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A/C

& REFRIGERATION NEWS

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PBACCA 32nd Annual Kingfish, Wahoo, Dolphin Tournament at Rivera Beach (see page B6)



SFACCA June Meeting on Sweating AC Ducts at Tropical Acres Ft Lauderdale (see page 22)



ASHRAE Miami Meeting The Future of HVAC Increase DOAS Performance (see page 14)



Tropic Supply June Demo Days with Nu-Calgon To Prevent and Treat White Slime (see page B4)



Saez Distributors Summer Counter Days in Ft Lauderdale (see page 16)

HARDI Submits Comments to DOE to Prevent Dead Inventory Caused by Proposed Testing Change



Jeff Schlichenmeyer
Publisher

The Department of Energy (DOE) has proposed a new test procedure for central air conditioners and heat pumps (CAC/HP). As part of the proposed test procedure, the DOE also proposed changing how R-410A outdoor condensing units that will be installed after January 1, 2026, are tested and certified to ensure the unit meets minimum energy efficiency standards. Unfortunately, the proposed rule does not specify if existing outdoor condensing units in inventory must also be retested to determine compliance with existing minimum efficiency standards that went into place on January 1, 2023. HARDI has submitted comments encouraging the Outdoor Unit With No Match (OUWNM) test to only apply to outdoor condensing units manufactured for servicing existing equipment. This would align the DOE efficiency requirement with the EPA manufacturing cutoff for split system CAC/HP that use R-410A.

The DOE has proposed this change in response to the EPA Technology Transition Rule that prohibits the installation of full systems using R-410A or other high-GWP refrigerants after January 1, 2026. The EPA requires that any R-410A outdoor condensing unit manufactured after January 1, 2025, must have a label affixed to the unit that says it is “For servicing existing equipment only” and cannot be installed in conjunction with an indoor coil.

DOE ratings for outdoor condensing units are based on testing with an OEM coil to provide a minimum efficiency that the unit can achieve when the outdoor unit and coil are changed together. Because the EPA regulation prohibits changing the indoor coil with the outdoor condensing unit after January 1, 2026, the existing coil may not allow the outdoor condensing unit to meet the minimum efficiency requirement. The DOE created the OUWNM test in 2016 in response to the R-22 phaseout where outdoor units were replaced without changing the indoor coil. The OUWNM test uses a generic coil design and often reduces the efficiency rating of the outdoor condensing unit. This means many base model units might not meet the minimum efficiency requirement when tested as an OUWNM.

If the DOE required all inventory in commerce to be relabeled based on the ratings from the OUWNM test, many base model units would not be legal to install anywhere in the country and create dead inventory. Until the rule is finalized and the DOE’s intent is made clear, the status of existing R-410A outdoor condensing units as replacement components sold after January 1, 2026, is unclear. Article provided by Alex Ayers, Vice President of Government Affairs for HARDI.

Solving HVAC Drain Line Backups with iFLO Pro: Your Ultimate Solution to Zooglea

In the HVAC industry, one persistent issue has plagued contractors, OEMs, and homeowners alike: drain line backups caused by Zooglea. This hidden enemy has been a longstanding challenge, leading to costly call-backs and frustrating customer experiences. Enter iFLO Pro, the groundbreaking solution poised to revolutionize HVAC maintenance and installation. iFLO Pro was originally developed to solve Zooglea in South Florida, where the worst conditions of Zooglea exist.

Understanding Zooglea: The Silent Saboteur

Zooglea is a bacterial biofilm that forms within HVAC drain lines, creating a sticky, gelatinous mass that clogs the system. This formation is often invisible until it’s too late, leading to water damage, system inefficiencies, and ultimately, complete drain line blockages. Homeowners frequently misattribute these issues to the OEM or the contractor, unaware that Zooglea is the true culprit.

The iFLO Pro Advantage

iFLO Pro is designed to address this pervasive problem head-on. By integrating this smart, connected device into every new installation, contractors can prevent drain line backups before they start. Here’s how iFLO Pro benefits all stakeholders involved:

- For Contractors: iFLO Pro reduces costly call-backs by proactively managing and monitoring drain line conditions. This leads to increased efficiency and profitability, as less time and resources are spent on emergency fixes. The device’s advanced float switch monitoring can send critical alerts to contractors within minutes of a float switch tripping, allowing for rapid response and resolution.



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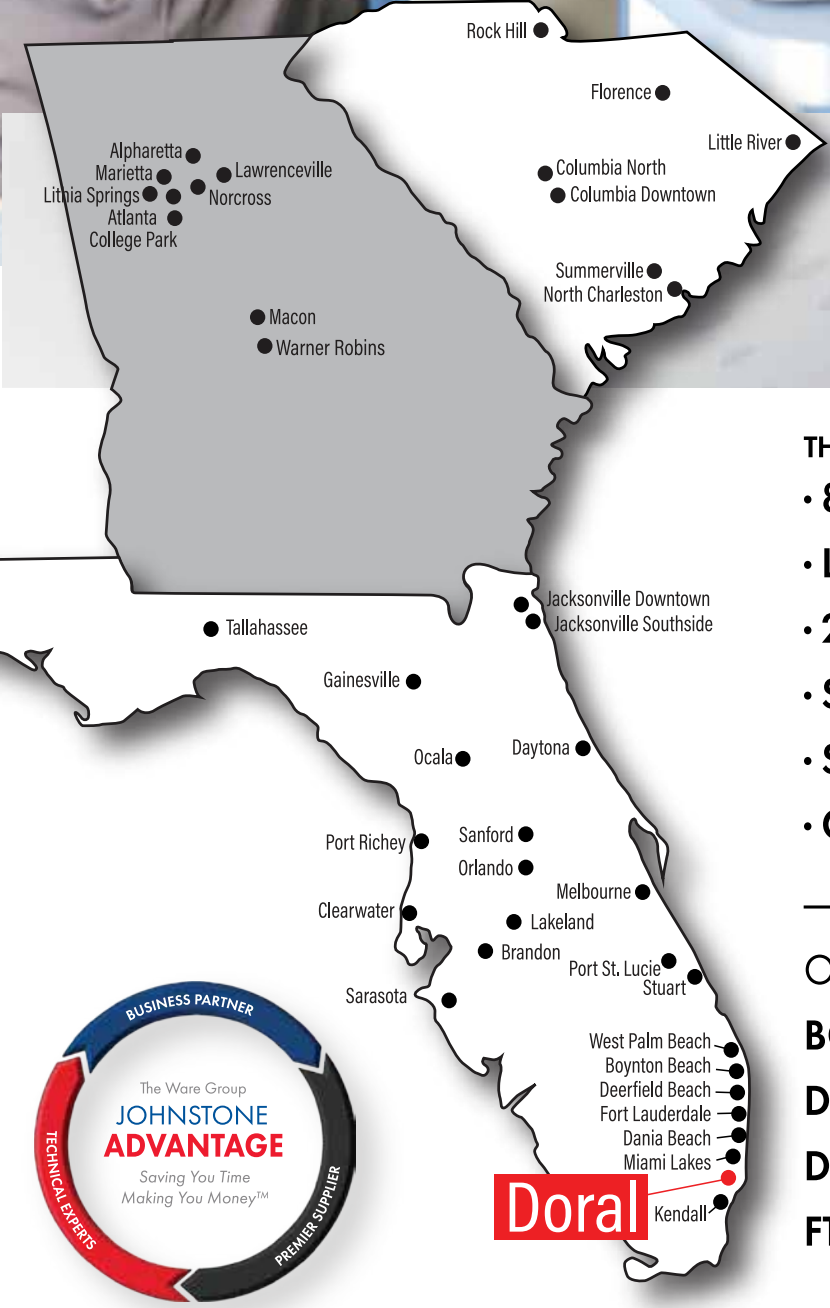
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Please Do These Three Things This Summer

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**Reach her at
ruthking@hvacchannel.tv.**

It's really busy or will be really busy soon in most parts of the country. Some of you will have a great cash influx this summer lulling you into a false sense of security. Unfortunately, for some of you, that phenomenal cash influx will all evaporate at the end of summer when you pay your suppliers for the materials and equipment you purchased. Avoid this frustrating situation by doing these three things:

1. Raise your flat rate prices by at least \$25 an hour and preferably \$50 an hour – for both maintenance and non-maintenance customers. A 30-minute repair is an additional \$12.50 or \$25. Most customers won't see the difference...your checkbook and bottom line will (if you have 1,000 service calls this summer that is an additional \$25,000 to \$50,000 in cash...and that flows directly to your bottom line).

2. Save the \$25 or \$50 for each service call in a savings account. You don't have to transfer the money every day. Once a week run a report from your software to determine the number of calls you ran. Transfer \$25 or \$50 times the number of calls into your savings account.

Yes, there will be some calls where the repair is less than an hour. However, there will be other calls where the repair will be more than an hour. Assume an hour per repair. You'll have money in your savings account for the slower months.

3. Don't do stupid stuff. No callbacks and no warranty calls. Yes, we are all human. This is the time for both install and service to ensure that jobs are installed properly and service technicians fix the disease rather than the symptom of the disease. (i.e. The breaker tripped is the symptom. Why the breaker tripped is the disease.) Service technicians do NOT want to go out at night to fix a dumb installation mistake. Everyone loses: the customer, the

technician, and the company.

Next Topic: The Best or Just OK?

Good, Better, Best pricing, or Goldilocks Pricing, has been around for more than 100 years. Research has shown that when offered multiple prices, the customers will generally pick the middle price... some will pick the lowest and some will pick the highest.

This summer make sure your pricing reflects three options. This way, a customer who wants "multiple bids" can see you are giving that customer "multiple bids" to choose from. Will your customers pay for Best? Or, is Good ok? Here's one of my client's experience:

One of my clients had never sold a high efficiency furnace. The technicians didn't believe it could be done (part of the self esteem issue I wrote about two weeks ago). When we established the good, better, best pricing and a technician offered it, his customer chose best. The tech was shocked. However, this started him on the path to being one of the best salespeople for the company. It totally changed his perspective.

Good – better – best pricing works. The interesting question is what does best look like? (Best is in the mind of the customer – and it probably isn't everything you think it is). Actually some customers will...assuming the perceived and delivered value is there. Some will want the best. Most will want better. A few will want good.

Make sure that your employees understand the difference. If they don't understand and deliver the difference, your customers will be confused. Remember, a confused mind doesn't buy. Or, they go to the cheapest option.

Get testimonials from customers at each level. Put those testimonials in your marketing and on

your website. It's easy to raise prices if you give customers a choice. The lowest price might be where your pricing is now. Just make sure that the lowest price is still at a positive net profit per billable hour. Best can be the biggest gain to your bottom line net profit per hour.

And Finally: Can't or Won't?

If you think you can't offer value for higher prices, you won't. If you think you have to be the lowest price contractor, you won't be very profitable... if at all.

About 80% of the population, when educated, will invest at higher prices. In the absence of education, they default to the lowest price. And yes, about 20% of the population, even when educated, will buy the cheapest price. Will there be times that customers won't buy? Of course. They are part of the 20%.

It's often been said that people buy at the speed of trust. If they trust you quickly, then they will buy from you quickly. If they don't trust you, they won't buy until they do. And, if they never trust you, then they won't ever buy from you.

So, do you want customers who appreciate value, are loyal to you, and you can earn a reasonable profit... or do you want customers who only buy on price? Can't or Won't?

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! For information please visit www.financiallyfit.business

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Ritchie Engineering Company Yellow Jacket® Celebrates 75 Years Of Innovation.

BLOOMINGTON, MN (June 22, 2024) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to be celebrating 75 years of delivering best-in-class products and service.

Founded by Jack Ritchie, Ritchie Engineering was first a manufacturers' representative organization. In 1949, the company manufactured its first charging hose, which was trademarked soon thereafter as YELLOW JACKET®. Today, the YELLOW JACKET® brand is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. With a commitment and focus on innovation, quality and service, the company has expanded its family of tools from hoses to include gauges, manifolds, vacuum pumps, recovery units, electronic instruments and a variety of essential system tools.

"While a lot has changed in the last 75 years, one

thing has remained the same...our philosophy of providing HVAC/R and automotive service professionals the quality products they need, at a competitive price,” said Tom & Kristen Ritchie, Owners. “The relentless commitment of our people over the last 75 years has led to best-in-class products, first-class customer service and innovations that make the contractor’s job easier – worldwide. The YELLOW JACKET® brand is not only the industry standard, it has become legend-

ary. As we look towards the future, we recognize the need for automated solutions when it comes to innovation, product development, packaging, shipping and manufacturing.”

Ritchie Engineering
Company is kicking off

its 75th year with a marketing campaign highlighting the company's history of innovation and commitment to excellence. The campaign is topped off with a 75 Years logo, which includes the nostalgic yellow charging hose (the product that started it all). For more information, visit www.yellowjacket.com/

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Braeburn and AMP Strategic Partner in Florida

Braeburn Systems (Montgomery, IL) and AMP Strategic, Inc. (Miami, FL) announced a partnership for representation in Florida starting in June, 2024. Braeburn Systems, manufacturer of industry-leading HVAC controls and zoning systems, has also begun offering products under their Salus brand. With Salus, Braeburn's offering of connected-home controls and sensors adds to their already-robust lineup of thermostats and systems. Affordable and easy to install, the addition of the Salus products have allowed for more consolidation for wholesalers and contractors in both the Residential New Construction/Multi-Family segment and the

add-on and replacement segment of the industry. "The Braeburn brand was already a strong, reliable brand in our space, but with the recent addition of their Salus products, we knew the investments were being made to ensure not only that we had top-rated products across all preferred platforms to offer our customers, but also a successful long-term partnership to grow our business together in Florida," stated the team at AMP. To schedule training or learn more about Braeburn Systems and their products, please reach out to the team at AMP Strategic or visit www.braeburnonline.com and www.salusinc.com.



Uncle Sam Wants You to Be Energy Skill Recognized



The United States Department of Energy's Pacific Northwest National Laboratory (PNNL) is committed to helping consumers find true professionals in the HVACR industry. They want you to be Energy Skilled recognized!

What Are Energy Skilled Recognized Credentials? Energy Skilled recognized credentials are awarded to those who have undergone rigorous training in Heat Pump Installation and Heat Pump Service and have passed the required HVAC Excellence Professional Heat Pump Certifications. These credentials signify a high level of proficiency and commitment to energy efficiency, making it easier for consumers to select qualified contractors.

The Department of Energy (DOE), through its Energy Skilled Program, is making it easier for consumers to utilize industry credentials that add the most value to home energy upgrades, such as the HVAC Excellence Heat Pump Service and Heat Pump Installer certifications. As federal funding from the Inflation

Reduction Act is rolled out in states and territories this year, DOE-recognized credentials will help consumers identify qualified, skilled contractors to perform essential home upgrade work. This initiative ensures that homeowners can easily find true professionals in the HVACR industry who have the expertise in energy efficiency they need.

How will this benefit consumers? As part of this national project, PNNL is teaming up with major search engine organizations to create an easy-to-use resource for consumers. This tool will help people across the United States easily find companies with at least one person trained and certified as Energy Skilled.

If you're an HVACR professional, demonstrate your knowledge and skills in successfully installing, servicing, and maintaining equipment by getting Energy Skilled recognition through your HVAC Excellence Heat Pump Certifications. The good news is anyone who has taken the qualifying exams since they were revised in May 2023 meets these criteria. If you are not certified yet, just contact us at 800-726-9696 for a test site near you.




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New A2L Safety Certification Workshops Starting in September

With the coming change to flammable/mildly flammable refrigerants in 2025, it's time to consider getting your employees certified to safely handle the new refrigerants. Look for classes in English and in Spanish in the fall. First classes will be held in Ft. Lauderdale and Miami at Saez Distributors. Registration will start next month through CRG, Inc. who is managing the workshops. Any company interested in holding in-house classes or other groups wishing to sponsor a workshop may contact CRG, Inc., Cheryl Harris at 727-578-1962 or email charris@crgnet.net.



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EPA Regulations:
What Technicians
Need to Know About
Low GWP Refrigerants

A common question we receive almost daily at the ESCO Institute is whether the EPA will establish new requirements for technician training and/or certification for working with Low GWP Refrigerants.

The quick answer is that no one knows for sure! However, the EPA was granted the authority to establish technician training and certification standards for handling ASHRAE 2, 2L, and 3 refrigerants under Subsection h of the American Innovation and Manufacturing (AIM) Act.

Having received this authority, the EPA published a proposed rule comprising over 96,000 words, akin to reading a typical novel, but in regulatory language. To address your key question about the ruling, here are the basics of the Proposed Rule:

The EPA is Proposed Rule addresses several issues, including but not limited to: 1) Leak Repair 2) Use of automatic leak detection systems 3) Container tracking 4) Recordkeeping 5) Reporting 6) Labeling 7) Alternative Resource Conservation and Recovery Act standards for spent ignitable refrigerants being recycled for reuse and 8) Technician training and/or certification

In the proposed rule, the EPA asked whether they should establish training and certification requirements, what that training program might look like, and who should have to take it, having been granted the authority to establish said training and certification requirements under Subsection h of the AIM Act.

We have participated in the AHRI Safe Refrigerant Transition Task Force (SRTTF) to address every step of the supply chain in the safe refrigerant transition to Low GWP Refrigerants. Members of our team have presented on this important topic for the SRTTF, at the ASHRAE winter meeting, and at various industry stakeholder events. As a standards organization, it is our goal to keep you informed of the rule-making process as it continues. Once a ruling is published in the Federal Register, rest assured that the ESCO Institute will keep you apprised. Until then, remember as technologies change, we must educate ourselves on these changes to thrive and be successful, or risk becoming irrelevant.

Chris Novak Joins the
J.Nichols & Associate Team



Chris Novak

We are pleased to have Chris Novak Join the Nichols & Associate Team. Chris will be covering The Panhandle, Central, and North Florida regions.

Chris Novak has over 18 years of sales and leadership experience in the wholesale and retail industries, including Regional Sales Manager Position with Pro-Dev Reps, Territory Manager with Spectrum, Regional Sales Director at GNC, Director of Sales at Boost Mobile, District Manager at Sprint, and RadioShack. Chris has a proven track record for building strong relationships with contractors, Wholesale Partners, as well as being a valued team

player. Chris has a firm belief in keeping processes simple and consistent as that will help lead to overall growth and success in any field.

Chris is originally from Miami, Florida and is a huge Miami sports fan. Miami Hurricanes, Miami Dolphins, Miami Heat, Miami Marlins, and Florida Panthers! Chris received a finance degree from the University of Central Florida, and continues to support his sports teams at UCF, Go Knights! Chris enjoys spending time with his beautiful family as well.

Chris stated; “He is excited to join the J. Nichols & Associates, Inc. team and looks forward to continuing to educate customers on the benefits of RGF Environmental Group, as well as the opportunity to represent the industry leading brands currently represented by J. Nichols & Associates, Inc.”

Please join us in welcoming Chris to the J. Nichols & Associates, Inc. team, he can be reached on his mobile phone at 321-795-3269.

Service Experts Partnership
with Military Makeover with
Montel® on Lifetime TV

Richardson, Tex. (June 2024) – Service Experts is proud to announce their partnership with Military Makeover with Montel® on Lifetime TV. Military Makeover, a home improvement series, celebrates military families through home makeovers across the country.

“We are grateful to play a small part in the meaningful work being completed by the Military Makeover team,” said Service Experts Chief Operating Officer Cary Reed. “Many of our Service Experts employees are veterans themselves, and we are committed to supporting the military community through our ongoing partnerships with programs like Hiring Our Heroes. Being a part of the Military

Makeover mission gives us another way to serve this community.”

Military Makeover is led by talk show legend and military advocate Montel Williams, a veteran of both the Marine Corps and the Navy. The show enlists conscientious designers, contractors, landscapers and other home improvement professionals to transform the homes and lives of military families across the country.

“For our part in the makeovers, we will be providing the families with anything they need to transform their home into a haven of comfort, well-being and energy efficiency,” said Reed. Service Experts.



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RectorSeal® Named Master Distributor for HAP System® Hangers and Supports



Houston, TX, June 4, 2024 – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, is now a master distributor for HAP System pipe hangers and supports.

Combining a pipe hanger and stud guard protection in one product allows HAP System products to offer substantial installation and protection benefits.

The innovative hold-and-protect HAP System pipe and support hangers protect pipes from costly nail penetrations, and they are reusable if the pipe location needs to be changed. Designed for vertical or horizontal installations, HAP System hangers are compatible with PVC, CPVC, copper, PEX, cast iron, stainless steel, and more.

HAP System products are IAPMO-listed and cUPC certified, and they offer quick and consistent installation with two screws. The durable, one-piece HAP System products suit residential, commercial, or industrial applications. Constructed of heavy gauge steel with automotive grade powder coating, HAP System products are usable indoors or outdoors.

“HAP System products can save a substantial amount of time for installers,” said Jeff Ponce, Product Marketing Manager at RectorSeal. “Our installers consistently tell us that the HAP System is their first and only choice. They’ll likely never use anything else—it’s just that good.”

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 leads CSWI’s Contractor Solutions segment.

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

Aspen Manufacturing Adds Leone-Green and Associates as Sales Representatives



Humble, Texas, June 20, 2024 - Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and multi-family residential heat-

ing, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada, announces the addition of Leone-Green and Associates as representatives across Alabama, Florida, Georgia, Mississippi, and Tennessee.

Based in Marietta, Georgia, Leone-Green and Associates, a company with a rich history of representing premier manufacturers since its founding in 1981, is joining forces with Aspen. They will be supporting Aspen, Aspen, and Airmark products and accessories. This relationship is set to bring added value and support to Aspen’s channel partners and contractors, ensuring they have access to peak-performance evaporator coils, air handlers, and accessories.

“With their distinguished track record of sales

excellence, Leone-Green and Associates provide Aspen customers with another outstanding representative focused on providing excellent customer service,” said Riley Archer, Vice President of Sales and Marketing at Aspen. “I look forward to a long-term relationship with this group and their customers.”

The Co-Founder of Leone-Green and Associates, Frank Green added, “We are always looking to add premier manufacturers to support our customers. Aspen products are well-known for their quality, and we are excited to add this manufacturer to our HVAC portfolio.”

All Aspen products are designed, engineered, and manufactured in the United States, and the company is committed to utilizing the US supply chain where possible. The company’s product offering includes a broad range of high-quality residential and light commercial evaporator coils, blowers, and air-handling units for multi-family, single-family residential, and manufactured homes. For additional information, visit us at www.aspenmfg.com or email info@aspenmfg.com.



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

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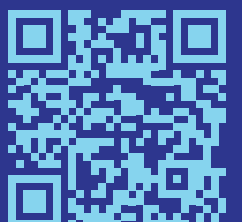
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Learn About 3 Bad Reasons To Work Overtime

By Matthew Bruner



Bryan Orr

It's easy to see yourself as a hero during the summer months. Desperate families in sweltering houses sing your praises after you quickly swap out that capacitor or install that new unit and the first blast of cold air comes out of the vents. Most companies make or break in the summer months, using the extra cash flow to keep the engine running the rest of the year when work is slower. We know we need to make hay while the sun shines.

But there is another side to this coin. We sadly pack our lunches in coolers and post memes about being MIA to our friends and family all summer. To some degree, there is no avoiding this. What I've been wondering about is if there is a part of our ego that is fed by being needed by everyone else.

It feels good to be wanted, to be the hero. I love being so capable and resourceful that I can solve someone's AC problem and get them back up and cooling most of the time. There is a deep goodness to serving others in their time of need. But as I've started my own company in the last couple of years, I've realized there is a darker side to this. A side that you might only see if you decide to challenge it.

What happens when we say no? What happens when I tell a customer I can't make it out to them for 2 weeks because my schedule is full?

In the past, I would squeeze them in. I would say to myself, "How long can this call possibly take? I bet it's a capacitor. Can't take more than an hour." I would schedule them for the end of the day. Then I would be home late for dinner. I would look at my wife, and my expression would show her that no, I didn't really want to run that call, but the customer was in great need. After all, one of their 3 units had gone out, and it was for their master bedroom, which had French doors leading out to their infinity pool. But behind that was a guilt that maybe, just maybe, that service call had really been about my needs more

than anyone else's.

I'm not saying that every late-night service call is a bad idea. A good friend just messaged me saying his AC isn't working, and you better believe I'm going to get out there pretty quick. I have systems under warranty that I am obligated to service. But what are some bad reasons to run a late-night service call?

A Scarcity Mentality

This one cuts deep for me. We live a simple and (hopefully) sustainable life. We have no debt, my wife drives a 2012 Honda Civic, and we have 2 kids. It's a little squishy when everyone is packed in there. We try to keep our bills low and don't eat out much. We have savings in our personal and business bank accounts.

But turning away guaranteed work is still very hard for me. Sure, we are secure, but couldn't we be MORE secure? Why wouldn't I want a bigger, better safety net? What I've realized in the last few days as I've turned down work is that the bigger safety net costs me something somewhere else. It costs me time with my kids, it costs me mental health, it costs me spiritually. I am chasing safety that will turn to dust in my hands. There is no financial safety net big enough to hold my fears of not having enough.

A Fear of Disappointing Others

Typically, no one holds us to a higher standard than ourselves. I feel this a lot with callbacks. I know that I did my best when I put the unit in, but everyone makes mistakes. I recently overcharged a unit and it ended up tripping on high head pressure a few weeks later when it got warm out. That NEVER happens to me. It's literally such a rookie mistake! (It was a Bosch. Maybe I forgot to put it in charge mode?)

Callbacks put me in a state where I become very concerned with the homeowner's opinion of me. I want to get back in their good graces as quickly as possible so I bail on my family and rush out the door to fix a problem that could have waited an hour or two.

The Ego Boost

We've all had the conversation at the shop about how many hours we worked, comparing our worst week on call to the other technicians.

"Yeah, I worked 87 hours last week. One night I finished so late that I slept in my van in the parking lot instead of going home."

"Oh, that's nothing! A couple years back, I stayed up for 48 hours straight. I fell asleep behind the wheel, wrecked a company vehicle, and almost died!"

For me, these conversations are all about comparison. I want to be the one who has worked the hardest and done the most. It doesn't matter that it isn't good for me or my family, within my work community I want to be esteemed. I want to be #1, or at least pretty high up the food chain. That way I can know that I am secure within my social group.

The Cure: Making Your Work About Others

Many of these challenges with my ego become resolved when I make my life about others rather than focusing on myself. This can be hard to see because, especially as a service tech, you are... serving others. So, it can take some work to really figure out our motivations. What helps me is taking a step back and looking at my life. Getting feedback from trusted friends and family can help a lot too.

When it comes to priorities, work goes below family. I have a compulsion to work work work because it serves many of my existential fears—like financial insecurity and disappointing others—while offering a quick little ego boost. I have had to learn to sit with my fears. None of them are entirely true, but like all good lies, contain some elements of truth.

Work in service of others is an overflow of joy. It becomes attention paid to others' needs once you are secure that your own will be met. Instead of feeding on our work to satisfy us, we can give abundantly and bless those we serve.

—Matt Bruner

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ASHRAE Miami Technical Meeting

The Future of HVAC Systems - Increase DOAS Performance Through Liquid Subcooling

ASHRAE Miami Chapter held their Technical Meeting on June 11th, 2024 at 12pm, at the 94th Aero Squadron. 1395 NW 57th Ave, Miami, FL 33126. The meeting presentation was about The Future of HVAC Systems - Increase DOAS Performance Through Liquid Subcooling.

The speaker was Peter Fung, who is the Director of Sales for Addison-HVAC, an Orlando, FL based

manufacturer of Dedicated Outdoor Air Systems, offering complete packaged units with integrated condensing units, air cooled and water cooled, as well as DX split systems.

Peter Fung spoke on what is a DOAS and the impact on ASHRAE IAQ, AHRI Std 920 and ASHRAE std 90.1W. He gave a review of a conventional DOAS, Dedicated Outdoor Air System, configuration and

how Liquid SubCooling increases net cooling capacity while improving EER.

ASHRAE was formed as the American Society of Heating, Refrigerating and Air-Conditioning Engineers by the merger in 1959 of American Society of Heating and Air-Conditioning Engineers (ASHAE) founded in 1894 and The American Society of Refrigerating Engineers (ASRE) founded in 1904.



Gabriel Gonzalez, Jorge Alvarez, Joshua Corredor and Jose Martinez of Integrated Cooling Solutions



Merlyk Hernandez of Cosentini Associates, Andrew Abinader, Cristian Guzman and Francisco Hurtado of Protec Inc.



Tony Arriaga of Protec Inc. Chris Figueras of Evo Air, and Daniel Marrero of Protec Inc.



Jose Gonzales of Protec, John Chaar of Trane, and Alejandro Zan Herrera of Protec Inc.



Cesar Hernan, Jose Ducampo, Ernesto Santana, and Marcel Diaz of Luis Aguirre and Associates



Alfredo Sotolongo Jr of Protec Inc., Jose Martinez of JMM Consulting, Pelayo Calante of TLC, and Alfredo Sotolongo of Protec Inc



Sonia Arranaga, President Elect, ASHRAE Miami spoke to the members about upcoming events



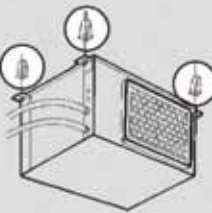
Mike Kapps of Climate Master, Jose Espinoza of V&B International, Jaime Burnat of Saez Distributors, and Nicolas Dicaiano of FSD Engineering




Speaker Peter Fung gave a review of a conventional DOAS, configuration and how Liquid SubCooling increases net cooling capacity while improving EER

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	Winsupply of Lecanto 300 S Kensington Ave Lecanto, FL 34461 Nicholas Gerogiannis ph: 352-244-8324	Winsupply of Bradenton 4822 Lena Rd Bradenton, FL 34211 Paul Davis ph: 941-877-3714	



Air King Ventilation products being displayed by Scott Behanna of Behanna - McLaughlin & Associates

Saez Distributors Hosts Summer Counter Days at their Broward Location

Saez Distributors hosted several Summer Counter Days at their Ft Lauderdale location during the month of June. Vendors were on site showing their newest products. Lunch and refreshments were provided. Special thanks to all the vendors who participated in the counter days.



Jeff Beatty and Evielo Mata working together at the DiversiTech table



Scott Kuschel of Miami Tech and Grill Tech displaying some of the products they manufacture



Fernando Ramirez of Nest Pro showing new products to enhance the connected home



Johanne Bueno of J. Nichols and Associates giving several product demonstrations



Ryan Reynolds of EV Dunbar revealing the new TitanMAX digital manifold



Erik Johns of Resideo discussing many new thermostat features



Michael Williams of the Barksdale Sales Group with US Motors solutions



Ricardo Lopez of Global The Source with their newest product, the Universal Capacitor Mount



Glenn Paetow of Allied Air answering Ducane equipment technical questions



Angela Garcia of Shupe, Carboni & Associates ready to assist with Friedrich Ductless Systems



Fidel Martinez of Copeland with many Sensi thermostat options to choose from



Andres Ponce of AMP Strategic answering question about products from Rectorseal and Fieldpiece



Jonathan Freyre of Cain Sales Company featuring Pipe Prop



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Johanne_13@hotmail.com

Chris Novak
Cell: 321-795-3269
Chris.Novak@prodevreps.com

NAVAC Introduces New Digital Manifold Gauge



Lyndhurst, NJ – NAVAC, has launched its NX1 NEXUS Digital Manifold Gauge, an innovative solution that combines advanced smart device technology with Bluetooth and wireless connectivity to enhance the diagnostics process for HVAC professionals.

As a smart manifold gauge, NAVAC's NX1 NEXUS wirelessly integrates with the myNAVAC™ App, enabling remote control and monitoring. With Bluetooth connectivity for temperature probes and a micron gauge, it delivers comprehensive insights such as temperatures, pressures and vacuums for versatile applications. Aiming to deliver a superior user interface and experience, the NX1 offers the simplest and most accurate solution for diagnosing and monitoring HVAC/R systems. The NX1 NEXUS Digital Manifold gauge caters to a wide range of needs with four operation modes:

- **Manifold Mode:** Designed to resemble a traditional manifold gauge, the NX1's intuitive interface ensures a seamless transition for users familiar with analog gauges. Its digital backlit display offers clear and easy-to-read measurements. All essential data, including pressure and temperature readings, as well as SH (SuperHeat) and SC (SubCooling) calculations, are conveniently displayed on a single screen, showcasing the product's smart design.
- **Leak Test Mode:** With the high side of the manifold gauge connected to the system, users can access live wireless pressure readings and track pressure changes over time. The same option can also be monitored through the myNAVAC™ App.
- **Evacuation Mode:** Enable wireless readings by connecting to NMVIS NAVAC Premium Micron Vacuum Gauge, allowing users to monitor evacuation status directly through the NX1 or myNAVAC™ App.
- **Decay Test Mode:** With a wireless vacuum gauge, the NX1 enables automation and easy monitoring of the vacuum decay at any point of the system, not just at the manifold connecting location. A "PASS" or "FAIL" is displayed at the end of decay time for a quick and easy assessment.

The NX1 NEXUS is built with an aluminum

body and is covered in durable double-molded rubber, making it impact-resistant and designed to withstand field challenges, ensuring prolonged, resilient work experience. The foldable hidden hook enhances portability, while its Class 0.4 accuracy and clear digital display offer precise readings. A 1/4 turn ball valve is designed for better user experience and durability.

The NX1 NEXUS is A2L ready and currently compatible with 72 types of refrigerants which can be updated via the myNAVAC™ App.

"We are thrilled to launch the NX1 NEXUS Digital Manifold Gauge, which showcases NAVAC's commitment to continuous HVAC innovation by integrating advanced smart device technology," said Keith Keller, Director of Sales at NAVAC. "This launch represents a significant step forward in providing better testing instruments to HVAC professionals, providing them with comprehensive insights and remote monitoring capabilities."

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 748,688 units in April 2024, changed +5.1 percent compared to 712,049 units shipped in April 2023. U.S. shipments of air conditioners changed +3.6 percent, to 434,239 units, compared to 418,975 units shipped in April 2023. U.S. shipments of air-source heat pumps changed +7.3 percent, to 314,449 units, compared to 293,074 shipped in April 2023.

Year-to-date combined shipments of central air conditioners and air-source heat pumps changed -4.4 percent, to 2,724,197, compared to 2,848,973 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed -3.8 percent, to 1,525,824 units, compared to 1,585,783 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed -5.1 percent, to 1,198,373, compared to 1,263,190 units shipped during the same period in 2023.



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Chris Erickson Joins Leone Green & Associates

Leone-Green and Associates is pleased to announce the addition of Chris Erickson to their sales team. Based out of Port Saint Lucie, Chris will be covering the Central Florida area, serving the Orlando and Daytona markets.

Chris will be working with their vendors and distributor partners to maximize opportunities available throughout the territories. He will focus on direct interaction with contractors, and engaging wholesale distributors creating pull through sales for their vendor partners.

Chris brings eleven years of HVAC/R sales experience to the Leone Green organization. His experience and skills set are a perfect match for their evolving



Chris Erickson

agency. Chis graduated from Freed Hardeman University with a bachelors degree. He is married, with three children, and enjoys fishing, golf, and pickle ball in his leisure time.

Leone Green and Associates was founded in 1981 and represents some of the top manufacturers throughout the Southeast US and export markets. Leone Green offers a wide assortment of products to HVAC, Refrigeration, Insulation, Sheet Metal and Export Wholesalers.

Please welcome Chris Erickson, the newest seasoned pro, to the Leone Green manufacturers representative agency. His contact information is: cerickson@leonegreen.com and cell: 561-255-7514.

HARDI Distributors Report 10.8% Revenue Increase in April

COLUMBUS, June 3, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 10.8% during April 2024. The annual sales growth for the 12 months through April 2024 is an increase of 2.2%.

“10.8% is the best monthly gain since November 2022, but that needs some clarification,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “April this year includes two more billing days than April of 2023. We estimate the sales gain would have been closer to 1% 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 April. “The DSO for April was at the midpoint of the post-Covid range for April from 40 to 42,” said Loftus. “The stability of DSO after eleven rate increases is one example of why the Fed can be stubborn with their battle against inflation.”

The performance of our annual sales growth is another indication that members of the Federal Open Market Committee can maintain their effort to wring out inflation without risking recession. “It looks like the cycle has bottomed”, said Loftus. “The annual pace of existing home sales has been about flat for five months and now the number of home listings is starting to improve. Single unit permits are increasing. If that was not enough to boost our annual sales growth rate, the weather should help with easy temperature comps for much of the country during May and June.”

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 members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staff.



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Performance Pointers

By James Ball



Make Summer Chaos Payoff Next Winter

Introducing the Air Conditioning Triage

Yesterday I cut the grass. Because my schedule has been so busy the last few weeks, cutting the grass has not been a priority. That changed once the neighbors couldn't see my house anymore. I was up early, changed the blades on the mower, and then headed out into our yard to get it trimmed. After a couple hours and several large cups of water, it was done and our yard looked half decent. Because of the heat, I hurried through the task. The yard does not look perfect but it passes our Home Owners Association (HOA) inspection. It isn't my best work, but in a grass-cutting-triage sort-of-way it will do for now.

Most of you probably have full service schedules for the next week with equipment change outs scheduled a few weeks out too. Those cool winter months when you were looking for ways to keep your technicians and installers busy are gone. Now work is everywhere! The problem is you can only work a limited

number of hours each week. The chaos that occurs sometimes keeps us from working smarter and we get heat blinded, turning into "Triage Technicians." The "just get them cooling" mantra takes over and you miss opportunities to truly improve your customers indoor comfort.

Assessing the Situation

Summer happens every year, why not make a plan? Spend time during early spring to develop policies and procedures with your staff. Detail items like:

- Determine the max number of calls your dispatcher allows per technician per day.
- Have a policy to take care of your maintenance customers when they have a service issue.
- Develop a plan for taking on new customers.
- Make sure your technicians have a great diagnostic process.
- Identify emergency repairs and repairs that can be scheduled in the future during the slower shoulder

months.

- Check to make sure your technicians have tools in good working order.
- Stock your trucks and never send a technician to a supply house, please.

The important thing is to have the details worked out. Help your team perform like a well-oiled machine.

Common Quick Fixes

We know there are a common set of repairs for almost half of the service issues our technicians triage. In my business, a large portion of calls came down to capacitor failure, condensate leaks, and lack of maintenance. Train your techs on proper diagnostic techniques for these common failures, then have a way for them to price and even bundle these repairs. In other words, don't have 25 different prices for a capacitor replacement. Have one or two preplanned prices so the technician can easily present the price and make the repair.

Develop a quick and easy way to mount capacitors in the cabinet and have the technician trained on a quick procedure to replace and mount. Also, consider bundling repairs. If you change a capacitor, have a price that includes other electrical components, like the contactor, so future service issues are resolved now.

Have a standard for properly installing condensate drains and train your technicians. Many drain issues are caused from an improper installation. Teach your technicians so they aren't afraid to just replace the drain. Drain material is inexpensive and results in a better job for your customer. If the equipment can't cool without a full tune up, send your maintenance technician over to complete the cleaning, so you can move your triage technician on to the next call. Keep your triage technician diagnosing and correcting failures.

Importance of Documentation

If technicians have a weakness, it is paperwork or documentation. Hot sweaty people have a hard time writing out a service invoice which means crucial information is often missing. Have documentation methods as easy as possible for the tech and that are simple for the homeowner to understand. Whatever software or paper invoicing you use, make sure there are checks to get vital information. Most wording can be replaced by a picture. Think about developing a process like this:

- Have your technicians take pictures of model and serial numbers.
- Then take pictures of the needed repair and when they finish get a picture of the completed repair
- Make sure your software will integrate these pictures into the invoice so your homeowner can see the fine work your technician is doing.

The invoice is the only evidence a homeowner has that the job was done. So, make sure the process for developing the invoice is efficient and complete.

Communicating with the Customer

Initial communication with a customer sets the expectation. Many times, my dispatcher would say 'Ms Jones, we have you on the schedule for 8:00 am tomorrow morning'.

Now 8:00 am for Mrs. Jones meant 7:45. But 8:00 am for my dispatcher meant after I get to work at 8:00 am I will dispatch a technician to your home. So what she actually meant is the technician may not arrive until 8:45. This is so disrespectful to the homeowner and is just one way we set poor expectations.

Set reasonable expectations and then work hard to exceed those expectations. Be honest and open in communication with customers. Honesty teaches the customer they can trust you. Earn their trust. If a technician gets behind schedule, inform customers up front about the delay so they can rearrange any conflicts. Customers will be more accepting of the delay if they are notified ahead of time. Never call a customer with a 2:00 pm appointment at 2:05 to say your technician is two calls behind.

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SFACCA June Dinner Meeting

Topic: Sweating AC Ducts



Luis Chinaea of Saez Distributors, Hernando Ramirez of Google Nest, Jaime Bernat of Saez Distributors, and Andres Ponce of AMP Strategic

The SFACCA June Dinner Meeting was held on June 5th, at 5:30 p.m. at Tropical Acres in Ft Lauderdale. SFACCA invited Jeff West, the local field technical consultant for Lennox, who discussed the problem of sweating air ducts.

In August, SFACCA is hosting their annual Inspector Night in Broward at Galuppi's on the 7th at 5:30pm and in Miami at The Tank Brewery, on the 14th, at 5:30pm. This always popular annual forum is designed to encourage dialogue between city and county inspectors and contractors regarding areas of mutual concern and interest.



Jourdin Metellus and Wilord Metellus of Kleanon Air



Guest speaker Jeff West of Lennox, Dustin Petty of Airmax AC, and Albert Barcia of Lennox



Tony Ferrara of Ferrara's Air and Christian Bhim of Germaire



Casey Mullins of AMI Air Conditioning, Mathew Arlick of Dusti's Airduct Cleaning, and Jeremy Altman of Pride Air



Chris D'Attile and Gregg D'Attile of Art Plumbing, Air & Electric



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



There was a large turnout for the SFACCA June Dinner Meeting



Jeff West, the local field technical consultant for Lennox, discussed the problem of sweating air ducts



Tropical Acres prepared a delicious buffet that everyone enjoyed



Jeff West of Lennox suggested to look at the conditions in the attic for duct sweating



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Tuesday, July 2

T-1 North Miami
T-8 Fort Myers

Wednesday, July 3

T-2 N. Fort Lauderdale
T-10 Naples

Tuesday, July 9

T-3 South Miami
T-11 Cape Coral

Wednesday, July 10

T-5 West Palm Beach
T-12 Port Charlotte

Thursday, July 11

T-6 Fort Pierce
T-14 Sarasota

Tuesday, July 16

T-7 Mid Miami
T-15 East Tampa

Wednesday, July 17

T-9 Delray Beach
T-16 West Tampa

Thursday, July 18

T-20 Sunrise
T-21 Tallahassee

Tuesday, July 23

T-22 Ocala
T-18 Jacksonville

Wednesday, July 24

T-19 Daytona
T-23 St. Petersburg

Thursday, July 25

T-17 Orlando

MEET OUR EXPERTS:



Marlon Perez - Target Sales
Marlon has been in the HVAC industry for 5 years and is excited to be working with the Target Sales family of manufacturers.



David Waugh - Target Sales
David is Vice President for Target Sales. He has done HVAC contractor trainings for 11 years.



Chris Craft - Target Sales
Chris was an HVAC Service Tech for 10 years before transitioning to wholesale distribution. He has been conducting HVAC trainings with Target Sales for 3 years.

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Message from FRACCA President Will Barnes



Florida is no stranger to hurricanes and other natural disasters. The Atlantic Hurricane season occurs each year from June 1 through November 30, with a historical peak of the season beginning in September. Being prepared before the storm is wise, but how can you protect yourself after a disaster strikes? FRACCA wanted to provide you with some friendly reminders for the upcoming hurricane season. Please pass these along to your employees, fellow contractors, and especially your customers so they are not caught off guard and not prepared. Don't become a statistic. Protect your business by developing a business disaster plan.

- Develop a Plan of Action for handling disruptions that is shared with employees & practiced through exercises.

- Minimize Impact to Essential Operations, increasing opportunity to continue to operate.

- Protect Data & Information to ensure decisions can continue to be made for organization recovery.

- Increase Reliability by proving your organization's ability to mitigate all hazard conditions.

- Protect Market Share & Minimize Financial Losses by proactively planning & accounting for recovery resources before they are needed.

- Gain Industry Recognition by promoting preparedness with suppliers & client

Here are some Consumer Tips for Hurricane Season

Use Only Licensed Contractors To Perform Work On Your Hvac System

Home and Business Repair & Contractors

One of your most critical post-disaster recovery issues may be the hiring of a competent, licensed contractor. The Florida Refrigeration Air Conditioning Contractors Association (FRACCA) along with DBPR offers the following suggestions:

1. Watch out for "fly-by-night" contractors who take deposits and do not do any work. Never deal with any contractor soliciting work at your house.

2. Deal only with licensed and insured contractors. Verify that the license is current and active. Florida Disaster Contractors Network - DBPR is a founding partner of the Disaster Contractors Net-

work (DCN), a contractor-verified clearinghouse to connect individuals with building professionals to address storm-related construction and repairs. Once homeowners are safely able to assess their home repair needs, they are encouraged to log onto DCNOnline.org and search by county for a list of Florida-licensed contractors providing these services in their local community.

3. Ask for and check references of previous customers.

4. Get at least three estimates. Be certain the estimates are itemized and for the same work.

5. Avoid a contractor who asks for advance payment in full. Pay upon completion or as the work progresses. Always avoid paying in cash.

6. Avoid contractors who ask you, as the homeowner, to obtain the building permit, or state they can save you money by not obtaining a permit for replacement equipment. Remember, a 3rd party inspection to ensure installation was per building code is a service provided with the permit. It's for your protection.

7. Beware of any contractor who tells you that extensive or structural repairs do not require a permit.

8. Take your time when signing a contract and consider asking a knowledgeable friend, relative or attorney to review it before you sign. Make sure the warranty information is included in the contract.

9. Require the contractor to supply a final affidavit indicating that all subcontractors and suppliers used on the job are paid in full. Ensure that the work is inspected by the building department before final payment if a permit was required.

10. Understand that during a declared emergency, anyone who does work without a license may be subject to prosecution for a 3rd degree felony and fines of more than \$5000. Contact the State of Florida, Department of Business and Professional Regulation (www.myfloridalicense.com) if you encounter anyone soliciting your business that is not licensed.

DBPR works to ensure precautions are taken to protect the communities, critical infrastructure, and general welfare of Floridians. DBPR's Emergency Information Page is continually updated during a

State of Emergency with executive orders, agency emergency orders, and other updates pertinent to Department stakeholders. Please visit this page for updates during the course of the State of Emergency associated with hurricanes.

Generator Usage During And After A Storm:

Using a generator in the aftermath of a disaster can be a useful tool to keep power on until power lines are restored, but generators must be used safely. Improper generator use can result in deadly carbon monoxide poisoning, electrocution or fires. Always follow the directions supplied with your generator.

Use Generators Safely:

- To avoid electrocution, keep your generator dry and do not use it in rain or wet conditions. Keep it on a dry surface under an open canopy-like structure, such as under a tarp held up on poles. Do not touch a generator with wet hands.

- Remember to turn your generator off before refueling and allow it to cool for 15-20 minutes.

- Store fuel for the generator in an approved safety can. Use the type of fuel recommended in the instructions or on the generator's label.

- Plug appliances directly into your generator, or use a heavy duty, outdoor-rated extension cord that is rated (in watts or amps) at least equal to the total of the connected appliance loads.

Prevent Carbon Monoxide (Co) Poisoning:

- Never use a generator indoors. Keep running generators at least 20 feet away from your building and downwind from all windows, garages, vents and doors.

- Install CO alarms in central locations on every level of your business to provide early warning of any buildup of carbon monoxide. Test the batteries at least every six months and replace as needed.

- Opening doors and windows or using fans will not prevent CO buildup. CO cannot be seen or smelled, and it can rapidly lead to full incapacitation and death. If you start to feel sick, dizzy or weak while using a generator, get to the fresh air immediately and call 911.

Smart condensate pump available in 115V or 230V

Vertical type 1/2 gallon leak-proof, rustproof, ABS water tank. With a 15' or 20' shut-off head and 3/8" OD barbed discharge adapter.

Built-in check valve and 3 drain holes.

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Stainless Steel motor shaft with a

6' power cord and 20 ft. tubing (optional)



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Tropic Supply Demo Days Nu-Calgon: Learn How To Prevent and Treat White Slime

During the month of June, Tropic Supply hosted several Demo Days with Nu-Calgon on how to prevent and treat White Slime. Tropic customers learned how to save time and money by learning how to prevent and treat clogs and costly overflows caused by white slime.

Nu-Calgon suggests cleaning the indoor coil at the time of installation, which can minimize opportunities for biological growth and how regular maintenance can help reduce white slime from growing and also prevent condensate problems before they begin. Products recommended for white slime included DrainSolve, which can clear clogs on contact and Nu-Calgon's non-corrosive, enzyme

based PowerZyme drain line treatment that will help address future clogs and issues for up to three months. The three Nu-Calgon representatives for the Demo Days were:

Alexis Terzado, who brings over 30 years of experience in the HVAC/R distribution industry, ranging from warehouse operations to outside sales in Florida. With a passion for innovative products, he has trained professionals across the state and is well-versed in the challenges contractors encounter daily. Today, he specializes in HVAC/R equipment sales and training, dedicated to assisting customers in finding solutions through Nu-Calgon products.

Steve Dover, has been in sales for 30 years.

He started in residential HVAC sales in 2000 and switched to wholesale two and a half years ago. He lives in Palm Harbor and his Nu-Calgon territory is Naples to Tallahassee along the west coast. He has been with Nu-Calgon since September of 2022.

Jody Long has worked with Nu-Calgon for the last 18 years as an Account Manager. Prior to Nu-Calgon, he worked for 12 years with a major HVAC/R wholesaler. In the last 18 years with Nu-Calgon, Jody has trained more than 5,000 technicians/ contractors on the latest tools and techniques for maintaining HVAC/R systems.

Visit www.tropicsupply.com/eventscalendar for upcoming training and events.



Alexis Terzado of Nu-Calgon,
Todd Poirier of Tropic Supply, and
Pierre Oscar of Pierre Services



Kato Cruz and Will Mosquera of CTRS
with Alexis Terzado of Nu-Calgon



Tropic Supply Nu-Calgon Demo Day
at T-9 Tropic Supply in Delray Beach



Alexis Terzado of Nu-Calgon with
Levy Vincent of Commercial Cooling Concepts
and Joseph Giliberti of Tropic Supply



Alexis Terzado of Nu-Calgon
giving product demonstrations at
Tropic Supply Demo Days



Ernesto Colqui of Colqui Service
with Alexis Terzado of Nu-Calgon



Jeffrey Fetzer of Miami AC Filters with
Alexis Terzado of Nu-Calgon and
Brianna Davis of Tropic Supply



Tropic Supply Nu-Calgon Demo Day
at T-7 Tropic Supply in Mid Miami



Brianna Davis of Tropic Supply,
Alexis Terzado of Nu-Calgon, and
Oscar Osorio of Tropic Supply



Ronald Morales of Alfresco Air Conditioning,
Alexis Terzado of Nu-Calgon, and
Brianna Davis of Tropic Supply



Alexis Terzado of Nu-Calgon with
Nilberto Cohen of Today Cooling



Tropic Supply Nu-Calgon Demo Day
at T-20 Tropic Supply in Sunrise



Alexis Terzado of Nu-Calgon with
Rafael Ramirez of Tropic Supply and
Nelson Salamonka of Cooling Controls



Great turnout for the Nu-Calgon Demo Day
at T-2 Tropic Supply in North Ft. Lauderdale



Tropic Supply Nu-Calgon Demo Day
at T-2 Tropic Supply in North Ft. Lauderdale

RefriAméricas 2024 Coming This Month To Miami with Over 100 Exhibitors and a Comprehensive Academic Program

Miami, FL – RefriAméricas, the leading event for the HVAC/R industry in Latin America, is pleased to announce the opening of online registration for the 2024 edition, which will take place from July 24 to 25 at the MACC Airport Convention Center.

This year, the event celebrates its 20th anniversary and will feature over 100 exhibitors and a comprehensive academic program designed to offer a unique experience to all industry professionals.

We invite all interested parties to register online quickly and easily through our official website www.refriamericas.com. Secure your spot at this highly anticipated event and access detailed information about the exhibitors, academic sessions, and more.

RefriAméricas 2024 marks the 20th anniversary of this landmark event, solidifying its position as the most important meeting point for the HVAC/R industry in Latin America. Over these two decades, RefriAméricas has been a cornerstone for innovation, education, and networking, bringing together industry professionals and leaders to share knowledge and experiences.

This year, RefriAméricas will bring together over 100 leading industry exhibitors who will showcase the latest innovations and technologies in air conditioning, ventilation, and refrigeration. Attendees will have the opportunity to explore a wide variety of products and services, establish key contacts, and discover advanced solutions for their projects. The academic program at RefriAméricas 2024 has been carefully designed to provide up-to-date knowledge on the latest trends in HVAC/R. Some of the key topics include:

- **Energy Efficiency and Sustainability:** Strategies and technologies to improve energy efficiency and reduce environmental impact.
- **Technological Innovations:** Applications of IoT, artificial intelligence, and augmented reality in HVAC/R systems.
- **Indoor Air Quality:** Advanced filtration and air purification solutions to improve occupant health.
- **Automation and Control:** Building management systems (BMS) and residential automation.
- **Regulations and**

Compliance: Updates on environmental regulations and sustainability certifications.

- **Case Studies and Best Practices:** Practical examples and experiences from industry leaders.

In addition to the academic sessions, the event will offer interactive workshops, live demonstrations, and numerous networking opportunities, creating an ideal environment for learning and collaboration.

We are pleased to announce the launch of PFP Américas as a co-event within RefriAméricas 2024. This new event will focus on plumbing and fire protection systems, offering attendees a comprehensive and updated view of innovations in these complementary areas.

Don't miss this opportunity. Register now and

get ready to discover the latest innovations, learn from experts, and connect with professionals from around the world. For more information and to register, visit www.refriamericas.com

RefriAméricas is the leading event for the HVAC/R industry in Latin America, organized by ACR Latinoamérica and Latin Press Inc. With nearly two decades of experience,

RefriAméricas offers a unique platform for education, networking, and innovation. ACR Latinoamérica is a specialized magazine that provides technical and current information for HVAC/R professionals in the region. Latin Press Inc. is a renowned communication and events company that organizes some of the most important events in various industries across Latin America.



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

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A: Mounting pin designed to fix the width and stabilize the base
B: Rubber strips included to minimize vibration
C: Filter rack with stopper to fix filters in place

FEATURES:

- No assembly required
- **Foldable structure design to save shipping and storage space (Patent Pending)**
- Standard depth 22"
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- Filter rack included
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- Ultra heavy duty galvanized steel:
 - Frame: 2"x2"x1/8" Galvanized angles
 - Filter Rack: 1"x1"x16 gauge galvanized angles
 - Leg: 1-1/2"x1-1/2"x16 gauge galvanize tubing18", 24" and 36" heights available

Part #	Width (W)	Height (H)	Depth (D)
AHS-18HD	14-24"	18"	22"
AHS-24HD	14-24"	24"	22"
AHS-36HD	14-24"	36"	22"

Custom heights available upon request



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First five fish and biggest catch was Steele Holman, Jim Holman, and John Sterling of Johnstone Supply Ware Group with a 63.3lb Kingfish and 64.6lb Wahoo



Brian Malloy, Cade Pavlakos, Callen Pavlakos, of Malloy Air Conditioning caught a 2.4lb Dolphin and 27.4lb Kingfish



Caught in the rain was Randy Poulette of Randy Poulette Air Conditioning with a 7.6lb Kingfish catch



Amanda Roldan (right) of EDS Air Conditioning caught a 14.3lb Kingfish



A dock photo of CMi Air Conditioning who caught five Kingfish



Alexa Lee, Kelly McCann, and Steve Sparks of PBACCA at the weighmaster scale and making it all happen



Third Prize was awarded to Mike Skles of CMi Air Conditioning with his catch of a 28.4lb Kingfish



Kingfish • Dolphin • Wahoo
Tournament - Rivera Beach Marina
June 8th, 2024

There was a cloudy sky, calm sea, and simply just another day in paradise for the High-E-Fishin-Sea XXXII event. The Palm Beach Air Conditioning Contractors Association's 32nd annual Kingfish, Wahoo, Dolphin Tournament, was held at the Rivera Beach Marina on June 8th. Special thanks to the Riviera Beach Marina for hosting and Rafiki Tiki catering a successful event.

The Tournament was a great deal of fun for those who attended! 15 boats participated, with 50 fishermen. More than \$2,000.00 was raised for the Maurice J. Jacobson Scholarship Fund, exceeding our expectations. We are delighted and these earnings will go directly for scholarships to be awarded this year.

PBACCA President Kelly McCann, and Past President Steve Sparks, served as weigh masters for the tournament this year.

Trifecta winner was Steele Holman of Johnstone Supply Ware Group. Several great raffle prizes were awarded. The Grand Prize raffle of a 65" flat screen TV was won by John Pollak of CMI, and was sponsored by Dale Vernatter.

1st place trophy went to Steele Holman of Johnstone Supply Ware Group with his catch of a 64.6lb kingfish. 2nd place went to Angela Soland of RGF Environmental with her catch of a 30.7lb kingfish. 3rd place went to Mike Sklies of CMI Air Conditioning with his catch of a 28.4lb kingfish. Special thanks to all the sponsors that made this years PBACCA fishing tournament possible. Shirts provided by Tropic Supply. Hat sponsor was Unifirst.



It was a great turnout for the PBACCA Kingfish, Dolphin, and Wahoo Fishing Tournament in Rivera Beach



First Prize was awarded to Steele Holman of Johnstone Supply Ware Group with his catch of a 64.6lb Wahoo



Jr Angler was awarded to Ryan Skles of CMi Air Conditioning with his catch of a 17.4lb Kingfish



Angela Soland (left) of RGF Environmental Group caught a 30.7lb Kingfish which gave her 2nd place and Lady Angler award



CMi Air Conditioning caught five Kingfish with two big ones at 28.4lb and 27lb and Jr Angler Ryan Skles with a 17.4lb Kingfish



Nick Davis, Austin Mettler, and Andrew Hofstrand of EDS Air Conditioning with an 8.0lb Kingfish catch



Everyone came back with a nice catch from RL Kaylor Air Conditioning



The Captain and Crew of Malloy's Air Conditioning



Second Prize and Lady Angler was awarded to Angela Soland of RGF Environmental Group with her kingfish catch of a 30.7lb Kingfish



Calcutta Winner was awarded to Steele Holman of Johnstone Supply Ware Group with his catch of a 64.6lb Wahoo

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Accreditation Announcement Palm Beach State College

HVAC Excellence is pleased to announce that Palm Beach State College in Lake Worth, Florida has been granted programmatic accreditation of their HVACR Technology Program.

In 1933, with unemployment at 25.2 percent, Franklin Roosevelt was inaugurated as the 32nd President, Albert Einstein emigrated to the United States, and Florida opened its first community college, Palm Beach State College. While much has changed in the nearly 100 years since its founding, the college's mission of providing a comprehensive education remains steadfast.

With overwhelming change underway in the HVACR industry, the faculty and staff sought to assure their employer partners that their program was staying current with these developments. To validate that their program met nationally established standards, they decided to pursue third-party accreditation.

Programmatic accreditation, an independent, non-governmental third-party review, ensures that educational programs meet and exceed established standards of excellence. These standards guarantee that students receive the highest quality training necessary for success in the industry.

Accreditation standards cover the program comprehensively, including mission, administration, finances, student services, instructional design, program elements, facilities, equipment, cooperative training, and instructor qualifications. Rigorous examination of these standards assesses compliance with criteria for quality and effectiveness.

Achieving programmatic accreditation involves

submitting a comprehensive self-study demonstrating compliance with all required standards. The accreditation review board compares the self-study to accepted standards. Upon approval, onsite evaluation assessors visit the school to verify compliance with established standards.

Benefits of Programmatic Accreditation

- Assurance that the program meets industry standards.
- A powerful recruitment tool to boost program enrollment.
- Ensures course and program validity, easing the transfer of credits.
- Provides a goal-setting path for self-improvement and program growth.
- Assists in establishing articulation agreements with educational and industry partners.
- The Mechanical Service Contractors of America "MSCA" has named HVAC



Excellence as its partner for technician recruitment.

- Through an articulation agreement with the United Association of Journeymen and Apprentices, Graduates may be eligible for advanced placement opportunities into their apprenticeship program.
- Accredited programs are listed in a public directory.

Learn More About Accreditation

For further details on standards, the accreditation process, and a comprehensive list of accredited programs, visit escogroup.org and click on the accreditation link. For more information on Palm Beach State College, and their accredited HVACR program, visit palmbeachstate.edu.

ASHRAE Applauds the National Definition of a Zero Emissions Building

ATLANTA (June 6, 2024) – ASHRAE applauds the U.S. Department of Energy's release of a standardized, verifiable basis for defining a zero emissions building.

The National Definition of a Zero Emissions Building: Part 1 Operating Emissions is a comprehensive guideline aimed at providing a broadly accepted minimum standard for what constitutes a zero emissions building. By setting clear and measurable criteria, this definition offers a harmonized approach guiding both public and private entities in transitioning the building sector towards zero greenhouse gas emissions. Three ASHRAE standards are referenced in the document:

ANSI/ASHRAE/IES Standard 90.1-2022, Energy Efficiency Standard for Sites and Buildings Except Low-Rise Residential Buildings

ANSI/ASHRAE/IES Standard 100-2024, Energy and Emissions Building Performance Standard for Existing Buildings

ANSI/ASHRAE Standard 228-2023, Standard Method of Evaluating Zero Net Energy and Zero Net Carbon Building Performance

"ASHRAE is pleased to be recognized and have our referenced standards acknowledged as guiding tools in this significant milestone to combat climate change by decarbonizing the built environment," said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. "The National Definition of a Zero Emissions Building provides a clear market signal and consistent target, supported by measurable data, to propel the building sector towards a sustainable future."

Part 1 of the definition, focusing on Operating Emissions, outlines three fundamental criteria for zero emissions buildings:

Highly energy efficient: Buildings must demonstrate exceptional energy efficiency, placing them among the top performers in the market or achieving significant reductions in energy use compared to model codes.

Free of on-site emissions from energy use: Zero emissions buildings must eliminate direct greenhouse gas emissions from on-site energy consumption.

Powered solely from clean energy: All energy used by the building must come from carbon-free sources, whether generated on-site or procured from off-site sources.

To ensure compliance, the definition includes detailed methods of measurement and verification. For existing buildings, criteria such as ENERGY STAR scores or measured whole-building energy use intensity are utilized, while new constructions must meet stringent energy efficiency and clean energy standards.

While Part 1 of the definition focuses on operational emissions, Part 2 will address embodied carbon and refrigerant impacts. These elements are crucial in fully transitioning the building sector to zero emissions.

The National Definition of a Zero Emissions Building will be embedded in nearly every green building certification, adopted by leading investors and utilized in federal programs.

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

PBACCA - Palm Beach ACCA Holds Bi-Annual CEU Workshop



PBACCA members in attendance at the 2 Day Contractor CEU Workshop held in West Palm at Brown & Brown Florida

Palm Beach area HVAC contractors look forward every other year to in-person training to obtain their CEU credits for license renewal. PBACCA this year cooperated with Construction Resources Group (Cheryl Harris), the Continuing Education Academy, and FACAA (Apprenticeship Program) to put together the 14-hour workshop.

The program was held at Brown & Brown Insurance's offices in West Palm Beach on June 21-22. Instructors for the Core CEUs were Alex Webb with



Instructor Kelly McCann, PBACCA President and Ops Manager for CMi Air Conditioning discussing Proper AC System Design

Brown & Brown Insurance, Ben McManaway, Leading Edge Safety Group, Dennis Harrelson, OMNI; Chris Clausing, Gold Coast School of Construction. Kelly McMann, CMi A/C, and Bob Volin, Air Design Concepts taught Proper A/C System Design Techniques including Manual LLH, Manual J, and Manual S.

Breakfast, lunch and break sponsors were J.B. Carr, Arco Supply, CRG, and Bank United. Plans are underway for the 2026 program!



Instructor Bob Volin Air Design Concepts taught Proper A/C System Design Techniques including Manual LLH, Manual J, and Manual S



Michael Caro of Bank United with Anthony Pascucci of Sansone Air Conditioning



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ASHRAE Closes Out Successful Annual Conference in Indianapolis

ATLANTA (June 28, 2024) – ASHRAE has closed out a successful 2024 ASHRAE Annual Conference, held from June 22-26 in Indianapolis. The event gathered 2,040 registered HVAC&R and building science professionals and supporters to discuss key topics such as legislative initiatives, building decarbonization, artificial intelligence and more.

Registrants explored more than 80 sessions across eight technical tracks. The top attended sessions are detailed below:

Seminar 19: LIVESTREAM: Farewell VRP: Paving the Way for Indoor Air in the Future of Ventilation and Air Quality

Seminar 41: LIVESTREAM: Advancements of Low GWP Refrigerants

Seminar 39: Simplifying the Electrification of Hydronic Systems

Seminar 42: LIVESTREAM: Changing World for Electric and Thermal Batteries

Seminar 12: How High Can You Get with High Temperature Heat Pumps?

In addition to the Annual Conference, registrants also had full access to the 2024 ASHRAE Conference For Integrated Design, Construction & Operations (CIDCO), held June 24-26 in Indianapolis. CIDCO Seminar 1: AI and Building Performance: An Overview and Practical Application drew strong attendance.

Registration is still available for virtual access to both conferences, which includes technical session quizzes and PDH certificates.

M. Dennis Knight, P.E., BEMP, Fellow Life Member ASHRAE was installed as 2024-25 ASHRAE Society President. During his inaugural address as president, Knight introduced ASHRAE's new Society Year theme, "Empowering Our Work-

force: Building a Sustainable Future." He highlighted the importance of identifying and attracting more professionals to the HVAC&R industry in order to meet growing demand precipitated by world events.

"Over the last several years, we accepted the challenge of being vital players in addressing the most severe threats to our planet in our lifetimes: The COVID-19 pandemic and the climate crisis," said Knight. "That said, our industry is facing its own crisis. One that will hinder our ability to meet the challenges we've accepted, the targets we've set and the commitments we've made. That crisis is with our workforce – or more appropriately, the lack of skilled people like you who have the capability and desire to choose a career in Heating, Ventilation, Air-Conditioning & Refrigeration (HVACR). The truth is, we need more people like YOU. Your skills, your passion and your commitment are what will drive our industry forward and ensure its viability for years to come."

A highlight of the conference was a the 2023-24 Decarbonization Challenge Project Review. Through the Decarbonization Challenge, introduced by Presidential Member Ginger Scoggins, P.E., Fellow ASHRAE, and administered by the Young Engineers in ASHRAE (YEA), selected chapters were awarded grants to assist with the implementation of community-based decarbonization projects. During the livestreamed review session, the nine awarded chapters shared updates and project lessons learned. The Challenge awarded a total of \$65,850, with additional matching funds from partnering organizations of the selected projects and is expected to save 2.3 million kilograms of CO2. Details and photos are available on the Decarbonization Challenge projects.

The outstanding achievements of ASHRAE

members were highlighted during an honors and awards program. In her final State of the Society address, Presidential Member Ginger Scoggins provided an overview of the accomplishments made during the 2023-24 Society Year.

"Reflecting on the past year, we have made significant strides in our efforts to advocate for expanded decarbonization of buildings to reduce greenhouse gas emissions," said Scoggins. "We wanted to provide an understanding of how climate change affects building planning, design, construction and operation and how building decarbonization will be necessary to properly execute projects going forward. I'm pleased to say that ASHRAE committed - YOU committed - to equipping yourselves the knowledge and tools needed to design and operate low-carbon buildings. ASHRAE members worldwide have accepted the challenge of providing meaningful leadership, action, resources, and advocacy to the global built environment. I am very proud of what we have accomplished during this Society Year."

ASHRAE Learning Institute (ALI) offered 8 courses. Top attended courses were as follows:

V in HVAC – Health and Energy Improvements Using the Indoor Air Quality Procedures

Building Energy Modeling Fundamentals and Applications

Variable Refrigerant Flow System Design & Application

All registered attendees, both in-person and virtual, will have access to the virtual conference platform during the conference and 12 months post-conference.

The 2025 ASHRAE Winter Conference will take February 8-12, 2025 in Orlando, Florida. The AHR Expo will be held February 10-12, 2025.

New Bosch Air Purifiers from Home Comfort Division Enhance At-Home Air Quality

WATERTOWN, MASS. – Bosch Home Comfort, a leading source of high-quality heating, cooling and hot water systems, has introduced its latest solution for a cleaner, safer home with the release of its Bosch Air Series Purifiers. Available at select retailers, Bosch Air Purifiers are helping homeowners breathe easy by removing over 99% of air impurities commonly found inside homes.

"Most of us spend the majority of our time indoors and unfortunately, studies from the U.S. Environmental Protection Agency show that the concentration of some pollutants are two to five times higher inside than they are outside," said Divya Darshini Piskala, product manager at Bosch Home Comfort. "This is a scary statistic, but it does demonstrate how important clean air is for our health and well-being. At Bosch, we believe that improving our indoor air quality can help improve our quality of life as well. Bosch Air Series Purifiers are designed to significantly reduce the amount of pollen, pet dander, dust, viruses, and odors we inhale on a daily basis."

Leveraging innovative filtration technology to help remove dust, smog and other respiratory triggers from the air, Bosch Air Purifiers come in three sizes to fit your space, and are capable of improving air quality in rooms up to 2,745 square feet in size (about the area of a tennis court). Whether looking for an air purifier for a small space or large room, each model in the Bosch Air series features easy-to-use controls such as an LED light ring to indicate air quality, a built-in timer and three levels of ventilation regulations; quiet mode operation; and smart sensors to detect dust and automatically adapt to the air quality and room size. For more information, please visit bosch-homecomfort.com/us/en/ocs/residential/bosch-air-series-purifiers-20570912-c/

Allied Air Enterprises Launches Low-GWP Refrigerant for Residential HVAC Products

West Columbia, SC -- Allied Air Enterprises, an industry-leading manufacturer of heating and cooling solutions, announces the launch of low global warming potential (GWP) residential HVAC solutions to meet the 2025 Low-GWP Refrigerant regulations. Significantly reducing the impact of harmful greenhouse gas emissions, the transition to Low-GWP refrigerant is a positive step towards sustainability and protecting the planet.

Allied Air is set to launch an extensive range of HVAC systems powered by the eco-conscious refrigerant R-454B, which reduces global warming potential by up to 78%*. To help transition into this environmentally sustainable set of offerings, Allied Air supports energy savings and sustainable solutions for its direct-to-distributor customer model.

"The launch of our Low-GWP compatible products reinforces Allied Air's strong commitment to the environment and sustainability initiatives," said Angela Chapoy, Vice President and General Manager of Allied Air Enterprises. "Our goal is to create a seamless transition for our distributors and help them achieve compatibility with minimal disruption to their dealers and everyday operations."

As products adapt to comply with new regulatory requirements, Allied Air is meeting the demand for forward and backward compatibility by providing multi-refrigerant air handlers and cased coils that enable the transition from R-410A to R-454B

refrigerant. Multi-refrigerant cased coils ship from the factory ready for R-410A installations and can be field-converted for use with a R-454B system with a conversion kit.

Additionally, the company will provide refrigerant detection system kits, enabling compatibility between existing furnaces and the new R-454B systems to ensure that distributors' inventory remains usable into 2025 and beyond.

Allied Air is committed to offering adaptable solutions and resources to ease the adoption of Low-GWP refrigerants for their distributors. Products will be available for ordering throughout the remainder of 2024, significantly ahead of the 2025 regulatory shift and aligned with customer demand.

*78% reduction in global warming potential when compared to R-410A refrigerant.

Allied Air Enterprises™ serves residential and commercial marketplaces in the United States and Canada with the heating and cooling solutions of industry-leading brands like Armstrong Air®, AirEase®, Concord®, Ducane™, Allied™, Allied Commercial™ and MagicPak®. From concept to production, Allied Air HVAC systems are produced through the design, engineering, high-quality testing and manufacturing efforts employed at five Allied facilities located across North America. Learn about the sustainability initiatives and products at Allied Air Enterprises' newly designed website at www.alliedair.com.



Malco Partners with Elite Trades HVAC National Championship

ANNANDALE, MINN. (June 11, 2024) — Malco Tools, one of the nation’s leading solution developers and manufacturers of a variety of high-quality tools for the HVAC trade, announced today that it is partnering with the ServiceTitan Elite Trades Championship Series (ETCS) to sponsor the 2024 ServiceTitan HVAC National Championship.

During ETCS, top tradespeople from across the U.S. go head-to-head in a series of challenging and skill-testing events throughout the year, culminating in one final round of competition for the top 10 HVAC professionals and top 10 HVAC apprentices in West Palm Beach, Florida, in September 2024. Malco will provide tools for the finalists to use during the championship, where they will prove their skills in a custom-built arena by installing equipment in a short timeframe while being judged on their workmanship, proper tool usage and safety.

“We are excited to help power the exciting ServiceTitan Elite Trades Championship Series to shine a spotlight on the high-quality skills HVAC tradespeople use on the job every day,” said Rebecca Talbot, vice president of marketing for Malco Tools. “HVAC pros are incredibly skilled, and Malco is proud to support a platform that allows them to showcase their expertise in their craft.”

The ETCS program was built to celebrate the importance and incredible range of skills the people in the trades implement every day that keeps the country running. ETCS is dedicated to showcasing the incredible career opportunities in the industry, growing local and national support for all of the trades and developing new platforms that expand the awareness of the amazing stories of the men and women in the trades.

Malco is a strong supporter and advocate of careers in the trades, donating significant quantities of in-kind products and apparel annually to a variety of skilled trade education programs, competitions and events across the country. Malco also coordinates the “Head of the Class” Student Recognition Program that partners with education programs in the U.S. to recognize high-achieving students and entire graduating classes in the HVAC/sheet metal and building construction fields. To date, Malco has reached more than 85,000 trade students through Head of the Class.

For more information about Malco Tools, visit www.malcotools.com. For more information about the ServiceTitan HVAC National Championship, visit www.hvacnationals.com.

Johnson Controls Forms Data Center Solutions Organization To Meet Growing Demand



Todd Grabowski

CORK, Ireland, June 5, 2024 – Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, today announced the creation of a dedicated Global Data Center Solutions organization, focused specifically on operationalizing Johnson Controls’ global scale to provide integrated solutions to data center customers around the world in support of the company’s business segments.

Todd Grabowski, president, Global Data Center Solutions, will lead the Global Data Center Solutions organization, reporting directly to Chairman and CEO George Oliver.

“Over the last few years, we have been investing and building momentum in the data center market to establish Johnson Controls’ leading position. It is clear our offering is resonating with customers, and we are now taking further steps to capture the growth opportunity ahead of us,” said Oliver. “Todd and his team will prioritize offering our full suite of smart building technologies—coupling our unique set of energy-efficient, sustainable, and safe data center solutions with unmatched service—to meet increasing demand and drive Johnson Controls’ continued growth and value creation.”

Johnson Controls’ products and solutions are already widely used in the most demanding data centers in the world. The company has a unique portfolio of integrated solutions that help minimize costs, maximize efficiency, and optimize timing for data center owners.

JCI is well-positioned to capitalize on rapidly increasing demand in the emerging data center market due to its relentless innovation efforts and inherent strategic advantages, including:

- Creating leading technologies around a broad range of air-cooled and water-cooled chillers to support the continued growth in cooling demand;
- Investing in R&D and world-class test laboratories to design, build, test and demonstrate performance of equipment and accelerate the pace of innovation; and

- Building leading domain expertise to provide complete package solutions that drive outcomes while providing service for the entire life cycle of the asset.

“Solving customer problems today and in the future is what we do best at Johnson Controls. We have optimized our investments and solutions to ensure we are uniquely qualified to provide the differentiated outcomes data center customers need and expect from an industry leader like Johnson Controls,” said Grabowski. “Our global footprint allows us to scale and deploy these solutions wherever they are needed and earn long-term connection with those customers through our unparalleled service offerings.”

Grabowski has more than 30 years of experience at Johnson Controls, most recently as vice president and general manager, HVACR. He will continue to lead that portfolio in his expanded role. He holds a Bachelor of Science degree in Electrical Engineering from Michigan State University.

To learn more about Johnson Controls Data Center Solutions, visit: <https://www.johnsoncontrols.com/industries/data-centers>

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

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

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

Visit www.johnsoncontrols.com for more information and follow @Johnson Controls on social platforms.

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Current Administration Approves Major Disaster Declaration for Florida

WASHINGTON -- FEMA announced that federal disaster assistance is available to the state of Florida to supplement recovery efforts in the areas affected by the severe storms, straight-line winds and tornadoes on May 10, 2024.

The President's action makes federal funding available to affected individuals in Leon County. Assistance can include grants for temporary housing and home repairs, low-cost loans to cover uninsured property losses and other programs to help individuals and business owners recover from the effects of the disaster.

Federal funding is also available to state, tribal and eligible local governments and certain private nonprofit organizations on a cost-sharing basis for emergency work and the repair or replacement of facilities damaged by the severe storms, straight-line winds and tornadoes in Baker, Gadsden, Hamilton, Lafayette, Leon, Liberty, Madison, Suwannee, Taylor and Wakulla counties.

Federal funding is also available on a cost-sharing basis for hazard mitigation measures statewide. John E. Brogan has been named the Federal Coordinating Officer for federal recovery operations in the affected areas. Additional designations may be made at a later date if warranted by the results of damage assessments.

Individuals and business owners who sustained losses in the designated areas can begin applying for assistance by registering online at www.DisasterAssistance.gov, by calling 1-800-621-3362 or by using the FEMA App. If you use a relay service, such as video relay service (VRS), captioned telephone service or others, give FEMA the number for that service.

LG Podcast Series Curates Engaging, Meaningful HVAC Industry Conversations and Connections

ALPHARETTA, Ga., June 25, 2024 — HVAC industry leader LG Air Conditioning Technologies USA has launched a new podcast series, "LG Pro Cast," which aims to foster insightful and meaningful conversations within the HVAC industry.

The podcast will bring together industry experts, including Pro Dealers, distributors, contractors, builders, engineers and LG leaders, to share the latest industry trends, valuable advice, relatable and inspiring stories and technological advancements that are reshaping the heating, ventilation and air conditioning industry.

Hosted by LG Air Conditioning Technologies' Terry Frisenda, national business development manager, and Phillip Kriegbaum, manager, business development, LG Pro Cast features engaging conversations amongst the hosts as well as featured professional guests in interview-style discussions.

Timely topics will range from emerging HVAC technologies and trends, heat pump solutions, best practices for load calculations, useful technology solutions, whole-home solutions as well as challenges and opportunities in the HVAC industry. Select episodes will incorporate insights and trends related to other product categories such as energy storage systems and heat pump water heaters, which also support the nationwide electrification movement.

"By offering a diverse array of customer and project stories, delving into new policies or regulations, and sharing light-hearted anecdotes from the field, LG is facilitating engaging conversations that offer invaluable opportunities for connection," said Frisenda. "LG Pro Cast is all about interacting with the trailblazers who are driving innovation in the HVAC industry and having meaningful conversations to help move our industry forward."





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Performance Pointers

By James Ball

(continued from page 20)

Unfortunately scheduling is just one of the common areas where our industry is overpromising and under delivering. Look at the expectations you set for your customers, develop policies that set reasonable expectations, and make sure your team sets themselves up to succeed.

Pre-Selling Off-Season Work Recently my daughter and son-in-law who live a state over, spent a week without air because the compressor on their three-year-old system died. The technician who diagnosed the failure ordered the in-warranty compressor and gave her an invoice for the labor. Almost a week went by without cooling before the compressor was finally replaced. I can't imagine treating customers this way but that is a different issue.

How is it that our industry can ask \$3000 for labor to change out a compressor without any thought to finding the reason it failed? I want to tell my daughter to plan for it to fail again in about three years. This is called air conditioning triage.

Your diagnostic procedure should be a thorough review of the entire system's performance. This is where your technicians should spend a little more time. In my daughter's case, if the tech spent maybe 10 more minutes of diagnostic effort he could possibly prevent a future re-occurrence.

This work could be pre-sold for completion during less extreme temperatures. If it is attic work, your customer will get a much better job when that work is completed during less extreme temperatures. While triage is vital (change the compressor), a thorough understanding of the state of the system (a full diagnostic with a list of repairs) is just as important.

Most likely the problem at my daughter's house is related to airflow. Low airflow caused the unit to flood back and over time the compressor failed. A quick check of the Total External Static Pressure (TESP) would have told the technician what needs to be done. And, these repairs could be scheduled. Scheduled work is always done better than reactionary work and this work would help avoid future breakdowns.

Training and Tools for Technicians

Train technicians how to analyze failures and teach the value of thorough diagnostics. It is the right thing to do for your customers. National Comfort Institute trains technicians to handle airflow issues. Our industry is called "Air" conditioning, maybe your technicians need to understand how vital airflow is. Consider the following:

- Set up routine training for your technicians.
- Review call backs with your technicians.
- Develop training to address the callback and the

reason for it.

- Make sure your technicians have the proper tools and know how to use them.
- Price the triage and the future repairs needed.
- Stress that the future repairs will help you avoid this same situation again.

One other thing: get out there with your technicians. Meet them on calls where you know they may have trouble. Keep a big ice chest full of drinks and snacks. Make sure your technicians know how much you appreciate them and all they do to take care of your customers.

Also, make sure your customer sees you there with them. This indirectly reinforces your technician's recommendations. Mention any shortcomings to the technician and plan some time in the future to discuss them in depth. Encourage and mentor your guys in the field. Resist any temptation to take over the call -- place faith in your technician's ability to solve customer problems. Let them have a win in front of you!

Full Service

Summer season not only causes failures of equipment, it also highlights comfort issues in your customers homes. Every triage call your technician goes on should include recommendations for total system repairs. I would argue that every one of your customers should be on a routine maintenance plan of some sort. At the least your technicians should be offering this for your customers. But there are so many more opportunities than just a maintenance plan. Encourage scheduling of the future repairs by offering a discount if the repair is scheduled or if the repair is pre-paid and scheduled. These future repairs are needed and they are what is best for your customer. Oh and by the way: future repairs are good for your business too.

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

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

RectorSeal® Expands GulfCoat® Corrosion Coating Product Line with Gallon Size

Houston, TX, June 25, 2024 – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, introduces GulfCoat Spray Applied Corrosion Coating – Gallon. GulfCoat Corrosion Coatings products, manufactured by Modine Coatings, provide outstanding corrosion protection from salt spray, UV rays, humidity, and other potentially harmful elements that can cause premature failure of HVAC system coils.

Available in Blue and Clear, GulfCoat Spray Applied Corrosion Coating is water-based and environmentally friendly. GulfCoat sprays evenly without concern for excessive buildup or oversaturation, which can clog vital portals and air passages and reduce the system's energy efficiency. When correctly applied, GulfCoat products penetrate coil fins deeply to provide outstanding protection. After application, a smooth, high-gloss finish limits the damaging effects of dirt and debris buildup on the coil, allowing for easy, routine equipment cleaning.

“By adding a convenient gallon-size of GulfCoat Corrosion Coating to our lineup, we provide customers with flexibility and another way to protect HVAC coils and equipment effectively,” said Karina Eureste, Product Marketing Manager at RectorSeal. “Now it’s easier than ever to have long-lasting protection for projects of any size.”

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 leads CSWI's Contractor Solutions segment.

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

Aspen Manufacturing Introduces New Air Handlers for Manufactured Housing Installations



Humble, Texas, June 24, 2024—Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and commercial heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada, announces the introduction of the new AED and AEU family of electric heat air handlers designed for manufactured housing installations.

The new upflow and downflow AED/AEU air handlers are designed and engineered for optimal performance in air conditioning and heat pump applications. These units stand out with their one-piece cabinet design, offering reduced weight and increased rigidity. With a low-leakage cabinet design and a larger coil area, they accommodate high-efficiency (taller) evaporator coils, meeting performance requirements in copper and aluminum tube coil designs while maintaining overall cabinet dimensions. These new units are AHRI certified with all major OEM condenser brands, meet the requirements of the Inflation Reduction Act (IRA) 25C rebates, and come with a five-year limited warranty with registration.

Additional features and benefits of the new and enhanced AED/AEU units include:

- One-piece cabinet, reducing time and effort when converting airflow orientation in the field
- Option for field-installed or factory-installed heat kits available
- Rail-mounted blower assembly is easily removed for service
- Electrical access on both sides of the cabinet
- Redesigned control panel for improved interface to wiring and components
- Sloped coil shelf for optimal condensate management

“At Aspen, we’re constantly working to develop new products and to enhance our existing products to ensure that we offer customers the highest quality possible,” said Riley Archer, Vice President of Sales and Marketing at Aspen. “The new AED/AEU units offer outstanding features for easier installation, enhanced operation, and routine maintenance.”

Order dates and lead times for the new AED/AEU units are available from your local Aspen sales representatives.” For additional information, visit www.aspen-mfg.com or email info@aspenmfg.com. Founded in 1975 and based in Humble, Texas, Aspen Manufacturing is a leading independent manufacturer of evaporator coils and air handlers under the Aspen and Airmark brands. Aspen's current product offerings include a broad range of residential and light commercial evaporator coils, coils and blowers for manufactured homes, and air handlers sold throughout the United States and Canada by wholesalers and distributors.

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And now these three remain: faith, hope and love. But the greatest of these is love.

1 Corinthians 13:13

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