business owners have clear expectations and clear consequences if those expectations are not met.

go to page B16

## 2024 ASHRAE Handbook HVAC Systems and Equipment



ASHRAE is excited to announce the upcoming release of the 2024 ASHRAE Handbook—HVAC Systems and Equipment, set to launch June 2024. This comprehensive resource serves as an indispensable guide for designers, engineers and operators navigating the intricate landscape of HVAC systems.

HVAC systems are incredibly complex, but the Handbook simplifies the process by detailing various systems, components and assemblies so you can quickly and accurately get the information you need for your projects. From equipment selection to daily operation and troubleshooting, this Handbook offers invaluable insights to professionals across the industry.

The 2024 edition has been extensively updated and revised to provide the most relevant information. Here are some of the key highlights of the new content:

- Chapter 11: Steam Systems now includes a new table of safety factors for steam traps

- sizing by application.
- Chapter 12: District Heating and Cooling offers updated cost estimates and introduces new terminology.
- Chapter 17: Germicidal Ultraviolet Lamp Systems has expanded sections on safety, lamp terminology, installation, and commissioning.
- Chapter 18: Variable Refrigerant Flow provides new guidance on controls.
- Chapter 19: Duct Construction features updated discussions and additional clarification on means and methods.
- Chapter 22: Humidifiers includes discussions on environmental conditions related to the COVID-19 pandemic.
- Chapter 24: Desiccant Dehumidifiers introduces a section on three-way desiccant heat exchangers.
- Chapter 32: Boilers now includes a new section on heat pump boilers.
- Chapter 38: Compressors updates descriptions of reciprocating compressors and includes discussions on spool compression technology and low-global-warming-potential refrigerants.
- Chapter 43: Liquid-Chilling Systems expands discussions to include new refrigerants and scroll-to-reciprocating liquid chillers.
- Chapter 46: Valves has been reorganized for

- better flow and includes content on six-way control valves.
- The 2024 ASHRAE Handbook—HVAC Systems and Equipment is available in hardback, PDF and online formats, encompassing over 1,000 invaluable pages of knowledge.
- This Handbook will greatly benefit professionals in the HVAC industry, providing you with the tools and information needed to excel in your role. You are invited to be among the first to have this resource in your hands through our exclusive presale, available only in the ASHRAE Bookstore.
- 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.



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Introducing JB360 for ServiceTitan

ARGYLE, Texas, May 16, 2024 / PRNewswire-PRWeb/ -- JB Warranties, the leading provider of warranty solutions in the HVAC and plumbing industries, is excited to announce a new integration with ServiceTitan, a leading software platform built to power the trades. This partnership marks a significant step in streamlining operations and enhancing service delivery for field service professionals.

The newly introduced JB360 offers a full two-way integration, enabling users to access warranty plans and claims data directly from ServiceTitan. This innovation has the potential to significantly reduce the administrative burden, allowing contractors to close more deals, increase customer satisfaction, and create additional revenue streams through warranty plan renewals.

“With the integration of JB360 into ServiceTitan, we are improving how HVAC and plumbing contractors manage their warranty offerings,” said Kevin Thornton, Vice President of Dealer Business Services at JB Warranties.

“With the integration of JB360 into ServiceTitan, we are improving how HVAC and plumbing contractors manage their warranty offerings,” said Kevin Thornton, Vice President of Dealer Business Services at JB Warranties. “This tool is designed to save time and add value, making warranty management a strategic advantage for our customers.”

The integration features a two-click plan and claims filing process, simplifying the complexities traditionally associated with warranty administration. It ensures that all team members stay informed with up-to-date plan information and status updates, improving overall operational efficiency.

“As a beta customer, integrating JB360 with our ServiceTitan tenant is proving to be a great decision,” adds Ryan Camp, President of Harrington Air Conditioning. We are leveraging warranties to provide our customers with the peace of mind and service levels they deserve. The JB360 integrated solution saves us time and provides us full visibility into warranty plans and claims to run our business efficiently and effectively service our customers.”

“Our mission at ServiceTitan is to provide the trades industry with technology that can significantly improve the life of every single contractor, said Tyler Beesley, Vice President of Business Development at ServiceTitan.” JB Warranties is a trusted brand in the HVAC and plumbing space. ServiceTitan is proud to join forces with their team to increase efficiency and convenience with the warranty process for our customers and the customers they serve.”

For more information about JB360 for ServiceTitan, please visit <https://info.jbwarranties.com/jb360-servicetitan>.

Marcone Introduces  
Same-Day Parts Delivery

ST. LOUIS, May 17, 2024 /PRNewswire/ -- Marcone, a leading North American distributor of home and commercial kitchen appliances, HVAC, plumbing, and pool and spa repair parts and equipment, today announced a new partnership with local commerce platform, DoorDash to offer nationwide on-demand parts delivery.

Same-day delivery in under an hour, on average\* is now available via DoorDash Drive, DoorDash’s white-label fulfillment platform that powers direct delivery for businesses. The option allows technicians to continue working while the part they need is on the way so they can finish each job more quickly.

“Marcone’s service and inventory are unrivaled. Now our delivery speeds are as well,” said Dan Burke, Marcone’s Vice President of National Accounts. “Jobsite delivery is just one more reason why service providers from coast-to-coast have made Marcone their go-to parts provider.”

Same-day delivery will give technicians better access to Marcone’s industry-leading inventory. Marcone has nearly 200 locations from coast to coast, all of which will be equipped for same-day delivery orders by the end of the year. Customers can request same-day delivery of their order when they check out on MyMarcone.com.

“Our aim is to use technology to transform our industry by making our customers faster, more efficient and more profitable,” said Avichal Jain, Chief Executive Officer of Marcone. “Bringing new services such as same-day delivery to the marketplace is yet another example of the way Marcone is making the repair industry even better for years to come.”

To celebrate the news, Marcone customers can take advantage of no delivery fee in June (6/1/2024 through 6/30/2024) by selecting DoorDash as the delivery provider on MyMarcone.com from participating stores.

\*Based on average delivery time. Delivery times may vary and are not guaranteed. Marcone is the leading provider of premium solutions, parts and equipment for professionals serving customers on their appliance parts, HVAC, plumbing and commercial kitchen needs. Headquartered in St. Louis, Missouri, Marcone is a multi-billion-dollar enterprise operating out of nearly 200 locations throughout North America.



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Blacks Supply - 33rd Annual Bass Tournament - Hickory Point



Big Daddy Bass #1 at 7lbs13oz and 1st Place Winners with a combined total of 16lbs11oz was Jonathan Ewing and Larry Petty of Above All AC



Blacks Supply sponsored their 33rd Annual Bass Tournament on May 11th, 2024 at Hickory Point, Tavares, FL. From the first evidence of light, bass anglers headed out to test their skills on bringing back the big prize catch. The weather was hot and sunny and the tournament was at full capacity making this a very competitive event. There were over 46 boats and 92 anglers. The limit per boat was five bass.

Willieboy's BBQ of Apopka prepared a very tasty lunch of Pulled Pork, Chicken, Baked Beans, and Mac N Cheese.

Big Daddy Bass #1 at 7lbs13oz and 1st Place total of 16lbs11oz was Jonathan Ewing and Larry Petty of Above All AC. Big Daddy Bass #2 at 5lb14oz was Mike Ugen and Larry Mixon Jr. of Associated Piping. 2nd Place was Brian Wical and Steve Goree of General Mechanical with a combined total of 11lbs13oz. 3rd Place with a total of 10lbs9oz was Matt Gee and John Smith of Suter Air Conditioning.

Many great prizes were provided by Blacks Supply and their preferred vendors. Blacks Supply has been in business for over 37 years and has four Central Florida locations to serve the HVACR trade. Family owned and operated, Blacks Supply has everything you need to get the job done!



Big Daddy Bass #2 winner at 5lb14oz was Mike Ugen and Larry Mixon Jr. of Associated Piping with the first weigh-in



Alberto Raya and Ysidro Raya of Sword A/C caught three bass with a combined total of 5lb11oz



Todd Wagman and Ronnie Leons of Liberty Mechanical caught five bass totaling 8lb3oz



Arlin Martin and Denise Martin of Harper Mechanical caught 5 bass with a combined total of 5lb8oz



Tied for 5th Place are Frank Curran and Allen Brown of EST Construction who caught five bass with a combined total of 9lbs8oz



4th Place Winners Mike Jenkins and Vernon Kemp of Above All Air Conditioning caught five bass with a combined total of 9lbs14oz



2nd Place Winners Brian Wical and Steve Goree of General Mechanical with a combined total of 11lbs13oz



David Kearce and James Boyer of Above All Air Conditioning with a combined total of 8lb12oz



Clayton Kendall and Frank Oliva of Service One caught five bass with a combined total of 6lbs1oz



Robert Wilder and Sean Baker of Emergency Air. caught five bass with a combined total of 5lbs10z



John Ufland and Phil Rosso of Stark Tech caught two bass totaling 2lbs5oz



3rd Place Winners Matt Gee and John Smith of Suter Air Conditioning holding big one 5lb10oz and five bass totaling 10lbs9oz



Robert Martin and John Martin of Above All Air Conditioning caught five bass with a combined total of 7lb2oz total



Karl Kroeplin and Austin Degaetani of Irvine Mechanical caught five bass with a combined total of 8lbs11oz

Blacks Supply - 33rd Annual Bass Tournament - Hickory Point



The Blacks Supply Team: L to R- Ivan Martinez, Mutt Stroud, Craig Syfert, Adrian Suarez, Chris Foster, Bruce Fortenberry, Matt Reed, Jason Black, Teia Harner, Patrick Cummins, David Shaut, Nicole Vines, Chris Kennelly, Kevin Bush, Richie Bates, Jimmy Clement



Mike Hritzik and Gavin Hritzik of Lake Co. A/C caught five bass totaling 6lb1oz and holding out the smallest fish caught at the tournament



Josh Morse and Rose Morse of Morsetech caught two bass 2lb2oz total



Tied 5th Place Winner Jeff Simmons and Kirk Bailey of MSI with four bass totaling 9lb8oz



Humberto Vega and Alejandro Gonzalez of GEI had a nice catch of three bass with a combined total 3lb13oz



Jason Black of Blacks Supply awards the first 55" Flat Screen TV prize to Sean Baker of Emergency Air



What a nice day for a bass fishing tournament. Everyone enjoyed the fishing, food, and fun!



Jason Black of Blacks Supply awards the second 55" Flat Screen TV prize to Dave Nesbit of Starr Mechanical



Willieboy's BBQ of Apopka prepared a very tasty lunch of Pulled Pork, Chicken, Baked Beans, and Mac N Cheese



Jason Black of Blacks Supply awards the OONI pizza oven prize to Frank Morse of Morsetech



Big Daddy Bass #2 winner at 5lb14oz was Mike Ugen and Larry Mixon Jr. of Associated Piping



Big Daddy Bass #1 at 7lbs13oz and 1st Place Winner with a combined total of 16lbs11oz was Jonathan Ewing and Larry Petty of Above All AC



2nd Place Winner Brian Wical and Steve Goree of General Mechanical with a combined total of 11bs13oz



3rd Place Winner with a combined total of 10lbs9oz was Matt Gee and John Smith of Suter Air Conditioning



4th Place Winner with a combined total of 9lbs14oz was Mike Jenkins and Vernon Kemp of Above All Air Conditioning



Tied 5th Place Winners with a combined total of 9lb8oz was Frank Curran and Allen Brown of EST, also Jeff Simmons and Kirk Bailey of MSI

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**Evap Fresh**  
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**PowerZyme Gel**  
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(4298-24)



**PurCool**  
10 Ton Strip  
12 x 1 cs.  
(2003D)



**Bio-Fresh**  
cd 4x1 gal.cs.  
(4126-38)

### Tuesday, June 4

T-10 Naples  
T-22 Ocala

### Wednesday, June 5

T-3 South Miami  
T-8 Fort Myers  
T-18 Jacksonville

### Thursday, June 6

T-9 Delray  
T-11 Cape Coral  
T-17 Orlando

### Monday, June 10

T-7 Mid Miami

### Tuesday, June 11

T-12 Port Charlotte  
T-19 Daytona  
T-20 Sunrise

### Wednesday, June 12

T-14 Sarasota

### Thursday, June 13

T-23 St. Pete

### Friday, June 14

T-1 North Miami  
T-15 Tampa East

### Tuesday, June 18

T-16 Tampa West

### Wednesday, June 19

T-6 Fort Pierce  
T-21 Tallahassee

### Thursday, June 20

T-5 West Palm

### Friday, June 21

T-2 N. Ft. Lauderdale

## PROMOTIONS:

Buy a contractor pack of 80 Gel Tabs (4185-80) or 200 Gel Tabs (4185-04) and get a **FREE PowerZyme Gel (4298-24)**

Buy a Starter Kit of Rx11-flush (4300-08) and get a **FREE Thermo-Trap Putty (4371-38)**

Buy any 6 EasySeal Ultimate products and get a **FREE EasySeal Ultimate LS (4050-08)**

Buy a Gallo Gun (4179-01) and Gallo Gun Cannon (4179-05) and get a **FREE case of Mag 16 Cartridges (4179-16)**

Buy 4 of any combination of Nu-Calgon Evaporator Coil Cleaners (4371-75, 4371-88, 4168-08, 4171-75, 4166-08, 4166-75) and get a **FREE Nu-Calgon knife**

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**Alexis Terzado**



**Steve Dover**

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# Bluon And Servicetitan Announce Strategic Partnership

IRVINE, Calif., May 22, 2024 /PRNewswire/ -- Bluon, Inc., an innovative software company focused on increasing productivity for HVAC contractors and their service technicians today announced a strategic partnership with ServiceTitan, a leading software platform built to power the trades. The new partnership places Bluon in ServiceTitan's Technology Partner Program and sets the stage for various levels of integration between the two platforms.

HVAC contractors have unique challenges due to the extreme complexity surrounding technical information required to service equipment and an ever-worsening shortage of skilled labor. Skilled HVAC technicians are increasingly hard to find and are faced with daily technical problems that require specific information and support.

Bluon has created the first platform of its kind to provide HVAC technicians and related contractor staff the technical information and support they

Bluon's proprietary, brand-agnostic database is unique in the HVAC industry. Covering over 200 brands and nearly 500,000 model number families, Bluon's database provides manuals, schematics, original parts (BOM), part specs, and compatible replacement parts for over 20 million specific model numbers.

Access to reliable technical support is a major problem for HVAC contractors and their technicians. Bluon has built the first viable and scalable solution with its proprietary A.I. support. Bluon's A.I. is unlike any other due to its unique Large Language Model which has been built leveraging over 100,000 transcribed, live tech support calls previously fielded by Bluon's best-in-class service techs. The result is practical answers for techs in the field – not sterile textbook answers. It's as if a fellow service tech were directly answering the question. Bluon's A.I. will allow ServiceTitan contractors to assist their technicians in the field with instant answers to technical challenges and/or diagnosing problems.

"Partnering with ServiceTitan allows us to make a quantum leap with our mission to make HVAC contractors more productive by giving technicians the data and support they need when they need it," said Bluon CEO and Founder Peter Capuciatì. "We can create integrated access to our data and support within ServiceTitan, making its use more

practical for contractors on ServiceTitan."

ServiceTitan customers have expressed enthusiasm about the partnership's potential benefits. "The integration of Bluon with ServiceTitan is going to drive immense value to our business," said Nels Carlson, Operations Manager of Goettl Air Conditioning. "The integration of the platforms will enhance efficiency and productivity across the board."

"This partnership will be amazing for our company," said Juan Flores, supervisor of Lee's Air. "Our team finds tremendous value in both ServiceTitan and Bluon, as they help our business in different ways – joining forces with these two powerful platforms will no doubt lead to greater efficiencies within our business."

ServiceTitan customers who also subscribe to Bluon for Business will be able to readily document their increases in productivity, and, more notably, increases in revenue per technician. This will ini-

tially be facilitated through a parallel subscription to Bluon for Business, with the ultimate goal of integrating access directly within the ServiceTitan platform.

Bluon offers something truly unique to the \$100 billion HVAC industry, by providing brand-agnostic technical data and proprietary A.I. tech support to HVAC contractors and their technicians. Bluon's information and support saves technicians multiple hours every week. As a reference, the average service technician spends 65% of their time on non-billable activities.

Bluon helps them convert a chunk of that time back to billable hours and thus materially increasing their revenue and profit per tech. Bluon makes navigating the complex world of servicing HVAC equipment much easier for techs, and their office teams alike, with a real solution to the skilled labor gap that continues to weigh heavily on the HVAC industry.



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Foldable structure design to save shipping and storage space (Patent Pending)

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**FEATURES:**

- No assembly required
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Part #	Width (W)	Height (H)	Depth (D)
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AHS-36HD	14-24"	36"	22"

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Join us in embracing the future of learning with immersive technology! Let's make education more engaging and effective together.



Message from FRACCA President Will Barnes



Hello fellow HVAC contractors and manufacturers, as most of you know my-self and the members of the FRACCA board fight every day for you all to make sure our voices are heard at the state level about issues that affect the HVAC and Construction Industries. Last November while in Tallahassee, all of us along with our state representative from RSA, Edward Briggs we were able to move this bill through the House and Senate.

FRACCA Marketing Update: Passage of CS/HB 481 - We are thrilled to announce the successful passage of CS/HB 481 during this past legislative session. This significant bill, aimed at enhancing the Florida Building Codes Act, was passed by the House on February 22, 2024, and subsequently by the Senate on March 4, 2024.

CS/HB 481 introduces pivotal changes to the existing Building Code, which sets minimum standards for the design, construction, erection, alteration, modification, repair, and demolition of structures in Florida. Key provisions of the bill include:

1. Expanded Scope of HVAC Contractors: The bill expands the scope of work for specified HVAC

system contractors. These contractors can now perform specified line-side repairs or replacements and handle the repair or replacement of components for dedicated HVAC circuits under specific conditions. This expansion aims to streamline HVAC system installations and repairs, reducing the dependency on licensed electrical contractors for certain tasks.

2. HVAC System Warranty Protection: The bill prohibits the conditioning of an HVAC system warranty on product registration. It specifies that the full length of a warranty's coverage term begins on the date a licensed contractor installs the system. This ensures that homeowners receive the full benefit of their warranties without unnecessary registration hurdles.

Importantly, the bill does not have a fiscal impact on state or local governments, ensuring that these improvements come without additional costs to taxpayers.

The Governor approved CS/HB 481 on May 28, 2024, and it will take effect on July 1, 2024. This landmark legislation marks a significant step forward in ensuring the safety, reliability, and consumer protection of HVAC systems across Florida.

FRACCA is proud to have supported this important legislation and remains committed to advocating for policies that benefit our industry and the homeowners we serve.

Also, wanted to remind everyone that hurricane season is approaching and make sure that we are all prepared. This is from our friends at NOAA.

NOAA meteorologists are predicting an "extraordinary" 2024 Atlantic hurricane season with up to 25 named storms, including 13 potential hurricanes and up to 7 major hurricanes, due to warmer Atlantic temperatures and an emerging La Niña pattern.

Get ready: NOAA meteorologists agree it could be 'extraordinary' hurricane season" via Max Chesnes and Jack Prator of the Tampa Bay Times — Storm experts at the National Oceanic and Atmospheric Administration are calling for an "above average" 2024 Atlantic hurricane season with up to 25 named storms, of which as many as 13 could spin into hurricanes and up to seven could muscle to major hurricane status with a Category 3 strength or higher.



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County	Probability of impact from a named storm	Probability of impact from a hurricane	Probability of impact from a major hurricane
Hernando	51%	27%	7%
Hillsborough	53%	28%	11%
Manatee	55%	29%	13%
Pasco	53%	27%	8%
Pinellas	54%	27%	11%

It's not just the warmer-than-usual Atlantic temperatures that forecasters are watching. They also cite an emerging La Niña weather pattern, known to be more friendly to hurricane formation than its counterpart, El Niño, as a main reason this year's storm season could be busy.

2024 probability of tropical cyclone impact within 50 miles

For instance: Forecasters at Colorado State University predicted a greater than 50% probability that a named storm will stray within 50 miles of Hillsborough and Pinellas counties this season. The probability for winds or rains brought by a hurricane hover above 25% locally, and there's an 11% probability for a major hurricane to hit the Tampa Bay area, according to the university.

This week, St. Petersburg Mayor Ken Welch and 12 other Pinellas mayors penned a letter to Washington asking for more storm-hardening funds. The coastal mayors wrote that grants provided by the Federal Emergency Management Agency are "woefully underfunded" and urged the agency to prioritize its resilience programs for local governments.



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# Lennox Calls for Community Members to Nominate Local Heroes for Feel The Love Program

RICHARDSON, Texas, May 1, 2024 – Celebrating 15 years of giving back to deserving homeowners, the annual Lennox Feel The Love program continues its partnership with residential dealers across the U.S. and Canada to donate and install heating and cooling (HVAC) units for community heroes. Nominations are open until August 31, and deserving individuals can be nominated on Feel-TheLove.com. The program is sponsored this year by the LII Lennox Foundation.

Nominees have included educators, veterans, first responders, healthcare professionals, families facing financial challenges, elderly residents in outdated homes and individuals impacted by natural disasters.

“The Feel The Love program provides participating Lennox dealers and local community members an opportunity to come together to support those in need of heating and cooling equipment,” said Gary Bedard, EVP & President, Lennox Home Comfort Solutions. “The impact of this program and the number of lives changed is truly inspiring, and we look forward to ensuring even more of our communities Feel The Love this year.”

Established in 2023 by Lennox, the LII Lennox Foundation further expands the company’s charitable actions through impactful programs like Feel The Love, strong partnerships with organizations such as Operation Warm, and an emphasis on employee volunteerism. Through these initiatives, the LII Lennox Foundation is committed to improving the communities where Lennox employees work and live.

The Feel The Love program is supported by the collaborative efforts of the LII Lennox Foundation and the generous network of Lennox dealers across North America. Since its launch in 2009, Feel The Love has installed over 2,300 heating and cooling systems for homeowners in need and over \$12.6 million in donated materials.

“I can’t thank you guys enough... I can breathe, I’m relieved, I don’t have to worry,” said Danielle Staffeldt, wife and mother of six children and former recipient of the Lennox Feel The Love program. “It’s such a powerful thing to be able to give to people and know that people care about complete strangers. It just means so much. I’m so grateful.”

During Feel The Love Installation Week, October 5-12, 2024, selected recipients will receive brand-new heating or cooling equipment. For updates on the 2024 Feel The Love program, follow @LennoxFeelTheLove on Facebook.



## NCI Summit 2024 Outperform in Asheville this Fall!

NCI’s High-Performance HVAC Summit has become the gathering place for High-Performance Contractors across North America. It’s the only event of its kind, completely focused on servicing, selling, and delivering high-performance HVAC systems.

This conference is open to the entire industry. Summit is a welcoming gathering of like-minded people who are open and willing to share with their fellow High-Performance HVAC professionals.

Join us at NCI’s Summit in Asheville to explore ways to outperform your competition, delight your customers, and lead your marketplace as you set your priorities for 2025 and beyond. Register Now and take advantage of our early-bird rates!

# Cooper&Hunter Renews its Partnership with the Florida Panthers 2024/2025 NHL Season



Miami May 7 - Cooper&Hunter, the esteemed global manufacturer of air conditioning systems, has proudly announced the extension of its sponsorship with the Florida Panthers for the upcoming 2024/2025 season. This renewal extends a successful 6 year relationship and Cooper&Hunter’s commitment to supporting the South Florida community as its headquarters and the biggest logistics hub is based here.

A Synergy of Excellence: Cooper&Hunter and the Florida Panthers - The alliance between Cooper&Hunter and the Florida Panthers transcends a mere business transaction; it is emblematic of a profound connection and mutual admiration. Both organizations are united by their pursuit of excellence, innovation, and active community involvement. Jake Neto, Cooper&Hunter’s Marketing Director, conveyed his enthusiasm for the ongoing partnership, stating, “Our excitement is palpable as we renew our commitment to the Florida Panthers—a team whose accomplishments and ethos we deeply admire. It is our privilege to accompany them on their journey, especially as we celebrate their commendable performance in the recent Playoff season. We eagerly anticipate rejoicing in their triumphs alongside their dedicated fans.”

One of Cooper&Hunter’s core values is healthy and active lifestyle, hence by partnering with an ice hockey team, the brand contributes to the physical and mental well-being of the local community. An-

other shared value of the companies is sustainability. Cooper&Hunter provides high efficiency HVAC product line which drastically decreases energy consumption and carbon footprint.

Enhanced Fan Experience at the Amerant Bank Arena - Both Cooper&Hunter and Florida Panthers know how to keep South Florida cool, even in the hottest season. Speed and coolness are definitely in both companies DNA, so this partnership is a perfect match. The renewed partnership will continue to improve the Fan Experience introducing several enhancements to the Amerant Bank Arena, the proud home of the Florida Panthers

- A visually captivating wall mural within the plaza arena, featuring Cooper&Hunter’s innovative products, emblematic logo, and slogan, offering a warm welcome to all attendees.
- A sophisticated upgrade to the LED Ribbonboards encircling the rink, now adorned with Cooper&Hunter’s vibrant new graphics and animations that spotlight their offerings.
- A series of special activations developed in collaboration with the Florida Panthers, set to unfold in the forthcoming year.

Cooper&Hunter and Florida Panthers continue to keep South Florida cool together, promising a series of exciting announcements and advancements designed to cater to the customer needs and exceed expectations, all while contributing to a more sustainable future.

# Airzone Announces Savant Integration for Climate Control and Zoning

Miami, FL – May 13, 2024 - 9:00 AM EST – Airzone Control, provider of intelligent and innovative HVAC control solutions, today announces a new API integration with home automation and energy management pioneer Savant. This new API facilitates the seamless integration of Airzone’s exclusive HVAC control and zoning solutions into Savant Smart Home and Smart Power ecosystems.

Savant and Airzone: Leaders in Smart Sustainability - Savant has staked out a position as the luxury home automation and power management platform for eco-conscious clients. With solutions for smart home automation and control; scalable smart power storage; and intuitive energy management, Savant brings the benefits of integrated building management to elite private homes.

“Many Savant homes are designed with sustainability as their North Star, and HVAC system control is critical to minimizing a home’s carbon footprint,” said George Katsiris, Senior Vice President of Partnerships for Savant. “Savant is proud to partner with Airzone to enable full, two-way control of today’s most efficient HVAC technology, allowing Savant integrators to achieve exceptional energy savings for their clients.”

Airzone is the global leader in intelligent HVAC control for mini-split, multi-split Inverter/VRF, and ductless units. Far beyond simply telling the HVAC unit when to turn on and off, Airzone leverages an exclusive library of manufacturer protocols to minutely control fan speed and refrigerant flow. Airzone control products can reduce HVAC energy consumption by up to 60 percent, while simultaneously maintaining more consistent temperature set points in occupied spaces.

Sophisticated Automation, Simple Control - The Savant driver works with both the Airzone Aidoo Pro for single-unit systems, and the Webserver Hub for zoned systems. Integrators can download the Aidoo driver directly from the Savant Application Manager. Once installed and configured on system thermostats, the API allows Airzone controllers to connect seamlessly to Savant sensors and control devices without the need for custom coding or wiring.

The driver includes mode switching and read/write functionality for set point and ambient temperature. Integrators can create set point schedules based on a client’s routine, or associate specific temperature set points with Savant Smart Home scenes. They can also customize Savant Power System energy modes to automatically adjust HVAC system usage when the user is on vacation, or in response to events like a grid outage.

Scenes and energy modes can be triggered automatically; users can also select their preferred scene or energy mode in the Savant App, with a single tap on a Savant control interface, or via Alexa or Google Home voice command. The Savant App also offers circuit-level insight into home technology energy consumption, allowing users to see the concrete impact of their investment in sustainable technology.

“Savant customers expect the absolute best, including superior energy efficiency and system performance,” says Antonio Mediato, CEO of Airzone. “Airzone offers comfort they can feel, and efficiency they can see in the Savant App.”

Learn more about Airzone’s HVAC control and zoning solutions for smart homes and buildings at [airzonecontrol.com](http://airzonecontrol.com).



February 6-7, 2025 - 6th Annual HVACR Symposium

# Another Successful HARDI Congressional Fly-In Brings HVACR Voices to Washington, DC

Columbus, OH – May 28, 2024 – The Heating, Air-conditioning & Refrigeration Distributors International (HARDI) hosted a successful Congressional Fly-in event in Washington, DC, from May 21-22, 2024. The event witnessed a remarkable turnout as HARDI member companies with locations in 34 states converged on Capitol Hill to participate in 137 congressional meetings to advocate for the HVACR industry.

HARDI's Congressional Fly-in is meant to educate and influence elected officials about the impact of policy on the HVACR industry. HARDI members engaged in 39 Senate meetings and 98 House meetings, emphasizing the significance of legislative action to propel the sector forward.

A highlight of the event was the address by Representative Debbie Lesko (AZ-8), who not only spoke to the attendees but also received the Champion of Small Business Award for her unwavering support and dedication to promoting small business interests. Representative Lesko is the sponsor of the SMART Energy Efficiency Standards Act (H.R. 4378).

Key issues discussed during HARDI's Congressional Fly-in event included advocating for tax certainty through initiatives like the Main Street Tax

Certainty Act (H.R. 4721, S. 1706) and the TCJA Permanency Act (H.R. 976/S. 1226). The group also reviewed the outcomes and importance of HARDI's lawsuit against the Environmental Protection Agency, which successfully stopped the agency's overreach in regulating the industry.

Additionally, the event brought focus on the need for Congressional oversight of regulations, with the U.S. Senate passing a Joint Resolution of Congressional Disapproval for DOE's Energy Conservation Standards for Consumer Furnaces (S. J. Res. 58) with bipartisan votes during the Congressional Fly-in.

HARDI members also rallied around issues such as the HFC Phasedown, a critical component of the American Innovation and Manufacturing Act, showcasing their commitment to environmental sustainability and innovation within the HVACR sector.

"We are thrilled with the success of this year's Congressional Fly-in event," remarked Alex Ayers, VP of Government Affairs of HARDI. "The level of engagement and support from our members underscores the importance of advocating for policies that foster growth, innovation, and sustainability within the HVACR industry. We are grateful to all the representatives and senators who took the time to meet with us and discuss these crucial issues."

## HVAC RepCo Receives Sales Appreciation Award From SpacePak

MEMPHIS, TN – May 6, 2024 - HVAC RepCo was presented the "SpacePak 2023 Sales Appreciation Award" from Jim Bashford, Mestek, Inc.'s National Sales and Training Manager for SpacePak.

"Congratulations to HVAC RepCo," said Bashford. "We extend our gratitude for the exceptional work carried out by their team throughout the past year. It is with great pleasure that I present this award as a token of appreciation for HVAC RepCo's remarkable accomplishments."

"We are proud to partner with SpacePak and Mestek, Inc., and appreciate the support we receive from their high-caliber team," said Tom McCrory, President of HVAC RepCo. "My team is proud to represent SpacePak's made-in-the USA small duct high-velocity central heating and cooling systems, Solstice inverter-driven air-to-water heat pumps and high-performance hydronic solutions," added McCrory. "Earning this recognition is backed by our belief in the quality of the best-in-class SpacePak products, and reflects the hard work and dedication of everyone on my team. We eagerly anticipate continued growth and success through collaboration with SpacePak."

The experienced team at HVAC RepCo is uniquely positioned to professionally represent the premier manufacturers in the HVACR industry. HVAC RepCo represents SpacePak in AL, AR, FL, GA, LA, MS, OK, TN & TX. Visit [www.hvacrepco.com](http://www.hvacrepco.com)



Tom McCrory and Bob Turner accept 2023 SpacePak Sales Appreciation Award.



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# Tropic Supply Lunch & Learn with Samsung and Blue Diamond Pumps

On May 7-9, Tropic Supply hosted three Lunch & Learn events with Samsung and Blue Diamond Pumps at their T-10 Naples, T-8 Fort Myers, and T-11 Cape Coral locations. Michael Glenn of Samsung HVAC and Norm Sorel of Hamilton & Associates were the instructors. Lunch was provided.



Rob Brock of Tropic Supply with Michael Glenn of Samsung HVAC at the T-11 Cape Coral Resource Center



Michael Glenn of Samsung HVAC explains how to sell more mini splits by offering the Samsung WindFree™ 3.0i system



Norm Sorel of Hamilton & Associates stated BLUEDIAMOND® pumps can run dry without burning out at Tropic Supply T-8 Ft Myers



Michael Glenn of Samsung HVAC shows the benefits of using SmartThings AI with the Samsung WindFree™ 3.0i at Tropic Supply T-10 Naples



Michael Glenn of Samsung HVAC and Norm Sorel of Hamilton & Associates giving product demonstrations



There was a great turnout at the Tropic Supply Lunch & Learn T-8 Ft Myers Resource Center



Norm Sorel of Hamilton & Associates shared that BLUEDIAMOND® are the only ductless pumps on the market that remove sediment/debris without filters



Tropic Supply customers looking at Samsung WindFree™ 3.0i, the first Mini Split that uses a PM1.0 electrostatic filter to improve air quality



Tropic Supply T-10 Naples customers learned about the Samsung WindFree™ 3.0i, with built in IAQ, Freeze Wash, built-in Wi-Fi, and SmartThings Energy

## NAVAC Launches Comprehensive Training Program for HVAC Technicians



Lyndhurst, NJ – NAVAC, the world’s largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, hoses, recovery units and industry-specific items, has launched a comprehensive training program, named My NAVAC University. Designed to train the next generation of HVAC technicians, NAVAC’s new training initiative aims to equip technicians with knowledge and skills that transcend beyond mere tool proficiency.

As the HVAC industry faces a growing skills gap, NAVAC remains steadfast in its mission to support technicians and bridge this divide through its comprehensive training programs. By prioritizing education and skill development, NAVAC is empowering technicians to elevate their expertise and enhance quality workmanship.

Key features of NAVAC’s training program include:

- **Accredited Courses:** NAVAC offers NATE credits for its Evacuation and Recovery classes, ensuring technicians receive recognized certifications for their expertise.
  - **Energy Service Company (ESCO) Integration:** ESCO is integrated into the A2L/Low GWP course, offering technicians the opportunity to earn ESCO training certificates.
  - **Expert Trainers:** The program is proctored by NAVAC’s National Training Manager, Jesse Stewart, and Director of Customer Experience, Andrew Greaves. Both trainers have a wealth of field experience and are previous recipients of the prestigious “40 Under 40” award in the HVAC industry. Both trainers have lengthy firsthand experience in the field, ensuring a deep understanding of technicians’ daily challenges and needs.
  - **Comprehensive Curriculum:** The curriculum covers a wide range of topics including Recovery, Evacuation and A2L/Low GWP Refrigerant competence. Additionally, an upcoming tubing Master-class session will be offered to focus on installation best practices, design considerations and more.
- “Our in-depth, interactive training program epitomizes our commitment to empowering HVAC technicians with the vast knowledge and skills needed to excel in this challenging field,” said Andrew Greaves, Director of Customer Experience at NAVAC. “As the industry evolves, it’s imperative

that we equip technicians with more than just tools; we’re providing them with the expertise to tackle the challenges of tomorrow.”

These owners watch their money. They know who they owe and when the payments are due. Also, they take advantage of early payment discounts and consumer financing programs. A good business owner needs to be financially savvy. This includes budgeting, understanding cash flow, and making strategic financial decisions to ensure the business remains profitable.

NAVAC is a global manufacturer that has dedicated over 20 years to the R&D and manufacturing of vacuum solutions and HVAC/R tools. NAVAC draws upon its commitment to technical innovation, strong customer service and robust R&D allocation to deliver solutions offering leading technology, superior quality, and best experience.

Comprising a full lineup of vacuum pumps, recovery units, tubing tools, gauges, and detectors, among other solutions, NAVAC’s product portfolio is designed with one overarching concept in mind: to enhance the work precision, efficiency, and ease for HVAC professionals.

At the heart of our innovation is a commitment to user-centric design, integrating advanced technology to meet the dynamic needs of the HVAC landscape without compromising on ergonomics or aesthetics. For more information, visit [www.navac-global.com](http://www.navac-global.com).

## Johnson Controls Launches Facility Explorer FX90 Supervisory Controller

MILWAUKEE, May 16, 2024 — Johnson Controls, the global leader for smart, healthy and sustainable buildings, launches the Facility Explorer FX90 Supervisory Controller, packed with unique, advanced features to make building automation easier, smarter and more cost efficient. The FX90 represents the next generation of Facility Explorer supervisory controllers designed to streamline and automate workflows to increase building automation performance with minimal maintenance.

“Every aspect of the FX90 controller was designed with the user in mind,” said Kaishi Zhang, global vice president of product management, Building Automation Systems and Controls at Johnson Controls. “From start-up and commissioning to its responsive user interface and the highly scalable design, the FX90 simplifies each process to drive building performance now and in the future.”

This latest evolution of the Facility Explorer platform delivers unmatched additional value with more than 20 exclusive productivity tools within the FX Appliance built on top of the proven Niagara Framework®. These enable system integrators to quickly establish a system configuration database in minutes using automatic tagging, auto-generated 3D graphics and more to save time and money. The IoT-embedded controller seamlessly connects as many as 200 equipment controllers, creating a robust control supervision and network management system.

The FX90 features a one-size-fits-all hardware platform with modular accessories and flexible device/point licensing that enables it to handle building automation jobs of any size and complexity. Some of the key benefits of the FX90 controller include:

- **Creates powerful, future-ready buildings:** Increased computing power with 2 GB memory and 8 GB storage provides faster boot-up and station startup, quicker data access and decision making along with plenty of storage for backups, point history and future upgrades.
- **Seamless integration:** FX Workbench Import Managers and N2 protocol drivers enable easy integrations, including added support for the TEC3000 Series Thermostat Controller.
- **Maximizes scalability:** The controller scales from basic to complex applications with a single hardware platform, using orderable device and point licensing. License upgrades can be purchased as future needs arise.
- **Enhanced user experience:** An optimized graphical user interface makes operation easier to help reduce the learning curve and human error.

The FX90 Supervisory Controller replaces the legacy FX80 controller, which will be phased out in 2025. The FX90 uses the same footprint, wiring connection location and orientation as the FX80, and is fully compatible with all existing expansion modules to enable a seamless drop-in replacement or upgrade. Future proofing your system now allows for a long operational life and makes future updates easier.

To learn more, visit: <https://www.johnsoncontrols.com/campaigns/facility-explorer>.



**The Facility Explorer FX90 Supervisory Controller represents the next generation of Facility Explorer supervisory controllers designed to make building automation easier, smarter and more cost efficient.**

## HARDI Distributors Report 8.7% Revenue Decline in March

COLUMBUS, May 6, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 8.7% during March 2024.

The annual sales growth for the 12 months through March 2024 is a decline of 0.3%.

“There were two important factors behind the sales thud at the end of heating season,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “Heating degree days during March of 2024 were off by 16% from the prior year which may have trimmed sales year-to-year, but the main reason for the decline is March of 2023 had two more billing days. We estimate sales were about flat with the same number of billing days.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 41 days during March as it was during March of 2023. “41 this month was comparable to March of 2022 and better than March of 2021 and 2022,” said Loftus. “There has been a lot of market headwinds during the past twelve to eighteen months, but not enough to compromise dealer’s bill paying ability.”

“The annual sales growth has been flat during the past four months, but we expect that to improve,” said Loftus. “The number of home listings is finally starting to improve, and the pace of existing home sales has steadied. Single-unit permits are increasing, and the Fed’s next move will be a rate cut. It looks like the cycle is turning.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty.

Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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

HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

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# SFACCA 2024 Annual Golf Tournament at Deer Creek Country Club May 23rd, 2024

This year's golf tournament was on Thursday May 23rd at the Deer Creek Country Club in Deerfield Beach. Designed by world-renowned architect Arthur Hills, the golf course was in tip top shape. More than 110 golfers participated in the tour-

namment. RGF Environmental was the Title Sponsor for the SFACCA golf event. Registration began at 7:15 AM with tee off at 8am. Goody bags were presented to each golfer. The weather was hot and sunny. Beverages were available on the course

thanks to Refricenter. The Shirt sponsor was Saez. A delicious lunch sponsored by Goodman and State Energy, was enjoyed by all the hungry golfers. The awards ceremony took place at the clubhouse, at the finish of the tournament.



Registration was quick and everyone received a goody bag!



SFACCA golfers getting ready for the shotgun start



The most popular hole was the RGF ladies and their "Best Shot Tent"



Chris Marinello, Gil Guitierrez, and Steve Trembley, for Pyke Mechanical



Sean Moseley, Andres Ponce, Ryan Charles, and Nick Vosburgh for AMP Strategic



Scott Russell, Chris Basso, Chris Messier, and Harry Christiansen for Ultravation



Ericka Bitner and Anthony Merkel of Advanced Work Vans showing some hospitality on the course!



Joe Zvolenski of Tropic Supply, Matthew Paladino, Zach Fraley, and Darell Wall of Edd Helms



Robert Kraft, Craig Cantrell, Matt Butterworth, and Andy Taylor for Ultravation



Greg Chassey, Brian Birchenough, Stephen Rominger, and Seth Rominger for Carrier



Brian Cook, Ryan Friedman, and Derek Friedman for Carrier



Mike Lloyd, Ken Plummer, Zachary Linde, and Rafael Castillo of Gemaire Distributors



Sean Tinley, James Larrese, Duviel Sanchez, and Caleb Burchard of Baker Distributing



Jorge Saez, Claudio Rubiera, Jaime Bernat, and Howard Pearl for Saez, Brown & Brown, and Pride AC



Matthew Daniele, Mike Fitzgerald, and Rob Tinley for Ferguson



Thomas Sullivan, Sean Moseley, Christian Bhim, and Brigido Natera of Rectorseal



Matt Carter, Ryan Clapp, Brad Flores, and Jay Tirronen for Ferguson



Saez Distributors refreshing golfers and a challenge to beat the golf pro!



John Van Dyke, Phil Szczepanskil, Kevin Schofield, and Tony Julian for RGF Environmental



Raymet Martinez, Joe Bowden, and Dave Cutting of Advanced Work Vans



Andy Saez and Danny Puig for Saez Distributors



Brad Lindstrom, Craig Sanscrante, Doug Lindstrom, and Jeff Lindstrom for Lindstrom Air Conditioning



Matthew Phillips, Mitch Lovinger, Steve Jeziorowski, and Zach Phillips for Daikin Comfort



Roberto Montes, Neal Arteaga, Jose Hernandez, and Christian Hernandez for Refricenter



Collin Seelye, Nick Novalis, Chris Novak, and Paul Siegl for RGF Environmental



Fletcher North, Mike McNulty, Dale Keene, and Rene Luna for RGF Environmental



Scott Kuschel, Tyler Rush, Bob Blades, and Anthony Strenta for Miami Tech



Ed Lawton and Kyle Smith for Enterprise Fleet Managment



John Turver, Geoff Solomon, Leo Reynolds, and Derek Hurwitch for WPTV



Jamie Englert of Daikin Comfort with John Mertins of My AC Guy



Jeff Snead, Leo Mata, Kevin Beatty, and Chris Galvin for Ferguson



A great turnout for the 2024 SFACCA Annual Golf Tournament!



An excellent lunch of Ribs, Fried Chicken, and all the fixins was prepared by Deer Creek Country Club



Golf Bag and Range Finder Raffle winners Derek Friedman and Ryan Friedman of All Time Air



Closest To The Pin Winner was Fletcher North for RGF Environmental



Longest Drive Winner was Derek Hurwitch of WPTV



3rd place tournament winners, James Miller, Trey Galuppi, Rudy Martin, and Eddie Rogacki of Lawn Forever



2nd place tournament winners, Mark Robbins, Jerry Robbins, Mike Scheinman, and Eric Slater of Mark One Electric



1st place tournament winners, John Turver, Geoff Solomon, Leo Reynolds, and Derek Hurwitch of WPTV



# Johnstone Supply Ware Group UEI Counter Days in South Florida May 29-31, 2024

During the month of May Johnstone Supply The Ware Group hosted several UEI Counter Days at some of their South Florida locations which included Ft Lauderdale, Deerfield Beach, Miami Lakes, and West Palm Beach.

Gil Ledoux of PED Associates gave UEI product demonstrations, discussed best practices, and

displayed all the new products available at Johnstone Supply Ware Group. This is the time you are able to test the products and ask any technical questions you may have. Watch for future events at [www.johnstoneadvantage.info/training-advantage/](http://www.johnstoneadvantage.info/training-advantage/)

This is all part of the Johnstone Advantage - 1) Business Partner; Their Business Partner initiative is

designed to help you grow your business. 2) Premier Supplier; Their premier supplier initiative is designed to help you keep up with your inventory - so you can spend time with your customers. 3) Technical Experts; Their Technical experts are there to help you - whether it's through training or on the go - They are here for you. Saving You Time. Making You Money.



Gil Ledoux of PED Associates with Jordon Arcos of TWC, and Frank Puzio of Johnstone Supply Ware Group



Gil Ledoux of PED Associates showing a new UEI clamp meter to a local HVAC technician



Gil Ledoux of PED Associates, Mike Guerra of Johnstone Supply Ware Group, and Joe Delaporta of Mr Air



Gil Ledoux of PED Associates with Jason Planas and Romeo Wallace of Coral Aire enjoying some hot dogs



Gil Ledoux of PED Associates with the UEI Counter Day Team at Johnstone Supply Miami Lakes



Back - Ramon Soto and Ron Stafford of Johnstone Supply Ware Group, Front- Jorge Alfonseca of All Weather Contractors, Gil Ledoux of PED Associates



Gil Ledoux of PED Associates giving a product demonstration on the UEI wireless smart products



Gil Ledoux of PED Associates with Samuel Cruz and Louis Gallo of Johnstone Supply Ware Group



Shane Chung, Robert Days, and Zachariah Baker of Thermal Concepts, Gil Ledoux of PED Associates, Pam Carnessali of Johnstone Supply Ware Group

## Daikin ATMOSPHERA with R-32 Refrigerant Wins 2024 SEAL Sustainable Product Award

WALLER, Texas (May 29, 2024) – Daikin Comfort Technologies North America, Inc. (Daikin) a leading manufacturer of heating, cooling and refrigerant products, received a 2024 SEAL Sustainable Product Award for Daikin ATMOSPHERA, the first single-zone ductless heat pump system in North America with R-32, a low global warming potential (GWP) refrigerant.

SEAL (Sustainability, Environmental Achievement & Leadership) Awards is an environmental advocacy organization that honors leadership through its business sustainability awards. The SEAL Sustainable Product Award honors innovative and impactful products that are literally “purpose-built” for a sustainable future.

“We are honored to receive a SEAL Sustainable Product Award for the Daikin ATMOSPHERA,” said Marc Bellanger, Marketing and Communication Vice President, Daikin. “Daikin is committed to decarbonization and electrification efforts, and with the launch of Daikin ATMOSPHERA in 2021, Daikin led the industry

in North America with the switch to the next generation of refrigerants that have a lower GWP compared to conventional refrigerants like R-410A.”

The Daikin ATMOSPHERA single-zone ductless inverter heat pump system is ideal for spot cooling and heating needs in residential and commercial spaces. In addition, it is an effective source of heat to offset old, inefficient furnaces or boiler heating systems. The Daikin ATMOSPHERA ductless system is easily applicable to both renovations, for areas that may not have had prior heating or cooling, and new construction, for areas where it is desirable to have comfort control of a single area such as an office, bedroom or living area.

“Daikin ductless inverter heat pump systems are efficient, quiet, discreet and use state-of-the-art technology,”

stated Connie Schroder, Ductless Portfolio Leader, Daikin. “Our products are designed to be highly efficient all year round, and their low energy consumption can help lower energy bills for homeowners.”



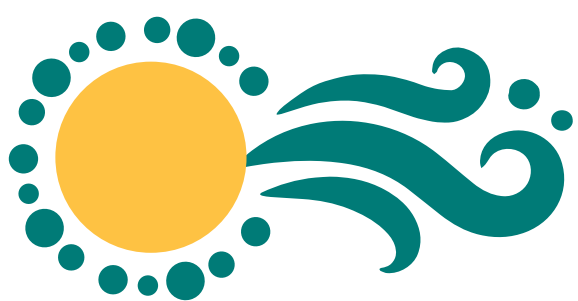
## Malco Tools Named Medium Manufacturer of the Year by Minneapolis/St. Paul Business Journal

ANNANDALE, MINN. (May 13, 2024) — Malco Tools, one of the nation’s leading solution developers and manufacturers of a variety of high-quality tools for the HVAC and building construction trades, has been named a 2024 Minnesota Manufacturing Award winner from the Minneapolis/St. Paul Business Journal.

For the second time since 2018, Malco has been named Manufacturer of the Year in the medium-sized business category. The awards celebrate the successes and contributions of leading manufacturers to the region’s economy.

Malco, which employs 150+ associates at its plant in Annandale, is a 100% employee-owned employee stock ownership plan (ESOP) company. Malco aims to be a destination company in central Minnesota and has made many significant positive changes to the business to achieve this goal, including setting new company core values and an internal “Look Good, Feel Good, Do Good” campaign to renovate workspaces, promote employee collaboration and wellbeing, and give back to the community.

Malco celebrates a safety-first culture, continuously maintaining its OSHA Safety and Health Achievement Recognition Program (MNSHARP) recognition since 2004, and earning the Minnesota Safety Council’s Governor’s Safety Award 13 times in the last 20 years.



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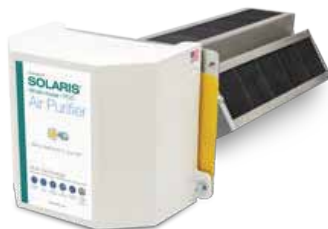
**IAQ-PAK-2**

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  
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# 2024 ASHRAE Miami Golf Tournament at the Miami Beach Golf Club May 2nd, 2024

The 2024 ASHRAE Miami Golf Tournament. was held on May 2nd at the Miami Beach Golf Club. Registration started at noon, and a shotgun start at 1 PM. Goodie Bags were presented to each golfer. Proceeds went to ASHRAE Research.

Miami ASHRAE Chapter members enjoyed an afternoon of fun and festivities with industry peers.

On the course, beverage carts were available throughout the entire tournament.

Following the tournament was the awards dinner, presenting awards for 1st, 2nd and 3rd place finish, longest drive, and closest to the pin. Many great raffle prizes too!

Registration is now open for the 2024 ASHRAE

Annual Conference taking place June 22-26, at the Marriott Indy Place in Indianapolis. The conference includes activities such as tours, social events, award recognitions, 80 comprehensive technical programs, welcome new Society Officers, and hear our incoming ASHRAE President Dennis Knight, P.E., BEMP, Fellow ASHRAE.



Kiran Nenen, Victoria Garcia-Massimo, Mike Montan, Maria Acosta, Tulia Rios, Sonia Arranaga and Jason Ayala from ASHRAE



Catching some lunch with friends at the Miami Beach Golf Club before the tournament



ASHRAE golfers heading to their first hole after the shotgun start at 1pm



Jorge Aragon, Jacob Arana, Marco Direnzo, and Eduardo Egea with Trane



Keith Miller, Steve Bender, Eric Brunderman, and Igor Gonzalez with Stan Weaver



Jeff Ghezzi, Robert Molina, and Roger R. Subir with GPS



Mitch Delgado, Matt Vanbibber, Justin Dallas, and Chris Fellows with Northern Duct



Kenny Lopez, Brad VanZee, Nick Skalko, and Gio Geraldo with ASC



Andrew Lutgens, Patrick Vidal, Daniel Moya, and Daniel Meneses with Stan Weaver



Tony Arriaga, Francisco Hurtado, Josh Serota, and Gus Chacon with Protec



Danny Diaz, David Fernandez, Fred Aragon, and Alex Acosta with Aerco



Joan Wolf, Hector Arenas, Cristian Gonzalez, and William Zepka with JCI



Robert Ramos, Max Marrero, Carl Thomasson, and Jonathan Fernandez with Grundfos



Stefanie Holmes, Giovanni Serauto, Francois Beaudoin and Jacques Bouzid with Envelope Critic Environments



Jorge Alvarez, Luis Jimenez, Mike Malvasio, and Freddy Rodriguez with Climate Master



Ryan Ellison, Chris Alvarado, Mike Accetta, and Luis Colorado with Diversified Fluid



Jaxon Mills, Jeff Hawk, Mike Granobles, and Eric Armour with Stan Weaver



Jarret Sammel, Kevin Shirk, Kevin Garcia, and Juan Pareja with Diversified Liquid



Felipe Osorno, JC, Miguel Gracia, and Todd Aquilo with Osorno



Chad Ferreira, Fausto Frias, Andrew Sanek, and Danny Carrera with Jasko



Frank Jara, Kyle Robert Goring, David Erickson, and Matthew Marshall with Viega



Ivan Velez, Roberto Siewert, Saju, and Gary Giancarli with Daikin



Frank Garcia, Richard Kaplan, Alejandro Vargas, and David Posada with George Israel



Zachary Nelson, Juan Carlos Gonzalez, Jaime Restrepo, and Daniel Meneses with D&B



Jonathan Quintero, Ricardo Du Pond, Lara Snower, and Paul Nicholas with Stantec



Frank Estrada, Julene Arregui, Juan Gonzalez, and Jeff Stano with Tom Barrow



Piero Palacios, Jimmy Bautista, Andrew Muriedas, and Ricardo Guercioni with Tropic Mechanical



Longest Drive Winner: Justin Dallas with Northern Duct



Second Place Winners: Jeff Stano, Juan Gonzalez, Frank Estrada, and Julene Arregui of Tom Barrow



First Place Winners: Joey Gucciardo, Frank Torres, Omar Lopez, and Kiet Truong of Airtech Air Conditioning

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## Performance Pointers

By James Ball

(continued from page 14)

While all these virtues are important, I believe integrity is the cornerstone. Without it, other virtues will lose their value. A business owner with integrity earns respect and trust, which are fundamental for long-term success. Measure, don't guess!

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

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

## Fieldpiece Instruments and SkillsUSA Announce 2024 #MasteroftheTrade Winners | Celebrating the Program's Third Successful Year

ORANGE, CALIF. (May 22, 2024) — Fieldpiece Instruments, a leader in test instruments and tools for HVACR professionals for over 30 years, is proud to announce the winners of the third annual #MasteroftheTrade program. This year, six deserving students have been selected to receive \$2,500 each to fund their continued education in the heating, ventilation, air conditioning and refrigeration (HVACR) trade or the option of an in-kind tool donation to jumpstart their careers.

Administered through SkillsUSA, the #MasteroftheTrade program aims to bridge the talent gap in the U.S. labor market for HVACR technicians by providing financial support to individuals pursuing a future in the industry. The winners of this program demonstrate exceptional skill, passion and dedication to their craft, embodying Fieldpiece's spirit of excellence.

"We are thrilled to give back to our industry by awarding tuition or tools to these up-and-coming HVACR professionals," said Tony Gonzalez, director of training at Fieldpiece Instruments. "There is a common thread of curiosity, problem-solving skills, understanding of craftsmanship and desire to embrace challenges among the selected recipients that ensures a bright future in HVACR. Congratulations to this year's winners!"

The six accomplished SkillsUSA students selected to receive the 2024 #MasteroftheTrade award are:

- Cole Kelly from Billerica, MA
- Colton Rentschler from Sinking Spring, PA
- Cadin Blais from Watertown, SD
- Mohamed Deyab from Harlingen, TX
- Peyton Hoenig from Asheboro, NC
- John Chaney from Knoxville, TN

Fieldpiece Instruments will also award \$10,000 to the top-ranking high school and college/postsecondary students in the HVACR category at the SkillsUSA National Leadership & Skills Conference in June.

Fieldpiece Instruments first introduced the #MasteroftheTrade program in 2022 to address the growing need for skilled HVACR technicians. The program has since become an integral part of the company's commitment to supporting education and workforce development in the HVACR industry.




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## Samsung and Lennox Announce Establishment of Joint Venture for Ductless and Variable Refrigerant Flow HVAC Systems

*New Joint Venture to Provide Outstanding Heating and Cooling Solutions to Customers in the U.S. and Canada*

RIDGEFIELD PARK, New Jersey – May 28, 2024 – Samsung Electronics Co., Ltd. today announced that it has agreed to form a joint venture with Lennox (NYSE: LII), a leading provider of innovative climate solutions in the HVACR industry, to sell ductless HVAC systems in the United States and Canada.

As product requirements for ducted and ductless systems move together, the synergies of having both offerings for customers are becoming greater. The joint venture brings together Samsung, a trusted global brand with 40 years of innovative HVAC technology, and Lennox, a North American HVAC original equipment manufacturer (OEM) and direct distribution leader, in a partnership that will provide outstanding heating and cooling solutions to customers.

Samsung will own 50.1% of the joint venture, Samsung Lennox HVAC North America, and Lennox will own the remaining 49.9%.

"It is a great pleasure to take the first step in creating a long-term HVAC industry-leading partnership with Lennox," said KS Choi, President and Chief Executive Officer of Samsung Electronics America. "Our collaboration, focused on strong product offerings and customer networks in the growing ductless segment, will bring new solutions to the market. We look forward to launching innovative technologies together in the future."

The joint venture will be distributing Samsung ductless products in the United States and Canada as well as "Lennox powered by Samsung"-branded products for Lennox, which will be sold through Lennox stores and direct-to-dealer network. The joint venture will continue to supply Samsung branded products to the existing Samsung HVAC distributors and representatives in the United States and Canada.

Samsung expects the joint venture will help the company to strengthen its position in the North American HVAC market by adding Lennox's distribution channels, while Lennox is expected to reinforce its business by expanding the product lineup of innovative ductless systems from Samsung.

Through this partnership, Samsung plans to leverage its leadership in artificial intelligence, software, smartphones and semiconductors to provide more smart home services with Samsung SmartThings' easy device connection and control for a smarter lifestyle and seamless experience. With SmartTh-

ings Energy, users can monitor overall power consumption within the household, while SmartThings Energy's AI Energy Mode helps save energy consumption of connected home appliances.

Based on innovative products uniquely from the joint venture and through the expansion of distribution channels, Samsung Lennox HVAC North America aims to strengthen its residential and homebuilder business in North America. Furthermore, Samsung and Lennox will continue to seek more partnership opportunities and collaboration with homebuilders across various product categories from home appliances to TV, as well as in device parts and technology.

"This joint venture represents the union of two outstanding brands with strong market positions and deep customer trust. It is an honor to work with Samsung as we invest in solutions to meet our customers' HVAC needs," said Alok Maskara, Lennox Chief Executive Officer. "I am excited about the future of this joint venture as part of our growth strategy."

### About Samsung HVAC

Pending customary closing conditions, the new joint venture is expected to be operational in the second half of 2024. Samsung and Lennox will appoint the joint venture's Chief Executive Officer and Chief Financial Officer, and the business headquarters and operations will be based in Roanoke, Texas.

Samsung performs in the HVAC industry globally with business operations in 48 countries. Samsung HVAC America is growing the Samsung residential and commercial air conditioning business in the United States and Canada by building, training, and supporting a network of specifying representatives, distributors, and installers. For more information about Samsung HVAC visit [www.samsunghvac.com](http://www.samsunghvac.com).

### About Lennox

Lennox (NYSE: LII) is a leader in energy-efficient climate-control solutions. Dedicated to sustainability and creating comfortable and healthier environments for our residential and commercial customers while reducing their carbon footprint, we lead the field in innovation with our cooling, heating, indoor air quality, and refrigeration systems. Additional information on Lennox is available at [www.lennox.com](http://www.lennox.com) or by contacting [investor@lennox.com](mailto:investor@lennox.com).

# Watts Celebrates 150th Anniversary with Bell Ringing at New York Stock Exchange



Watts Water Technologies, a leading global manufacturer of plumbing, heating, and water quality solutions, rang the closing bell at the New York Stock Exchange (NYSE) on Monday, May 6th, 2024, in celebration of their 150th anniversary. The bell ringing symbolized Watts' 150 years of service and innovation while also serving as a token of appreciation to all the employees, investors, and customers who have played a role in shaping Watts into the industry leader they are today.

Key Watts personnel were present at the bell ringing, including the Watts Board of Directors, CEO Robert Pagano, the Watts Global Leadership Team, select employees, and valued customers. The event served as a reminder of Watts' rich legacy and commitment to innovation, excellence, and customer satisfaction over the past century and a half.

# PHCC's CONNECT 2024 Conference: A Stage for Forming Authentic Connections

FALLS CHURCH, Va. – April 2024 – Plumbing-Heating-Cooling Contractors—National Association (PHCC), invites plumbing and HVAC contractors to make plans now to be part of PHCC CONNECT 2024. Industry professionals are encouraged to attend for unprecedented opportunities for information, education and forming authentic connections.

The reimagined PHCC CONNECT will be held in Birmingham, Alabama, October 7-10, at the Birmingham Jefferson Convention Complex. The theme of this year's conference is "Authentic Connections" where building trust and growing relationships will be the primary focus. CONNECT provides an opportunity to gain expert education, build professional relationships and leverage the value of both.

New this year, CONNECT will conveniently start on Monday, October 7, so that attendees can settle in and kick off a value-packed three days with peers at the opening reception at the Barber Vintage Motorsports Museum. The museum is recognized by Guinness World Records as the world's largest motorcycle collection, plus home to other rare and unusual cars.

"Our business is all about growing relationships," says Joe Cornetta, PHCC national president and co-owner of Cornetta Brothers, Inc., Elmont, New York. "PHCC members know that the real change happens in their businesses by forming real relationships...getting together to share ideas, best practices and build trust with manufacturers and other industry leaders."

The conference will wrap up with an Awards Breakfast on Thursday, October 10, allowing conference-goers to stay and play in Birmingham, or head back to the office to start putting all their new resources to work by week's end.

For more details including the preliminary schedule, visit [phccweb.org/CONNECT](http://phccweb.org/CONNECT) and stay tuned to this site for unfolding information on education sessions, speakers, exhibitors, registration and hotel reservations, as well as the many attractions of Birmingham, known as "The Country's Best Kept Secret."

# Fujitsu Promotes Shawn Hill to Director of Business Development



Shawn Hill

Fujitsu General America, Inc. has promoted Shawn Hill to Director of Business Development from his previous position as Region Sales Manager, Southeast.

In his new role, Hill is responsible for identifying and developing new distribution opportunities for Fujitsu and ensuring their success.

"Shawn has been instrumental in the company's growth during his 17 years at Fujitsu," said Dennis Stinson, Senior VP of Sales. "His industry experience and

knowledge of Fujitsu interworking make him uniquely qualified for this new position." In addition to his extensive tenure and expertise, Hill's promotion to Director of Business Development signifies Fujitsu General America's commitment to fostering internal talent and driving innovation within the company.

With his proven track record of building strategic partnerships and driving revenue growth, Hill's leadership will play a pivotal role in expanding Fujitsu's market presence and enhancing customer relationships. Fujitsu aims to explore new avenues for growth, leveraging emerging technologies and market trends to deliver unparalleled value to its clients and stakeholders.

Learn more at [www.FujitsuGeneral.com](http://www.FujitsuGeneral.com)

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# But the fruit of the Spirit is love, joy, peace, longsuffering, kindness, goodness, faithfulness, meekness, self-control; against such there is no law.

**Galatians 5:22-23**

UPCOMING EVENTS



# 14

## CONTRACTOR

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  - Sensible Heat Ratio
  - Air Quantity
  - Determining Required Tonnage

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