

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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



**Tropic Supply NAVAC Demo Days: Learn About Cordless, Time-Saving HVAC Tools (see page B4)**



**Johnstone Boynton Hosts Required Training for the Side Discharge System (see pages 8)**



**RefriAméricas, The Leading HVAC/R event at Miami Airport Convention Center (pages B8-B9)**



**RGF® Environmental Group Introduces HALO Connect Innovative Power Module (see page 10)**

## Bosch Acquires Residential and Light Commercial HVAC Business from Johnson Controls and Hitachi



Jeff Schlichenmeyer  
Publisher

Stuttgart, Germany – Bosch, the supplier of technology and services, is continuing its growth course with a strategic acquisition. For its Energy and Building Technology business sector, the Bosch Group plans to take over the global HVAC solutions business for residential and light commercial buildings from Johnson Controls. As part of this transaction, Bosch also intends to acquire 100 percent of the Johnson Controls-Hitachi Air Conditioning (JCH) joint venture, including Hitachi's 40 percent stake. The Bosch shareholders and supervisory board have approved the transaction. Binding agreements on the acquisitions were signed by the parties involved today. The acquisition is subject to approvals from the antitrust authorities. The purchase price for the acquired businesses is 8 billion dollars (7.4 billion euros). The acquisition is expected to be closed in approximately 12 months.

“As the biggest acquisition in Bosch history, this is an important milestone in the systematic implementation of our strategy for 2030. We are dynamically pushing ahead with the strong development of Bosch, and will achieve a globally leading position in the promising HVAC market with this acquisition,” says Stefan Hartung, chairman of the board of management of Robert Bosch GmbH. “In taking this step, moreover, we will strengthen our presence in the U.S. and Asia and achieve a better balance among our business sectors. This is also part of our strategy. In this way, we will open up further growth opportunities and put the company as a whole on a firmer footing.”



Together with JCH, the businesses Bosch intends to acquire generated sales revenue totaling roughly 4 billion euros in 2023, and employ some 12,000 people worldwide. The transaction includes 16 manufacturing sites and 12 engineering locations in more than 30 countries. The product portfolio covers the entire spectrum of HVAC solutions for residential and light commercial buildings, and includes well-known brands such as York and Coleman in the U.S. and Hitachi in Asia, for which Bosch will be granted a long-term license.

go to page B10

## Johnstone Supply Announces Grand Opening of New Store in Doral, FL

**Jacksonville, FL - [August, 2024]** – Johnstone Supply - The Ware Group is excited to announce our newest branch in Doral, FL located at 8975 NW 26th Street, Doral, FL 33172 is now open. This marks a significant expansion in our mission to serve the HVAC/R contractors in Southeast Florida with unparalleled service and support. The new Doral location is the 24th Johnstone Supply – The Ware Group branch in Florida. With over 40 locations in the Southeast, we continue to enhance our ability to provide top-notch HVAC/R products and services to the local communities in Florida, Georgia and South Carolina.

Johnstone Supply - The Ware Group is dedicated to the success of licensed HVAC/R contractors, offering great people, extensive inventory, excellent facilities, and leading-edge technology. Experience The

Johnstone Advantage with unparalleled access to comprehensive HVAC/R products, exceptional customer service, and streamlined ordering. Our efficient delivery systems minimize downtime and maximize productivity, elevating your business to new heights.

### Branch Information

**Location:** 8975 NW 26th Street Doral, FL 33172

**Phone:** (786) 476-7332

**Branch Manager:** Max Castellon  
**Regional Manager:** Max Podell

### Grand Opening Celebration

Join us for our grand opening celebration at the new Doral location:

**Date:** Thursday, September 26th, 2024

**Time:** 11:00 AM- 1:00 PM

The event will showcase over 40 vendors with product demonstrations, special promotions, and will give you the opportunity to meet our team. We are excited to become a part of the Doral community and look forward to serving all your HVAC/R needs.

### About The Ware Group/Johnstone Supply

Johnstone Supply has been a trusted name in HVAC/R wholesale distribution since the 1950s. Johnstone Supply, LLC consists of 450+ branches across the United States. As the largest member of the Johnstone Supply, LLC, The Ware Group is committed to providing superior service and support to HVAC/R contractors across Florida, Georgia and South Carolina, including 8 dedicated locations in Southeast Florida.

For more information, please visit our website at [www.johnstonesupply.com](http://www.johnstonesupply.com)

**Johnstone Supply – The Ware Group**  
10500 Deerwood Park Blvd STE 200  
Jacksonville, FL 32256



**Johnstone Ware Doral Team: Max Castellon, Fernando Burgos, Geo Porras, Oscar Feijoo**

PRSR STD  
U.S. POSTAGE PAID  
WEST PALM BEACH, FL  
PERMIT NO. 4595

TODAY'S AC NEWS  
PO BOX 461821  
Ft Lauderdale, FL 33345





**JOHNSTONE  
SUPPLY**

The Ware Group  
[JohnstoneWareGroup.com](http://JohnstoneWareGroup.com)

**JOHNSTONE SUPPLY - DORAL FL**



**NOW  
OPEN**

**NOW OPEN in  
DORAL, FL**

8975 NW 26th Street, Doral, FL 33172

**THE WARE GROUP**

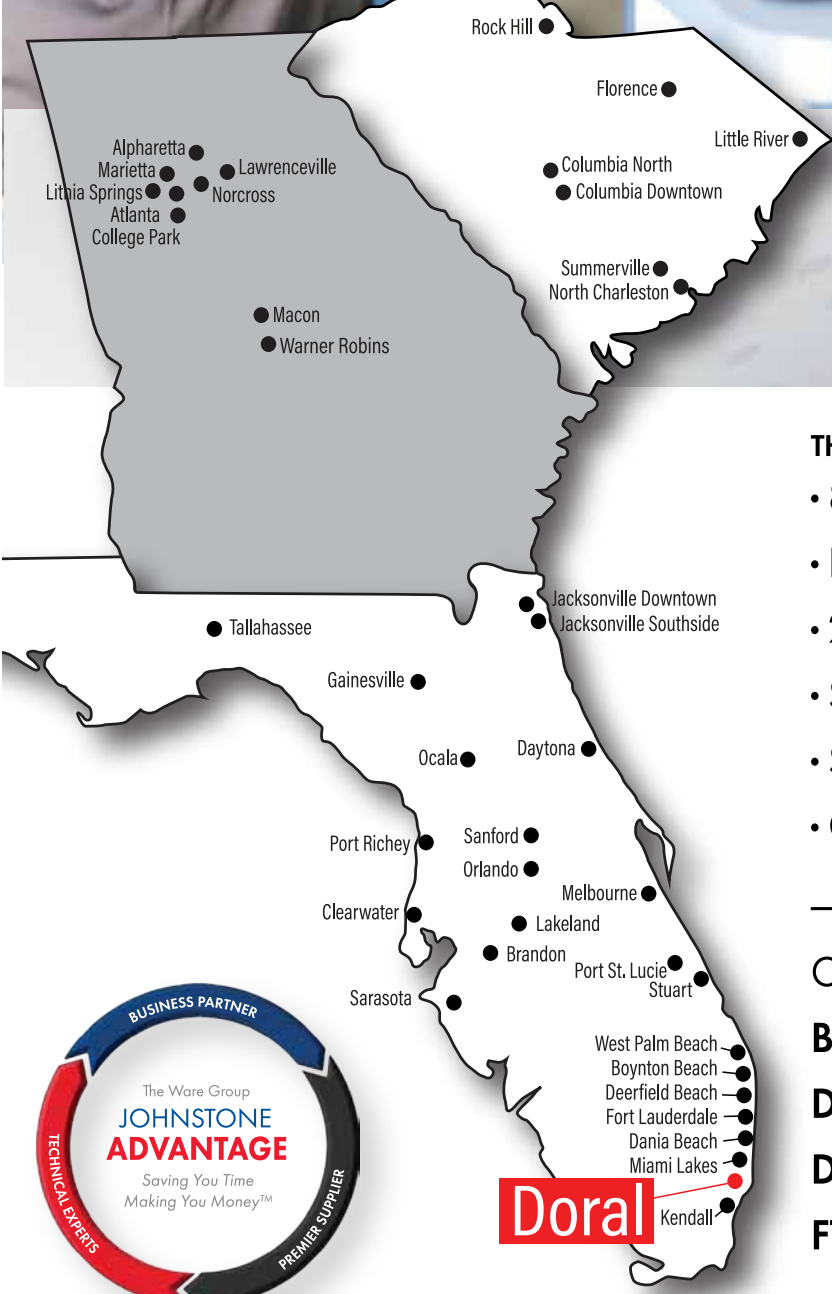
- 8 Convenient South Florida Locations
- Leading HVAC/R Supplier in Florida
- 24/7 Real-Time Pricing & Availability - Online and OE Touch Mobile App
- Serving All Product Segments - Residential, Refrigeration & Commercial
- Strong Team - Our 500+ people are our greatest strength
- Committed to Saving You Time, Making You Money

**Other South Florida Locations**

**BOYNTON BEACH  
DANIA BEACH  
DEERFIELD BEACH  
FT LAUDERDALE**

**KENDALL  
MIAMI LAKES  
WEST PALM BEACH**

[www.JohnstoneWareGroup.com](http://www.JohnstoneWareGroup.com)





# Dumb Summer Service Mistakes

Ruth King's Contractors Cents



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

Reach her at [ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

I will expose the seven dumbest service mistakes I've seen so far this summer. Now that they are in the open, I know that you won't make them. Avoiding these seven mistakes will help you be more cash flow positive AND profitable:

1. Technicians come to the office in the morning instead of going to their first call from their homes. You are scrambling to take care of as many customers as you can. What if each technician could do one extra call per day? This is possible when technicians leave from their homes rather than come to the office and then go to their first call. This extra call per day averages at least \$350 additional revenue per day (or \$7,000 per month). More important, you can take care of one more customer's needs and potentially enroll one more maintenance plan.

The only time technicians should come to the shop is for meetings. And, at the end of the meeting they should know where they are going and be on their way in five minutes. A parts runner (you can afford one, especially in the summer) should pick up service tickets (if you are commercial and bill), checks, and deliver parts needed to restock the truck.

2. Not leaving the second call of the day open. Dispatchers have enough stress when it's busy. Something usually happens overnight and almost always on weekends. By keeping the second call of the day open, these emergencies can be dropped in without having to rearrange an entire day's schedule.

The emergency customer can easily be placed in the second call. All you need to say to that customer is, "Mrs. Customer, our first call of the day is already booked. As soon as the technician is finished with

that call he will be headed to your home/office."

3. Not raising your service rates by at least \$25 per hour. This is the time of year to raise rates. People are less price resistant because they are hot and want to be comfortable in their homes again. For a 30 minute repair, that is an extra \$12.50 in revenue that drops to the bottom line. Your customers won't notice it. Your bottom line will.

4. Technicians don't give customers options. Technicians know they are busy and have enough calls each day to stretch into overtime. Many fear doing a thorough diagnostic of the homeowner's system and talking with the customer about everything they find. The fear is that the homeowner will want everything repaired that day. This might take hours and they feel they are too busy to handle a really long call.

If the technicians don't talk to the customer about everything, they are doing the customer a disservice. If they cannot make all of the repairs, they should be honest with the customer and let dispatch schedule a return trip to make the remaining repairs. Obviously the needed repair will be made that day and there won't be a service charge for the return trip.

If the customer does not approve all of the repairs, the suggested repairs go into a tickler file, either on paper or electronically. The dispatcher contacts the customer when work slows down to schedule the needed repairs. Most of the time the customer is appreciative and schedules the work.

Repair denials happen frequently at the end of the summer season. The customer wants to wait to repair their cooling system next spring. Make sure you put these repairs in your tickler file for next

spring.

5. Fixing the symptom rather than the disease. This is a corollary for #4. If the technician rushes he is likely to discover a problem. However, it may not be the root of the problem. Even though technicians are busy, they should always make the time to do a thorough diagnosis. Otherwise, many more warranty calls, that the company cannot afford, could occur.

6. Not enrolling maintenance customers. Many times the technicians won't talk to customers about maintenance when it is busy due to the fear that they will have to perform the maintenance when they could be handling COD calls. Enroll the customers now. Do the maintenance at your convenience in slower times of the year. If the system needs to be cleaned, the cleaning is performed at regular rates less the discount. Or, if you have maintenance techs, the maintenance technician comes back to perform the maintenance.

7. Not billing. Residential contractors have no excuses. All work should be COD. A sad, real story: A commercial contractor is three months behind in billing because he doesn't have time to bill. A customer gets an invoice for work that was done in 90 days ago. The customer doesn't remember what happened and he thinks, "They waited 90 days to bill me. Payment is not important to them. They can wait 90 days to get paid."

Even though you are busy, you still need to bill within 2 days. Otherwise the pain of heat is forgotten and they may forget how valuable your services are. Avoid these seven mistakes to increase your service productivity and profitability this summer.

## AIR HANDLER STANDS KNOCKED DOWN - IN A BOX - STORES FLAT

PERFECT FOR MULTI-FAMILY  
CONSTRUCTION & CLOSET  
APPLICATIONS

### Contractor Preferred

- Accepts 1" Filters
- Strong 16 Ga. Galvanized Steel
- Holds up to 400 lbs.
- Includes Neoprene Gasket
- Adjustable from 16" to 27" wide

Part #	Knocked Down AHU Stands
004371	17" High x 22" Deep x 16" to 27" Adj. Width
004024KD	24" High x 22" Deep x 16" to 27" Adj. Width
004036KD	36" High x 22" Deep x 16" to 27" Adj. Width

Ask for products made by The Metal Shop  
for all your installations.



Scan QR code  
For a PDF Catalog

Manufacturing the Gold Standard in American Made HVAC Installation Products for 40 Years





# A-Gas Attended the 2024 RefriAmericas Conference in Miami



RHODE, TEXAS, — A-Gas, a world leader in environmentally responsible lifecycle refrigerant management, attended the July 2024 RefriAmericas Conference in Miami, Florida.

Over two days, from July 24-25, A-Gas educated visitors on the benefits of lifecycle refrigerant management practices, from recovery to reclamation or safe destruction. This was an incredible opportunity for HVAC industry leaders to learn about the critical ways we can adopt a circular approach to refrigerant management, helping to deliver the next generation of cooling.

In order to be effectively reclaimed and re-used, refrigerant gases must be properly recovered. Releasing these gases into the atmosphere to dispose of them is not only illegal, but it also eliminates these valuable gases from the supply chain. Through proper recovery and reclamation, refrigerant gases such as HFCs can be reintegrated back into the supply chain. With the influx of legislation prompting the phase-down of virgin HFC production and importation, recovery and reclamation will ensure businesses have a stable supply of high-quality refrigerant gases, even as supply

chains tighten. Furthermore, businesses can sell their used refrigerants for reclamation through refrigerant buyback programs, adding a new revenue stream and incentivizing the move towards a net-zero future.

A-Gas is the world leader in the supply and lifecycle management of refrigerants. Through heavy investment in state-of-the-art recovery and reclamation technology, A-Gas is able to provide businesses with EPA-certified recovery services to facilitate a more circular economy. Businesses looking for ways to better their sustainability practices and contribute to the circular economy can look to A-Gas to provide high-quality reclaimed refrigerant gases. A-Gas offers an extensive line of fluorinated and un-fluorinated refrigerants.

A-Gas experts were available to discuss their product and service offerings that streamline lifecycle refrigerant management. From Rapid Recovery® to Rapid Exchange®, A-Gas brings EPA-certified refrigerant gas recovery and cylinder exchange services directly to their customers.

Plus, through Refri-Claim, A-Gas provides wholesale suppliers and their customers a way to access reclaimed refrigerants and participate in the circular economy. Learn more <https://www.agas.com/us/products-services/refrigerant-services/>

# Transforming HVAC Service Excellence with iFLO Pro



As HVAC contractors, maintaining a stellar reputation while managing warranty issues and reducing callbacks is paramount. The iFLO Pro, our innovative HVAC

drain line solution, is designed to tackle these common challenges head-on. By incorporating the iFLO Pro into your service offerings, you can enhance system performance, minimize warranty claims, and turn potential negative customer experiences into positive reviews, elevating your business to new heights.

## Reducing Warranty Pain Points and Minimizing Callbacks

Warranty issues can be a significant drain on time and resources for HVAC contractors, often translating into substantial financial losses. The average cost of running a no-charge callback can range from \$150 to \$300, factoring in technician labor, transportation, and lost opportunity costs. These expenses quickly add up, impacting your bottom line. The iFLO Pro addresses this by ensuring optimal system performance and reliability, particularly through its advanced formula dispensed into the drain pan. This formula effectively prevents common issues like Zooglea formation, which can cause clogs and system failures.

Callbacks can disrupt schedules, increase operational costs, and impact customer satisfaction. The iFLO Pro's proactive approach to system management helps minimize these disruptions. By preventing issues such as Zooglea formation, which can clog systems and reduce efficiency, the iFLO Pro ensures that HVAC systems run smoothly and efficiently. This not only reduces the frequency of callbacks but also improves the overall reliability of the systems you install, service and maintain.

## Enhancing Customer Satisfaction

Negative customer reviews often stem from perceived issues with contractor workmanship or service quality. One frequent culprit behind these poor reviews is Zooglea formation, which can clog HVAC drains and lead to system failures. Homeowners typically blame the HVAC technician for these problems, not realizing that Zooglea is the real cause. By incorporating the iFLO Pro, which dispenses a formula that prevents Zooglea buildup, you can significantly reduce these issues. This proactive approach ensures smoother system operation, reduces callbacks, and ultimately improves customer satisfaction. Mitigating against Zooglea not only enhances system performance but also helps turn potential negative reviews into positive ones, bolstering your reputation and customer trust. Simple Installation and Setup

The iFLO Pro is designed specifically for seamless installations. Its user-friendly app is straightforward to ensure that you can quickly commission the iFLO Pro, minimizing installation time and maximizing productivity. To accommodate different system configurations, we provide a variety of installation options, including direct mounting into the drain pan. This flexibility allows HVAC professionals to easily incorporate cutting-edge technology into their workflow without adding complexity. By focusing on ease of installation and offering multiple mounting solutions, the iFLO Pro ensures optimal performance and reliability for every job.

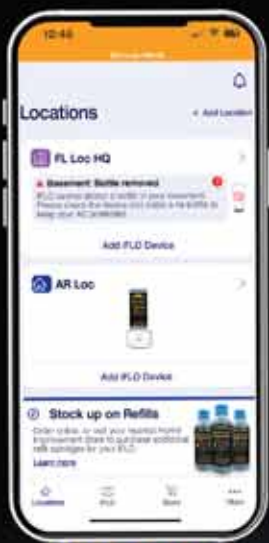
## Elevate Your Business with iFLO Pro

Incorporating the iFLO Pro into your HVAC services can significantly enhance your business reputation and customer satisfaction. By reducing warranty issues, minimizing callbacks, and improving system reliability, the iFLO Pro empowers you to provide top-tier service and turn potential negative experiences into positive outcomes.

For more information on how the iFLO Pro can transform your HVAC business, visit our website or contact your local distributor. Elevate your service excellence and join the revolution in HVAC technology with iFLO Pro. Visit [www.iflopro.com](http://www.iflopro.com) to become a certified iFLO Pro installer.

# iFLO PRO®

## Welcome to iFLO PRO®!



iFLO PRO® APP



Find us at [www.iflopro.com](http://www.iflopro.com)



# Allied Air's Re-Designed Website Has a New Look and Feel with Simplified HVAC Product Information

West Columbia, SC, – Allied Air Enterprises announces that it has launched a new website featuring enhanced visuals, graphics and organized content to focus on creating a climate for shared success. Designed for easier navigation, AlliedAir.com delivers a streamlined, intuitive experience.

“Our newly designed website represents another tool to help our distributors thrive,” said Kim McGill, VP - Marketing, Allied Air Enterprises. “It also reaffirms our investment and dedication to the direct-to-distributor model through personalized support, flexible programs, as well as providing the agility, speed and autonomy they need to succeed.”

Allied Air's updated forward design that makes locating information on products and services faster and easier. The new Allied Air Advantage section is a comprehensive resource for understanding how Allied Air Enterprises two-step model supports the success of its distributor partners and makes it easy to connect with an Allied Air representative. The Our Brands section offers information on Allied Air's residential and specified product HVAC solutions that groups and defines product brands for simplified selection.

The website also features an expanded Careers and News pages to help users quickly find relevant content about Allied Air's latest products, notable projects, awards and more. And, under Blogs, users can learn business strategies and tactics to help support their growth and success.

To experience Allied Air's new website, please visit [www.alliedair.com](http://www.alliedair.com).

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. For more information, visit [www.alliedair.com](http://www.alliedair.com) or call 1-800-448-5872.

\*\*\*

## Exciting News! New HARDI Website Coming Soon!

We are thrilled to announce the launch of our brand-new website! This revamped platform is designed to provide you with a more user-friendly experience, enhanced resources, and a wealth of information to support your needs.

Here's what you can expect from our new site:

Improved Navigation: Easily find the information you need with our intuitive layout.

Enhanced Member Portal: Enjoy a more streamlined and efficient way to manage your membership, register for events, and connect with fellow members.

Updated Resources: Access the latest industry news, research, and tools to help your business thrive.

Mobile-Friendly Design: Stay connected on the go with a site that looks great on any device.

Expect the new website to go live very soon. Once live, explore all the exciting features we have to offer. We're confident this upgrade will enhance your HARDI experience and provide even greater value to your member-

ship. Thank you for being a valued member of the HARDI community. We look forward to your feedback and hope you enjoy our new online home!





Streamline Your System

MUELLER STREAMLINE

FLAMELESS OPTIONS HAVE **JOINED** OUR LINEUP.



**ACR COPPER PRESS FITTINGS**  
Ideal for new commercial VRF installations





**REFRIGERANT BRASS PUSH FITTINGS**  
Ideal for HVAC service repair and mini-split installations



In addition to our complete suite of products for HVAC/R installations, we're proud to offer two means of joining to suit your flameless needs — award-winning Streamline® ACR Copper Press Fittings and NEW Refrigerant Brass Push Fittings. See why professionals around the world have preferred our products since 1930.

<p><b>NITROGENIZED® ACR COPPER TUBE</b></p> 	<p><b>LINE SETS</b></p> 	<p><b>COPPER SOLDER/ BRAZE FITTINGS</b></p> 	<p><b>BALL VALVES &amp; PROTECTION DEVICES</b></p> 	<p><b>CARBON STEEL PRESS FITTINGS</b></p> 
---	--	---	--	---



[www.muellerstreamline.com](http://www.muellerstreamline.com)

©2024 Mueller Streamline Co.  
Collierville, TN 38017



# ASHRAE and World Filtration Institute Sign Memorandum of Understanding

ATLANTA (August 1, 2024) – ASHRAE and the World Filtration Institute (WFI) have signed a Memorandum of Understanding (MOU) formalizing the organizations' relationship.

The agreement outlines how ASHRAE and WFI will work cooperatively on common public affairs initiatives and leverage the strengths of both organizations to address critical challenges in the industry, while promoting innovative solutions that benefit the global community.

"ASHRAE is pleased to establish this collaboration with the World Filtration Institute (WFI) through our new Memorandum of Understanding (MOU)," said 2024-25 ASHRAE President M. Dennis Knight, P.E., BEMP, Fellow Life Member. "This agreement signifies our mutual commitment to advancing sustainability, fostering innovation and establishing global standards. Together, ASHRAE and WFI will work to enhance the built environment by championing energy efficiency, decarbonization, resilience, and improved indoor air quality."

"Signing this MOU with ASHRAE marks a significant milestone for the World Filtration Institute," said Dr. Christine Sun, WFI President. "This partnership underscores our shared commitment to tackling global challenges through innovative filtration solutions and sustainable practices. By combining our expertise and resources, we are honored to work together with ASHRAE to drive advancements in energy efficiency, decarbonization, resilience, and indoor air quality towards a cleaner, healthier, and more sustainable world for all and future generations."

The MOU includes consistent leadership communication to:

- Ensure ongoing advancement of collaborative projects.
- Keep each respective organization informed of major initiatives.
- Discuss new opportunities for collaboration

In addition to these communication goals, ASHRAE's and WFI's specific areas of potential collaboration include advocacy, conferences and meetings, research, publications, education and technical activities coordination.

# Update on States Applying for Heat Pump Rebate Funds

According to the United States Department of Energy (DOE) the first HOMES program has been approved. On June 27th Wisconsin's HEAR and HOMES program application was approved for the full amount requested. The DOE estimates a 60-day approval process for review, questions, and final negotiations with the state before approving the program plans. Giving a projected rebate availability for Wisconsin at the end of August 2024. Additionally, New York's HEAR program has launched,

according to the DOE Application Tracker. So far, forty-nine states and territories have applied to DOE for early administrative or full program funding. Twenty states have applied to DOE for full funding to launch their programs. A total of \$2.7 billion in funding has been applied for from the DOE thus far. According to an application tracker published by the Department of Energy (DOE) for the HEAR and Home Efficiency Rebate programs (last updated on July 8, 2024).

# RectorSeal® Adds Big Foot® Mini Frame for Ductless HVAC Systems

Houston, TX, July 11, 2024—RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, is adding Big Foot Mini Frame to its extensive line of Big Foot Systems products. An HVAC industry standard, Big Foot Systems provide outstanding solutions for free-standing, supportive equipment frames for flexible installation and durable protection.

Big Foot Mini Frame kits are suitable for condensing unit installations on the ground or in wind-protected environments. Ruggedly designed for smaller ductless condensing units, the Big Foot Mini Frame is constructed of galvanized steel, has 8-inch padded feet, and is adaptable to support multiple units' weight. The enhanced design of the Big Foot Mini Frame allows for fine-tuned adjustments and greater stability.

Frames can be lengthened using extension kits available in two heights. The Big Foot Mini Frame's adjustable leg assemblies make installation a breeze, and they can be customized to fit nearly any ductless condensing unit. RectorSeal will offer Big Foot

Mini Frames in a complete boxed kit containing all required installation components.

"Big Foot Mini Frame kits are designed for HVAC contractors looking for a quick and easy solution for mounting smaller ductless air conditioner and heat pump units," said Allen Chiang, Product Marketing Manager at RectorSeal. "Adding this product to our Big Foot Systems portfolio offers more options than ever to a versatile product line."

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





## FRACCA AT SEA

February 22-27, 2025

Working and Cruising - Join FRACCA on the RCI Voyager of the Seas as we learn, network and earn valuable CEU credits.

**5-night trip to the Eastern Caribbean**

Leaving from Port Canaveral, FL, traveling to Nassau, Labadee and 2 days at sea.

[BOOKING NOW](#)







[www.smartsnakes.com](http://www.smartsnakes.com)

**Want to reduce your clogged A/C drain callbacks?**



20' Stainless Shaft

Passes Through 3/4" PVC 90° Fittings

Reduced Call Backs  
Eliminates Nuisance Clogs

Ideal for Clearing Multi Story Common Drain Risers



**See the videos at [www.smartsnakes.com](http://www.smartsnakes.com)**

[sales@smartsnakes.com](mailto:sales@smartsnakes.com)  
407 502 8527







# FORGET THE WEATHER

**Manufacturer-backed warranties on systems that make you so comfortable you'll forget to look outside.**

Industry-leading warranties on YORK & Hitachi home comfort systems help your homeowners spend more time staying comfortable without worrying about unexpected HVAC repair costs.

**Contact a YORK Account Manager to learn how to become a YORK Dealer and a Hitachi airXpert Dealer today!**

**Plus learn more about our warranties and special warranty promotion offered only to Florida Dealers.**

Visit [www.YORK.com](http://www.YORK.com) to learn more about YORK equipment  
<https://www.hitachiaircon.com/us/>



All limited warranties are subject to terms, conditions and exclusions set forth in the product's limited warranty statement. See applicable limited warranty statement for details.



**airXpert**



YORK® Heating and Cooling products have been awarded the Good Housekeeping Seal of Approval.



# Kevin Greiber of Daikin Applied Americas named to the ASHB Board of Directors

The Association for Smarter Homes & Buildings (ASHB) Board is pleased to announce the appointment of Kevin Greiber of Daikin Applied Americas to the ASHB Board of Directors.

The Association for Smarter Homes & Buildings (ASHB) Board is pleased to announce the appointment of Kevin Greiber of Daikin Applied Americas to the ASHB Board of Directors.

Kevin Greiber is Senior Director of Solutions Offerings at Daikin Applied, a global company that designs and manufactures advanced commercial and industrial HVAC systems.

“I’m thrilled to be joining ASHB’s efforts to make buildings smarter and more sustainable,” said Greiber. “ASHB and Daikin are aligned around the goal of helping building owners and operators around the world achieve decarbonization through electrification, efficiency, and low GWP refrigerants.”

The ASHB board is looking forward to the collaboration with Greiber and Daikin Applied, a company that excels at delivering user-friendly HVAC solutions that integrate into building systems and use data and analytics to optimize assets.

“Kevin is an important new partner in ASHB’s efforts to advance smart technology within the HVAC space,” said Greg Walker, CEO of ASHB. “We’re deeply appreciative of Kevin’s contributions to the board and thrilled to be working with him in creating buildings that can more efficiently and sustainably maintain comfort and healthy indoor air quality.”

Daikin Applied, a member of Daikin Industries, Ltd., designs and manufactures advanced commercial and industrial HVAC solutions for customers around the world. The company’s technology and services play a vital role in creating comfortable, efficient and sustainable spaces to work and live — and in delivering quality air to workers, tenants and building owners. Daikin Applied solutions are sold through a global network of dedicated sales, service and parts offices. For more information or to locate a Daikin Applied representative, visit [www.daikinapplied.com](http://www.daikinapplied.com) or call 800-432-1342.

# Johnstone Supply Ware Group Boynton Beach Hosts Manufacturer Required Installation and Commission Training for the NEW Side Discharge System



On July 17th, from 8am - 2pm, Johnstone Supply Ware Group Boynton Beach location hosted a Manufacturer Required Installation and Commission Training for the NEW Daikin, Goodman, and Amana high efficiency Air Conditioners and Heat Pump Side Discharge Systems. Wilson Newhouse of Johnstone Supply Ware Group was the facilitator for the training.

The training covered the following topics: Product and technology, Install and commissioning, Indoor coils, Air Handlers and the new Goodman GTST Thermostat.

These new Goodman air conditioning and heat pump systems offer a communicating, variable-speed, inverter driven outdoor unit that can be used with new and existing HVAC systems. This class along with passing assessment results are required to be able to purchase these units.

Items discussed included: 1. Benefits of a fully communicating inverter system. 2. Features of Goodman Side Discharge systems. 3. How Goodman Side Discharge inverter systems differ from single or two stage systems. 4. How inverter technology is used to control compressor operation. 5. Proper system configurations. 6. Goodman GTST connected thermostat. 7. System components. 8. Proper installation techniques. 9. Checking external static pressure. 10. Commissioning using the Goodman Installer application. 11. System verification test. 12. Charging the system with refrigerant.

The Johnstone Technical Training Advantage will help provide training solutions for your company - so that you can quickly get on a job. They have a variety of training programs geared to help improve all aspects of your business from marketing, selling, shopping, ordering, receiving, servicing and installation.



# GOOD. BETTER. MAX. TITANMAX™



COMPATIBLE WITH measureQuick® and YJACK VIEW® apps



# Digital Manifold Engineered for Maximum Performance.

The **YELLOW JACKET® TITANMAX™** Digital Manifold offers ultimate ease with an intuitive, user-friendly interface and calibration-free touchscreen. Ergonomic design features convenient, robust connections for temperature clamps, vacuum sensor and USB-C.

- + Hi-res, full-color, backlit, 5" touchscreen display
- + Information button on all major screens
- + Integrated magnets and pivoting hook for easy mounting

[YouTube](#) [LinkedIn](#) [Instagram](#) [Facebook](#) [Twitter](#)

Scan the code for more information.



To learn more, connect at: [yellowjacket.com/product/titanmax](http://yellowjacket.com/product/titanmax)







# The Daikin *Fit* System — Revolutionizing the Future of Condensing Units for Residential Applications

AVAILABLE FOR AIR CONDITIONER,  
HEAT PUMP, AND DUAL FUEL APPLICATIONS!



1.5-5 Ton  
Up to 18 SEER | Up to 10 HSPF | Up to 97% AFUE

To find a Daikin Comfort Technologies  
branch near you, visit  
[www.daikinac.com/content/where-to-buy](http://www.daikinac.com/content/where-to-buy)



Our continuing commitment to quality products may mean a change in specifications without notice.  
© 2022 **DAIKIN COMFORT TECHNOLOGIES NORTH AMERICA, INC.**  
Houston, Texas · USA · [www.northamerica-daikin.com](http://www.northamerica-daikin.com)

For more info visit [daikinfit.com](http://daikinfit.com)



# RGF® Environmental Group Introduces HALO Connect™ Innovative Power Module

Port of Palm Beach, FL (July 9, 2024) RGF® Environmental Group, Inc., a leader in indoor air quality and manufacturing, introduces the HALO Connect™. This innovative power module features a unique plug-and-play design, streamlining the installation of any Air Purification Series Kit. The built-in Countdown Timer enhances precision, providing visible indication for UV lamp, HALO LED®, and REME HALO®Zero Cell replacements.

RGF's Air Purification Series Kits include two BLU QR® UV Stick Lights and HALO Connect™ power module. The BLU QR® UV Stick Lights maximize the air conditioning system's performance by improving system efficiency, reducing maintenance and increasing indoor air quality. The comprehensive Air Purification Series II Kits also include either a HALO LED® or REME HALO®Zero, effectively reducing bacteria, viruses, odor, mold, allergens and dust throughout the conditioned space.

"We've created a product for the contractor to optimize the sales and installation process of our best products," said Paul Siegl, National Account Manager.



HALO Connect™ is manufactured at RGF's vertically integrated, environmentally friendly ISO 9001:2015 certified facility and it is available through RGF's existing HVAC distribution channels. For more information on the HALO Connect™, visit [www.rgf.com](http://www.rgf.com).

About RGF® Environmental Group, Inc.

RGF® manufactures over 500 environmental products and has a 39+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 200,000 square feet of manufacturing, warehouse, and office facilities.

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

# LG Air Conditioners to be Manufactured in Egypt



EGYPT: LG has signed a deal with Egyptian company Raya Electric to manufacture its LG-branded residential air conditioners in the country.

The deal marks the first time in the Middle East and Africa that Raya Electric, a subsidiary of Raya Holding for Financial Investments, has offered its customers a manufacturing as a service (MaaS) business model by designing and manufacturing residential air conditioners that include more than 60% of locally produced parts.

This cooperation is said to be in line with the Egyptian government's direction to increase the localised content in the home appliances industry while ensuring the compliance of Egyptian products with the highest international standards.

Raya Electric's investments amount to more than EGP350m (US\$7.2m) to build its capabilities in research and development, and its manufacturing capabilities, with an annual production capacity of 300,000 units through its 20,000m2 factory located in 6th of October City.

LG plans for Raya Electric to be producing more than 100,000 units annually within the next three years to meet the growing demand in the Egyptian market and studying for export to some regional markets.

"Through this cooperation, Raya Electric leverages its own original design manufacturing platform, which strictly adheres to the latest Egyptian and international industry standards after passing numerous audits conducted by LG's global teams to ensure full compliance with the product design, the manufacturing, and the quality control processes for the manufactured products in accordance with LG's global standards," said Raya Electric CEO Usama Zaki.

"An Egyptian company, an Egyptian team, an Egyptian product designed and manufactured with specifications and quality accredited by one of the leading global brands," he added

Article Source: Cooling Post



## Message from FRACCA President Will Barnes



### FRACCA at Sea 2025

Welcome to the FRACCA at Sea 2025 Cruise Information Site! Join your fellow Contractors from the State of Florida for a Fun Cruise on the Royal Caribbean Voyager of the Seas. Departing Port Canaveral on Saturday, February 22nd, 2025 with a 5-night trip going to Caribbean - Eastern (Caribbean) Visiting: Port Canaveral, Nassau, Labadee and 2 days at sea.

Invite your teams, families, friends and spend time building relationships with other Air Conditioning Contractors in a relaxed atmosphere. 2-4 CEU

Credits will be available.

Unlike our last cruise this one only includes taxes, fees, and pre-paid gratuities. Please reach out to add WI-FI or drink packages. For those of you that are foodies I also recommend considering purchasing a meal package for 3 nights in their specialty dining room. Reach out to Jeff Page directly to book your cabin and excursions. 407-353-0120 FRACCA At Sea 2025 Feb 22-27, 2025 ([google.com](http://google.com)) Jeff Page ([jpagetravel.com](http://jpagetravel.com)) Looking forward to seeing everyone on the Cruise!!

# Unbeatable Savings: \$75 Per Ton!

July 17 to September 27, 2024

Save up to \$938 on in-stock 3T - 12.5T Commercial Equipment.

Use the following promo codes in-store or online:



3 Ton 999Commercial225 Save \$225	7.5 Ton 999Commercial563 Save \$563
4 Ton 999Commercial300 Save \$300	8.5 Ton 999Commercial638 Save \$638
5 Ton 999Commercial375 Save \$375	10 Ton 999Commercial750 Save \$750
6 Ton 999Commercial450 Save \$450	12.5 Ton 999Commercial938 Save \$938

Valid at participating Baker Distributing locations while supplies last. No rain checks. In-Stock products only. Cannot be combined with any other promotional discount or offer. Purchases do not qualify for any discounts, rebates, or advertising accruals. Baker Distributing Company reserves the right to change or cancel this promotion at any time without advance notice. Additional restrictions may apply.

## STOP BY YOUR LOCAL BAKER OR FLORIDA COOLING TODAY!

<b>Boynton Beach</b> (561) 806-7075	<b>Kissimmee</b> (407) 933-8008	<b>Pensacola</b> (850) 434-7581
<b>Clearwater</b> (727) 572-0181	<b>Lake City</b> (386) 755-2009	<b>Plant City</b> (863) 687-8178
<b>Clearwater</b> (727) 449-1230	<b>Lakeland</b> (863) 668-8186	<b>Pompano</b> (954) 691-0210
<b>Daytona</b> (386) 255-5023	<b>Lecanto</b> (352) 344-5300	<b>Port Richey</b> (727) 847-0445
<b>Daytona Beach</b> (386) 274-5345	<b>Leesburg</b> (352) 728-6222	<b>Sarasota</b> (941) 366-5804
<b>Doral</b> (305) 592-3514	<b>Melbourne</b> (321) 768-0220	<b>Sebring</b> (863) 314-4494
<b>Fort Myers</b> (239) 939-1649	<b>Merritt Island</b> (321) 452-5010	<b>St. Augustine</b> (904) 824-1001
<b>Fort Walton Beach</b> (850) 344-1761	<b>Naples</b> (239) 597-7172	<b>St. Petersburg</b> (727) 525-6926
<b>Gainesville</b> (352) 336-8778	<b>Ocala</b> (352) 732-5271	<b>Stuart</b> (772) 220-3093
<b>Gainesville</b> (352) 376-3212	<b>Orange City</b> (386) 878-4444	<b>Tallahassee</b> (850) 576-8102
<b>Jacksonville</b> (904) 519-5550	<b>Orange Park</b> (904) 272-7700	<b>Tampa</b> (813) 885-7641
<b>Jacksonville</b> (904) 407-4477	<b>Orlando</b> (407) 296-7727	<b>Tampa</b> (813) 740-8704
<b>Jacksonville</b> (904) 354-6685	<b>Orlando</b> (407) 849-6090	<b>Tampa</b> (813) 217-5913
<b>Jacksonville</b> (904) 998-9478	<b>Palatka</b> (386) 866-7013	<b>Vero Beach</b> (772) 562-7141
<b>Jacksonville</b> (904) 479-7593	<b>Panama City</b> (850) 215-4200	<b>West Palm Bch</b> (561) 848-1416



[Bakerdist.com/icp-commercial](http://Bakerdist.com/icp-commercial)



WE ARE RGF®

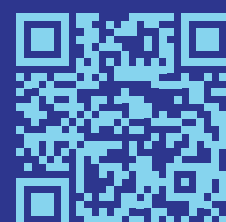
# WE'RE PLEDGING OUR ALLEGIANCE

Join our family of Black Label Dealers today! Stay connected to your clients and provide them with the best indoor air quality products in the industry.

Contact [rbroderick@rgf.com](mailto:rbroderick@rgf.com) or scan the QR code below for more info.



**RGF**®  
ENVIRONMENTAL GROUP, INC.







# Short Cycling

By: Bryan Orr



Bryan Orr

A friend of mine was telling me that a utility had the idea that they could reduce energy consumption by turning HVAC equipment on and off rapidly during times of high load. In their minds, wouldn't it be better to spread out the off time rather than keeping the system off for longer periods and allowing the space to become uncomfortable?

The answer is a HARD NO on that one!

Short-cycling is a condition where equipment goes on and off more than is optimal. Each time it goes on and off is called a cycle, and we (almost) always aim to keep run times long and cycles to a minimum. Sometimes short-cycling occurs due to a system fault, and it sometimes occurs due to a mismatch between system capacity and load (cooling or heating too quickly).

Short cycling is a problem for many reasons, including poor temperature control, inadequate dehumidification, rapid component failure, and the list goes on and on. RAPID short-cycling can quickly cause contact and relay failure due to arcing and can be very damaging to motors.

Let's look at some common conditions that cause short cycling.

### Safeties, Limits, and Pressure Switches

Anytime there is an issue with the equipment that causes high temperatures or and high/low system pressures, there are often controls that shut the system off before a catastrophic failure occurs. Some common examples would be:

- Furnace limit switches
- Compressor and other motor overloads
- Refrigerant high, low, and loss of charge pressure switches

When one of these safety controls turns the system off, there will often be a time delay that prevents the equipment from coming right back on.

In most of these switches, there will be a gap between the make and break (on and off) points in the switch, which will naturally help to prevent rapid short-cycling.

### Loss of Power

When power is rapidly cycled (turned on and off), the components may go off and then back on quickly if there is no time delay. Here in Florida, this happens often during thunderstorms, but it can also be caused by flipping a breaker on and off rapidly or bumping a condensate switch. These sorts of rapid short-cycling events are hard on motors and controls, and they can even cause scroll compressors to run backward (on rare occasions).

### Oversizing/Low Load

The way we control the temperature with most appliances is by running them until they hit the setpoint and then shutting them off. This can result in short run times when the load is low or when the equipment is oversized. The best designs result in the equipment running non-stop when during peak load; this isn't intuitive for most customers, and they will often complain that the system "never shuts off." You can reassure them that so long as they are staying comfortable, never shutting off is a good thing for system longevity and power consumption.

### Controls Design & Setup

The controls play a big part in run time, depending on how they are set up. It is almost never as simple as turning on and off at a set temperature because that would almost certainly result in short-cycling unless the system has variable capacity or the capacity is perfectly matched to the load. In most real-world conditions, the controls will need to manage a dead-band or gap between on and off to balance comfort and short cycling.

Controls do this by maintaining an on-off dead-band and maintaining a maximum CPH (cycles per hour), like the Honeywell thermostat shown above right. This means that a thermostat with a 3-degree dead-band with a cooling CPH set to 3 and a set-

point of 75 degrees would come on at 76 and shut off at 74 while turning on and off a maximum of 3 times per hour.

6	Stage 2 heat cycle rate/Auxiliary heat cycle rate (CPH)*	5	For gas or oil furnaces of less than 90% efficiency
		1	For steam or gravity systems
		3	For hot water systems & furnaces of over 90% efficiency
		9	For electric furnaces
7	Auxiliary heat cycle rate (CPH)*	5	For gas or oil furnaces of less than 90% efficiency
	Only TH5520U for 3H/2C Heat Pumps	1	For steam or gravity systems
		3	For hot water systems & furnaces of over 90% efficiency
		9	For electric furnaces
9	Stage 1 compressor cycle rate (CPH)	3	Recommended for most compressors
			(Other cycle rate options: 1, 2, 4, 5 or 6 CPH)
10	Stage 2 compressor cycle rate (CPH)	3	Recommended for most compressors
			(Other cycle rate options: 1, 2, 4, 5 or 6 CPH)

So, those are some of the factors that impact short cycling, but what are some of the issues associated with short cycling? Here is an incomplete list:

- Electrical system strain/low voltage to the rest of the structure during motor/compressor start-up
- Dimming lights
- Contactor/relay contact wear
- Premature HSI (hot surface ignitor) failure
- Compressor oil loss and lubrication issues
- Poor dehumidification (it takes a while for the coil to cool down and dehumidify)
- Poor efficiency and system performance (it takes time for the system to get up to steady-state performance)
- Poor cooling/heating (when you short-cycle, you may heat and cool the air rapidly but may still have "stuff" in the home and structure that are hotter or cooler, resulting in radiant discomfort)
- Poor ventilation control

I'm sure you can think of many more.

The goal is to run long and steady cycles without any cutting in and out safeties and a good match of system capacity with the load. This helps us provide comfort, efficiency, and system longevity. What are some short cycling issues you have seen?

—Bryan

ECM TESTING MADE EASY

# Universal Zebra System™

MODEL: UZPLUS

Includes All Available Adapters & Accessories

**Zebra Instruments™**  
By Techs, For Techs.

**LEARN MORE ONLINE**  
ZebraInstruments.com





BE THE  
**GENIE**  
**Ducane**<sup>TM</sup>  
AIR CONDITIONING & HEATING

**LYNX 18**  
INVERTER HEAT PUMP

BECOME A DUCANE DEALER AT OLDACH!  
Ask an Oldach sales representative about benefits and available dealers programs.

## YOUR CUSTOMERS ARE WISHING FOR:

- ✦ ENERGY SAVINGS
- ✦ A VERY QUIET OPERATION
- ✦ COMFORTABLE AND OPTIMAL TEMPERATURE

MAKE THEIR WISHES COME TRUE INSTALLING  
DUCANE LYNX18 INVERTER HEAT PUMP.

DUCANE LYNX18, VARIABLE SPEED OPERATION WITH INTELLIGENT  
TECHNOLOGY DELIVERS ENHANCED COMFORT AND IMMEDIATE RELIEF.

**ORLANDO STORE**  
3003 SILVER STAR RD  
407-270-9670

**TAMPA STORE**  
5110 W KNOX ST.  
813-559-7300

**KISSIMMEE STORE**  
1001 ARMSTRONG BLVD  
407-530-5599

**OLDACH**  
REFRIGERATION, AIR CONDITIONING & VENTILATION SUPPLIER

[WWW.OLDACHUSA.COM](http://WWW.OLDACHUSA.COM)

[WWW.DUCANEAC-OLDACH.COM](http://WWW.DUCANEAC-OLDACH.COM)



Posifa Technologies  
A2L and Hydrogen  
Sensors Drive Assembly  
and Test Capacity  
Expansion in China

SAN JOSE, Calif. — July 29, 2024 — Posifa Technologies today announced that it is supporting its move into the market for A2L refrigerant and hydrogen sensors with a major expansion of its assembly and test capacity near Shenzhen, China. Since the beginning of 2024, the company has tripled its local manufacturing space while steadily adding new employees.

Posifa introduced its first MEMS A2L refrigerant sensors in 2023, for which the silicon wafers are fabricated in the United States, then tested and packaged in China.

“Our A2L sensors address the issue of A2L refrigerant leaks, which are mildly flammable gases,” said Peng Tu, Posifa Technologies President and CEO. “At certain concentrations, these gases become flammable, and our sensors are designed to detect such leaks. They can warn people or initiate avoiding actions, such as shutting down a compressor in an HVAC unit while keeping the fans running until the environment is safe. This ensures that maintenance personnel are alerted, and the system can resume operation once it is safe.”

The primary users for Posifa’s A2L sensors, including its flagship PGS6000 family, are HVAC and refrigeration manufacturers, with European customers leading the way, followed by the Americas and other manufacturing hubs like China and Japan. Posifa’s MEMS technology presents an opportunity to reduce costs and improve accuracy over nondispersive infrared sensors (NDIR).

Successful uptake of Posifa’s MEMS hydrogen sensors is also driving the company’s expansion in China. Electric vehicles (EV) are a primary application for the devices, where they’re used to accurately detect hydrogen concentration in the air by measuring the change in thermal conductivity of the gas mixture within battery management system (BMS) compartments, ensuring compliance with safety standards. With its highly repeatable, high-volume CMOS MEMS technology, Posifa offers affordable, reliable, and space-efficient sensors that make detection more accessible than ever before.

HARDI Distributors Report 4.1%  
Revenue Increase in May

COLUMBUS, July 1, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 4.1% during May 2024. The annual sales growth for the 12 months through May 2024 is an increase of 1.3%.

“While the national sales growth for the month was 4.1%, there was a lot of variation across the country,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “The sales performance ranged from a decline of 2.5% in the central region where cooling degree days were 28% below normal to an increase of 10.6% in the Southeast region where there were 31% more cooling degree days than normal.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 40 days during May. “The 40-day DSO for May this year is consistent with May during the prior three post-Cov-

id years,” said Loftus. “After a couple years of higher interest rates and weaker demand in the marketplace, it is encouraging to see the DSO remaining stable at this stage of the cycle.”

“The modest flat/up results so far this year are consistent with our expectations that 2024 is the bottom of this cycle,” said Loftus. “Looking forward we expect the growing number of home listings will have a positive influence on the number of existing home sales, and we are one month closer to lower rates that will also help end market demand. We believe that annual sales growth rate line has bottomed.”

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.

Malco Opens Nominations  
for 2024 Counterperson  
of the Year Contest



ANNANDALE, MINN. (July 9, 2024) — Malco Tools, one of the nation’s leading solution developers and manufacturers of a variety of high-quality tools for the HVAC and building construction trades, today announced that nominations are now open for its second annual Counterperson of the Year Contest.

Malco is looking to recognize and celebrate outstanding counter staff at its U.S. wholesale distribution locations who demonstrate the same values that make Malco great: dedication to superior customer service and going above & beyond to ensure contractors have the Malco tools they need to get the job done.

There are great prizes lined up not just for the winner, but for nominators as well: One nationwide winner will receive a \$500 gift card. All qualifying nominees will receive a Malco golf shirt, hat and product catalog.

All qualifying nominators will be entered into a drawing for a \$250 gift card.

It is easy to nominate outstanding counter staff, with 2 options to enter: Enter online at [www.malcotools.com/counterperson-of-the-year](http://www.malcotools.com/counterperson-of-the-year) or grab a printed form at your local distributor location and mail it in (PO Box 400, Annandale, MN, 55302)

All entries must be received by Monday, September 30, and the winner will be announced in November. Please note, this contest is only open to nominees in the United States.

For more information about Malco Tools and to enter the contest, visit [www.malcotools.com](http://www.malcotools.com).



HVAC  
Accessories  
That Make Life  
Comfortable

Maximize Your HVAC Efficiency  
with MDM Filter Bases

MDM filter bases are made from superior-quality materials to ensure long-lasting efficiency and improved airflow. Whether you need upflow, downflow, counterflow, or horizontal flow systems, we have the perfect fit. Choose from various sizes, gas or electric options to suit your needs and budget. Ensure your system runs smoothly and efficiently with MDM’s top-tier filter bases.



1318 Buschong St. • Houston, TX 77039  
281-987-8400 • [mcdanielmetals.com](http://mcdanielmetals.com)



Easy & Adjustable  
Rooftop Pipe Support  
System

- Low Profile
- Aero Dynamic
- 2.5 lb. Recycled Rubber Base
- Drop & Go
- No Adhesive Needed

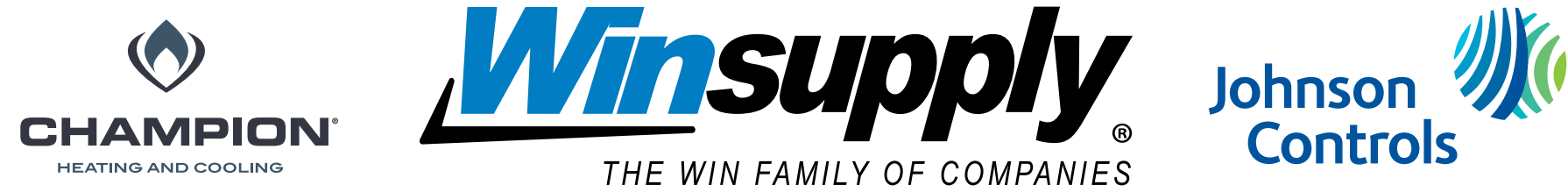


PIPE PROP  
The Professional's Choice



1-888-590-0120  
[PipeProp.com](http://PipeProp.com)





# We have Commercial Champion HVAC products available at our Jacksonville Distribution center!

*Rapid delivery to Winsupply locations listed below*

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

- Easy to install
- Reliable and durable
- Great Warranty
- Flexible Installation

Our conversion program is a 3 year program that a contractor can receive up to 6% in rebates.



**Introducing the Champion Spec Breaker**  
We're offering an upgrade from a 1 year parts warranty to 3 year parts with the option to include labor.

<b><u>Rapid delivery to these Winsupply locations</u></b>	<b>Winsupply of Miami</b> 8830 NW 24th Ter Doral, FL 33172 Gustavo Corral ph: 305-602-0731	<b>Winsupply of Port St. Lucie</b> 8227 Business Park Drive Port St. Lucie, FL 34952 Mario van den Elzen ph: 772-879-7755	<b>Winsupply of Tampa Bay</b> 5106 W Clifton St Tampa, FL 33771 John German ph: 813-889-0191
	<b>Jacksonville Winlectric HVAC Divison</b> 114 Park St Jacksonville, FL 32204 Cody Smith ph: 904-350-1468	<b>Winsupply of Port Charlotte</b> 1615 Market Circle Port Charlotte, FL 33953 Nick Goodarzi ph: 941-883-2145	<b>Tallahassee Winair</b> 870 Blountstown St, Ste 500 Tallahassee, FL 32304 Richard Harsany ph: 850-575-3755
	<b>Winsupply of Lecanto</b> 300 S Kensington Ave Lecanto, FL 34461 Nicholas Gerogiannis ph: 352-244-8324	<b>Winsupply of Bradenton</b> 4822 Lena Rd Bradenton, FL 34211 Paul Davis ph: 941-877-3714	





# Are You Losing Money on Missed Calls?

In the HVAC industry, every call could be a new customer or an urgent service request. With PATLive your business will never miss out on these opportunities again.



## Emergency Service Call Coverage

Heating and cooling emergencies don't wait for regular business hours. You're available 24/7/365 with PATLive, capturing every critical call and securing you more business.



## More Than Just Call Answering

PATLive's remote receptionists help with it all: sales inquiries, lead collection, appointment scheduling, and more. Our virtual receptionists work as an extension of your business.



## We Integrate with Your Business

Our service integrates smoothly with your existing home services software for a seamless customer experience. PATLive's services are completely customizable to your needs.



## Trusted by HVAC Professionals

Trusted by HVAC companies for over 30 years, PATLive understands your business and is dedicated to making a great impression on every call.

*"This service has improved the quality of my life significantly as I'm not tied to my phone and the business continues."— Scott via Trustpilot*

**Claim Your 14-day FREE TRIAL today**

Discover how our 24/7 answering services can transform your phone communication, improve customer satisfaction, and drive your business growth.

Visit [www.patlive.com/partners/todaysAC](http://www.patlive.com/partners/todaysAC) to learn more.



## BITZER at Chillventa 2024: Shaping the Future Together

For 90 years, BITZER has remained committed to its vision of shaping the future with its customers and partners. The company now employs around 4300 people at 75 locations and reached the sales milestone of €1 billion for the first time in 2023. In line with the motto ‘SHAPING THE FUTURE WITH YOU’, BITZER is especially looking forward to welcoming trade fair visitors at this year’s Chillventa in a special anniversary year.

‘We’re working with our customers and partners to create a better future for our industry, the environment and society,’ explains Martin Büchsel, Chief Sales and Marketing Officer at BITZER. ‘Our expertise and smart, energy-efficient products designed for the refrigerants of the future are paving the way.’

The BITZER exhibition space is divided into two areas of focus this year. The newly developed Experience Area not only acquaints visitors with BITZER as an employer and the company’s 90-year history, but also provides them with the opportunity to speak to BITZER experts about the issues of the future, with a practical focus on sustainability, energy efficiency and refrigerant. Key questions for conversations, presentations and live demonstrations in the BITZER Experience Area will include:

What will systems that operate with the refrigerants of the future look like?

How can energy-efficient components in new and existing systems help reduce the carbon footprint?

What role do resource-efficient use of components and a recycling economy play in a sustainable strategy?

What does sustainable production look like?

In the future, the right choice of refrigerant and energy-efficient components and systems will be key factors in industry competitiveness. The new EU Ecodesign Directive, for example, defines minimum requirements in terms of the environmental compatibility of products sold in the EU. The refrigeration, air conditioning and heat pump industry that supplies Europe needs to prepare for the severe restrictions for new and existing systems defined in F-Gas Regulation 2024/573 (HFC phase-out), which will take effect in January 2025.

Sustainability is a global undertaking for BITZER as an international company and is anchored not only in products and processes,

but also in other dimensions of its company DNA such as investments, supply chains and social issues. For example, BITZER is working towards offsetting all carbon emissions at its locations in Sindelfingen, Rottenburg-Ergenzingen and Rottenburg-Hailfingen by 2030. The company relies on a mix of different energies such as photovoltaics and has already won the Sindolf sustainability award for its efforts.

In line with the motto ‘SHAPING THE FUTURE WITH YOU’, BITZER invites all visitors to celebrate the company’s 90th anniversary and take the next step with BITZER into a more sustainable future. Save the date – BITZER looks forward to seeing you there!

Further information on topics such as the BITZER presentation schedule at Chillventa 2024 is available at [https://www.bitzer.de/gb/en/2024\\_chillventa.jsp](https://www.bitzer.de/gb/en/2024_chillventa.jsp)

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 911,517 units in May 2024, changed +0.4 percent compared to 908,050 units shipped in May 2023. U.S. shipments of air conditioners changed +3.4 percent, to 545,636 units, compared to 527,908 units shipped in May 2023. U.S. shipments of air-source heat pumps changed -3.8 percent, to 365,881 units, compared to 380,142 shipped in May 2023.

Year-to-date combined shipments of central air conditioners and air-source heat pumps changed -3.2 percent, to 3,635,714, compared to 3,757,023 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed -2.0 percent, to 2,071,460 units, compared to 2,113,691 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed -4.8 percent, to 1,564,254, compared to 1,643,332 units shipped during the same period in 2023.



MAKING YOUR CUSTOMER'S HOME A SMART HOME



PURCHASE A COMPLETE DUCANE SYSTEM AND GET A FREE GOOGLE NEST THERMOSTAT

MODEL: GGA02180US

OFFER VALID JUNE 4<sup>th</sup> - AUGUST 31<sup>st</sup> 2024





# Nidec/U.S. MOTORS Announces Two Senior Staff Promotions

ST. LOUIS, MO – July 8, 2024 – Nidec's U.S. MOTORS® division recently promoted two long-time staffers to senior roles. Cory Kniepp is now Director, Strategic Planning & Marketing Operations, and Patrick Hogg is Senior Marketing Director, Industrial OEMs and Distribution.

The U.S. MOTORS brand is an industry leader in electric motors featuring advanced technology, from variable speed electronically commutated motors to market-leading NEMA Premium® efficient motors.

In his new role, Kniepp will support growth initiatives, collaborating with senior management in shaping business strategy and conducting data analysis to ensure continued alignment with goals. He was previously Director, Marketing Operations. Kniepp joined Nidec in 2017 as a Market Manager. He holds a Bachelor of Science in General Engineering from the University

of Illinois and an MBA from Southern Illinois University-Edwardsville.

Hogg will continue to lead the company's industrial pumping, distribution, and general industry markets, along with a stronger focus on business development for these and other growing markets in the industrial segment. He has been with Nidec for over 16 years (including when U.S. MOTORS was part of Emerson). In that time, he has moved up from engineering co-op through customer design marketing and product management. For the past three years, Hogg has been director of marketing for

the industrial markets. He holds a Bachelor of Science degree in Mechanical Engineering from Southern Illinois University-Edwardsville and an MBA from University of Missouri-St. Louis.

More information on U.S. MOTORS products can be found at [www.usmotors.com](http://www.usmotors.com).



Patrick Hogg



Cory Kniepp

# Ecoer Wins Silver Award for High-Efficiency Residential Equipment from the 2024 Dealer Design Awards



DULLES, Va., July 29, 2024 / PRNewswire-PRWeb/ -- Ecoer, Inc. is honored to announce its receipt of the Silver Award for the TDi Pro Series in the HVAC

high-efficiency residential equipment category at the 2024 ACHR News Dealer Design Awards. ACHR News, a premier trade magazine in the heating, ventilating, air conditioning, and refrigeration industries, hosts these awards annually. Now in its 20th year, the Dealer Design Awards are judged by an independent panel of leading contractors. They recognize products that provide innovative solutions for HVAC contractors and their customers. The Ecoer TDi Pro Series' Silver Award underscores Ecoer's dedication to pioneering excellence and innovation within the HVAC sector.

The Ecoer TDi Pro Series:

The Ecoer TDi Pro smart heat pump is a revolutionary system designed to meet CEE requirements and enable consumers to qualify for valuable federal rebates. With an impressive Energy Efficiency Ratio (EER) of up to 13, this unit delivers exceptional energy efficiency, ensuring year-round comfort in countless homes while significantly reducing energy costs. Embrace sustainability with the Ecoer TDi Pro - the future of heating and cooling.

Louis Ing, Ecoer CEO, expressed his delight, saying, "I'm thrilled that my vision of making the installation of an inverter system as simple as setting up a speed system came to fruition in 2014! As you can all see, it has had a tremendous positive impact on this industry."

The Ecoer TDi Pro sets a new standard with its unparalleled features and advancements, ensuring the utmost comfort and efficiency:

Efficiency Ratings: The TDi Pro offers outstanding energy savings and reliable performance, achieving up to 20.5 seasonal energy efficiency ratio (SEER) and 9.2 heating seasonal performance factor (HSPF).

Enhanced User Experience: Enjoy a 15% faster start-up time for immediate comfort control.

Wide Cooling Operation Range: From 20°F to 122°F, the TDi Pro ensures comfort in all seasons.

Improved Heating Capacity: With a 10% to 20% increase in heating capacity, even at temperatures as low as 17°F, the inverter heat pump performs exceptionally well in cold climates.

The Ecoer TDi Pro smart heat pump represents a significant advancement in HVAC technology, delivering superior energy efficiency and comfort to homeowners. Ecoer is proud to receive this esteemed recognition and remains committed to advancing HVAC solutions for a sustainable future.

Key Features of the TDi Pro Series Ecoer's commitment to green and smart homes is evident in the TDi Pro Series, featuring:

- EAC Ecoer Fully Automated Refrigerant Charging Technology: The most advanced upgrade in auto charging technology.
- Ecoer IoT Enabled ESS Monitoring/Alert Technology: The first residential inverter heat pump brand to offer password-free 4G-IoT service, now with the latest technology from Ecolink.

Since 2016, Ecoer has addressed key industry challenges, such as ensuring proper refrigerant charging and simplifying after-sales service and troubleshooting.

The TDi series represents the next generation of products, building upon the success of the ESi series, which won the 2020 Dealer Design Awards in bronze. This ongoing innovation underscores Ecoer's commitment to positively impacting the HVAC industry.

### MEVP6SB

6 CFM  
2-Stage Sparkless  
Battery Powered  
Vacuum Pump

Almost every service technician today has cordless battery powered tools using one of the three major battery platforms: Makita®, Dewalt®, or Milwaukee®. We've designed a 6CFM Battery Vacuum Pump featuring DC Brushless Motor technology, that includes a battery adapter so all three major battery platforms can power this pump.

#### Makita® Battery

#### Milwaukee® Battery

#### DeWalt® Battery

(Batteries not included)

For technicians with battery anxiety, particularly in the commercial sector with longer evacuation requirements, there is an AC/DC Power Adapter sold separately. (Part# MEACA)

Input: AC 100-240V~50/60Hz    Output: DC 24V---9.4A

**Included with Pump!**  
Part# MEBA Battery Adapter with USB Port to Charge or Power a Cell Phone or Tablet

Part# MEACA AC/DC Adapter (sold separately)

Scan for Secret Sauce Product Video!

Trademarks: Makita®, LXT®, AVT® and the Makita® logo, Teal color and Black & White color combination are the registered trademarks of Makita®. Dewalt® is a registered trademark of Dewalt Power Tools, Milwaukee® is a registered trademark of Milwaukee Power Tools.

UNIWELD PRODUCTS, INC. 2850 Ravenswood Road, Fort Lauderdale, FL 33312 U.S.A.  
800.323.2111 • 954.584.2000 • Fax: 954.587.0109 • [info@uniweld.com](mailto:info@uniweld.com)  
[www.uniweld.com](http://www.uniweld.com)





Making your home Green & Smart

# Smart HVAC with Extended Protection



## Ecoer with EcoLink Device

# UNMATCHED RELIABILITY, EXTENDED COVERAGE

Enjoy a **10-YEAR LABOR & PARTS WARRANTY**  
& **10-YEAR OF MONITORING SERVICE**  
with the EcoLink Device.



## ECOER WITH 4G GATEWAY:

### Smart Control, Enhanced Protection



- 10-Year Parts & Labor Warranty and 3-Year Monitoring Service Included (Ecoer Smart Service)
- Remote Access and Automation: Control your climate from anywhere using the Ecoer app.
- Bonus Offer! **FREE** Extended Warranty: Upload your Ecoer installation photos on our website and receive a **FREE one-year extension on your 4G Gateway warranty and monitoring service!**

ECOER. SMART CLIMATE. LASTING COMFORT.



Silver **WINNER** of  
ACHR Design Awards

43671 Trade Center Place Suite 100, Dulles, VA 20166

info@ecoer.com

+1 (703) 348-2538

www.ecoer.com



# Performance Pointers

By James Ball



## How to Measure and Not Guess

Many times, during the last couple years of writing articles for Today's A/C, I have mentioned that High-Performance HVAC™ Contractors measure, evaluate, change, and re-measure entire HVAC systems. In other words, they measure and don't guess. My company joined National Comfort Institute (NCI) around 2001. And while I enjoyed the training on Static Pressure, Air Balancing, and Installed System Performance, it was actually 14 years before I made one tweak to improve my overall business .

Like many of you, I had no formal training in owning and operating a business. Most of the lessons Dad and I learned came from the school of "try-and-see." In 2014, I hired a business coach, John Garofalo of NCI. He kept asking me questions like:

- How many calls did you run this week?
- How many of those calls were call backs?
- How many change out proposals did your sales team make this week?

- What time do your technicians arrive for their first call?
- What was your average revenue per call last month?
- What was your advertising cost per phone call last month?

We were running a fairly good organization and yet when I tried to answer these questions I became quite confused by the information my software gave me. For instance, "How many of those calls were call backs?" I remembered a previous discussion with John about how great my call back percentage had always been, less than one percent.

So, I went to my computer and printed off the number of calls and then the number of calls that were call backs for the previous week. I do not remember the exact numbers, but it was something like we ran 120 calls and only one was a call back. As I looked at this data, I remembered a conversation

with my service technicians where they mentioned five different call backs during that week. So why was there only one in the software? That led me to a discussion with our office manager who qualified each call. This exercise led me to realize her definition of a call back was much more lenient than mine.

### What Does Measure, Don't Guess Really Mean?

So maybe the mantra 'Measure, don't guess' need a bit of explaining. Here are five things to consider:

1. **Define what you are measuring.** To answer John's questions, I had to define a 'call' and a 'call back.' For me any service visit performed by any company representative was a 'call'. Then any visit where we had been to the customer's home more than once in the previous 30 days was a 'call back'. Those are my definitions. In your business, you should define the measurement in simple concrete terms and don't change it. Make sure everyone understands the meaning. Your definition is the basis for the count. Leave no room for 'interpretation'. My business wanted to skew the call back numbers by saying 'that return visit was a different problem' or 'a part just failed, it was fine before'. *If you follow this approach, then your measurement becomes someone's opinion not an actual concrete measurement.* When the measurement is an opinion, your technicians will use this as a way to argue against it and make excuses. So, make your measurement definition concrete and be sure everyone understands it.

2. **Start Measuring.** This part is not hard, but you have to start. Intentions do not accomplish anything. Measuring needs to be easy and included in your team's daily routine. So make it simple to implement and require the measurements to be continuous. No excuses. In other words, don't go back at the end of the week to count how many calls. You can't effectively manage your business with week-old information. A continuous count is much more accurate than trying to go back and rely on memory or partial notes. If your measurement is related to money, you can see why you want this measurement taken immediately.

3. **Evaluate.** Technicians should keep count on their daily performance card of measurements. Your dispatcher keeps one for each tech as well. Keep the two counts separate so you can compare them yourself. Address differences from a fact-finding perspective. Having two separate counts that agree assures you of the validity of the findings. Compare the measurements to previous weeks and months. Compare to company goals and have each tech compare their's to personal goals. Investigate the background of any shortcomings. If you notice a technician goes a few days with several shortcomings it gives you or your manager an opportunity to check in. Hopefully you can alleviate issues before the effects get out of hand.

I remember the story of an owner whose tech had been late three days in a row causing customers to be upset. When a manager went by to check on him, he said his child had been sick and he was having to stay up with him at night and then take his other kids to school. His wife would usually do that, but she had to stay home. A quick change of his first call schedule time and customer complaints resolved. I probably would have offered him a couple days off too.

4. **Change.** Publish the measurements. Start a scoreboard in your training room. We had a weekly meeting and would update our scoreboard. Here is an article on keeping score <https://hvactoday.com/keep-score/> . Then we would discuss the findings. Take some time to brainstorm ways to improve performance with your technicians. Develop a training schedule and topics from the indicated areas of needed improvement. If necessary, bring in external training to improve your staff's knowledge.

# Don't just tape it. Seal It.

With Hardcast®  
Rolled Mastic Sealant



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

Leakage is serious — it affects air quality, can reduce system capacity and the life of an HVAC unit. To reach maximum efficiency, you need a seal that lasts. Hardcast's high-performance rolled mastic sealants are designed specifically to seal metal or flexible duct work for the life of the system.

**Don't trust tape to do the job — seal the deal with Hardcast rolled mastic sealants.**



Zero Dry Time,  
Zero Mess



Easy Install with  
Waterproof &  
Airtight Seal



True Zero-VOC



Superior  
Performance



Backed by  
Third-Party  
Testing

SCAN TO REQUEST A FREE SAMPLE

IDEAL FOR EQUIPMENT CHANGEOUTS!



[www.carlislehvac.com](http://www.carlislehvac.com)





Authorized  
**HVAC PRO**



GE APPLIANCES

THIS SEASON'S FORECAST:

**COMFORT**

TRUSTED REPUTATION

TESTED DURABILITY

TRUE EFFICIENCY



To learn more, visit [GEappliances.com](http://GEappliances.com)



**EXCLUSIVELY SOLD AT**



**Air Conditioning Supply**

**Pompano Beach:**

(561) 352-0889

**Fort Lauderdale:**

(954) 551-1275

**West Palm Beach:**

(561) 628-5650

**Orlando:**

(689) 269-2444

**Fort Myers:**

(239) 600-0039

**Tampa:**

(689) 269-2444



Spectroline Products  
Are Compatible with  
All Refrigerants  
and Oils!



Spectroline Fluorescent Dyes and Sealants are rigorously tested to meet industry standards and ensure compatibility with all refrigerants and oils. Our products have passed the ASHRAE Test for Insoluble Materials in Synthetic Lubricants and A2L & A3 Refrigerant Systems, demonstrating no compatibility issues.

Spectroline System Additives:

- Do not affect system performance (except for changing oil color)
- Consist of organic fluorophores in inert carrier fluids
- Contain no particulate matter, preventing filtration or separation
- Are safe for continuous circulation in all equipment types
- Remain compatible with all refrigerants and oils

Airzone and SmartThings Partner  
to Bring HVAC Control to the  
SmartThings Ecosystem

Miami, FL – July 11, 2024 – Airzone Control, a leader in HVAC zoning and smart control solutions, is partnering with SmartThings, Samsung’s global connected living platform, to integrate Airzone HVAC control and zoning solutions into the SmartThings ecosystem. This collaboration will make it possible to connect HVAC units from any leading manufacturer to SmartThings, bringing new levels of simplicity, control, and efficiency to smart homes.

HVAC is one of the most energy-hungry systems in the home. For consumers looking to leverage the SmartThings platform to control their energy costs and reduce their carbon footprint, monitoring HVAC usage in the home is essential. Airzone offers a line of after-market control devices that connect directly to the HVAC unit, instantly turning it into a smart device.

Airzone Now Works with SmartThings  
Airzone’s Aidoo HVAC controller works with every leading Inverter/VRF brand, including Samsung, Mitsubishi, Daikin, and more. As part of the

partnership between SmartThings and Airzone, three Aidoo HVAC control products are now Works with SmartThings certified:

- Aidoo Pro – a flagship control device that allows integration between the latest Inverter, VRF, mini-split, and multi-split HVAC units and third-party IoT devices, including smart thermostats and home automation systems.
- Aidoo Wi-Fi – a control device that enables voice- or app-based HVAC control of Inverter/VRF units. If consumers want to use the original manufacturer’s thermostat but still connect to SmartThings, Aidoo Wi-Fi is all they need.
- Aidoo Pro Fancoil – an Aidoo control device enabling app-based control of legacy fancoil units (available only in the EU).

Maximizing Efficiency with Zoned System Control  
For even greater efficiency and room-by-room temperature control, Airzone offers zoning control solutions. The Works with SmartThings-certified Webserver HUB and Webserver Cloud enables total control of sensors, thermostats, and up to 32 separate zoned HVAC units.

With the Aidoo control and Webserver zoning solutions, users can monitor and control their home’s HVAC systems from anywhere in the world using the SmartThings app. These devices also enable two-way communication between HVAC units and SmartThings automation experiences.

“Bringing HVAC into the SmartThings ecosystem will have a profound impact on smart home efficiency and experience,” said Antonio Mediato, CEO of Airzone. “Inverter/VRF HVAC units controlled by Airzone devices are up to 40% more efficient, and zoned systems can achieve 60% greater efficiency. This partnership with Samsung is going to have a measurable effect on consumers’ lives.”

“This collaboration with Airzone underscores our commitment to providing a holistic smart home experience,” said Mark Benson, Head of SmartThings U.S. “By integrating Airzone’s advanced HVAC control devices into the SmartThings ecosystem, we are setting new standards for energy efficiency and intelligent automation in homes across the globe.”

Airzone’s Works with SmartThings devices are available now. To learn more, visit [partners.smartthings.com/partners/airzone](https://partners.smartthings.com/partners/airzone). Learn more about the full line of Airzone HVAC control solutions at [airzonecontrol.com](https://airzonecontrol.com).

Airzone is an industry-leading manufacturer of dynamic HVAC control and zoning solutions for residential and light commercial environments. With over 25 years of experience leading the HVAC zoning and control industry in Europe, Airzone’s mission is to create innovative and category-defining solutions that deliver simplified control, savings, and streamlined service.

Airzone’s foundational values of diligence, reliability, and service lead to a culture of tireless innovation and impeccable performance. For more information, visit [airzonecontrol.com](https://airzonecontrol.com).

SmartThings, Samsung’s global connected living platform, builds smart homes that are convenient, safe, sustainable and fun. Millions of people, in nearly 200 countries, use SmartThings to easily control their connected homes and IoT devices. SmartThings delivers simple, powerful experiences across Samsung’s leading portfolio of phones, TV, and appliances.

We offer the most versatile smart home experience as an open platform with a rich partner ecosystem. As a founding member of Matter, we are a leader in the industry to help make smart homes more secure, reliable and seamless to use.

Do the SmartThings at [www.partners.smartthings.com](https://www.partners.smartthings.com). Stay up to date by following us on social media: LinkedIn, Twitter.



ANNOUNCEMENT

BREAK THE  
MOLD

Hamilton & Associates Inc is proud to announce that we are now representing **Innovative Dehumidifier Systems**, with products and a team dedicated to helping solve issues associated with high indoor humidity by providing clients and communities with innovative solutions.

Created By Industry Experts, IDS are the pioneers of commercial, residential, and multifamily housing dehumidifier systems, providing solutions to preventing mold growth in homes, properties and multi-resident facilities.



For quotes or inquiries please contact  
[Admin@HamiltonAssociatesInc.com](mailto:Admin@HamiltonAssociatesInc.com)





# ComfortStar®

Air Conditioning & Heating Products



## THE EASY FIT™ CPR HEAT PUMP SERIES



### FEATURES:

- Side-Discharge Condensing Unit.
- The 24-volt control feature enables this condensing unit to connect to any indoor unit controlled by any Heat Pump Thermostat.
- R410a Heat pump systems can be replaced without the need to modify existing line sets or wires.
- Includes Gold fin protection.



*Comfort, it's in our name*

[www.comfortstarusa.com](http://www.comfortstarusa.com) | Email us: [info@comfortstarusa.com](mailto:info@comfortstarusa.com)



GEM<sup>A</sup>IRE  
D I S T R I B U T O R S



The new degree of comfort.®

YOUR SINGLE SOURCE FOR  
**All Rheem  
Products**



Visit your local Florida Gemaire branch today!

**Boynton Beach** ..... (561) 738-5609  
3422 Quantum Boulevard  
Boynton Beach, FL 33426

**Cape Coral** ..... (239) 800-7001  
925 East Industrial Cr, Unit 5  
Cape Coral, FL 33909

**Clearwater** ..... (727) 446-5067  
1750 N Belcher Road  
Clearwater, FL 33765

**Daytona Beach** ..... (386) 274-1113  
475 Fentress Blvd. Suites M & K  
Daytona Beach, FL 32114

**Fort Myers** ..... (239) 337-1310  
11803 Metro Parkway  
Fort Myers, FL 33966

**Ft. Walton Bch** ..... (850) 862-2100  
821 B Navy Street  
Ft. Walton Bch, FL 32548

**Gratigny** ..... (786) 235-8648  
2420 NW 116th St  
Miami, FL 33167

**Hollywood** ..... (954) 963-1883  
3201 SW 22nd Street # 3265  
Hollywood, FL 33023

**Jacksonville** ..... (904) 733-2415  
2899 Powers Avenue, #2  
Jacksonville, FL 32207

**Kendall** ..... (305) 254-3959  
13840 SW 119th Avenue  
Miami, FL 33186

**Lakeland** ..... (863) 666-8507  
2950 Maine Avenue  
Lakeland, FL 33801

**Melbourne** ..... (321) 722-1200  
465 Distribution Drive  
Melbourne, FL 32904

**Miami** ..... (305) 592-2915  
2031 NW 79th Avenue  
Doral, FL 33122

**Mobile** ..... (251) 660-1460  
4720 Rangeline Road  
Mobile, AL 36619

**Murdock** ..... (941) 255-1788  
18230 Paulson Drive  
Murdock, FL 33954

**Naples New Location** ..... (239) 594-7433  
4775 Mercantile Avenue, Suite 9-13  
Naples, FL 34104

**New Port Richey** ..... (727) 849-9181  
6514 Orchid Lake Road  
New Port Richey, FL 34653

**Ocala** ..... (352) 629-7117  
1600 NE 8th Rd.  
Ocala, FL 34470

**Orlando** ..... (407) 648-0888  
4141 N John Young Parkway  
Orlando, FL 32804

**Panama City** ..... (850) 769-1130  
3825A West Hwy 390  
Panama City, FL 32405

**Pensacola** ..... (850) 477-8075  
202 East Stumpfield Road  
Pensacola, FL 32503

**Pompano** ..... (954) 917-4160  
1708 Park Central Blvd. North  
Pompano Beach, FL 33064

**Port St. Lucie** ..... (772) 340-5505  
659 N.W Enterprise Drive  
Port St. Lucie, FL 34986

**Riviera Beach** ..... (561) 842-6311  
3735 Prospect Ave  
Riviera Beach, FL 33404

**Sarasota** ..... (941) 312-2366  
7245 16 Street East, Suite 101  
Sarasota, FL 34243

**St. Petersburg** ..... (727) 522-3133  
3250 44th Avenue North  
St. Petersburg, FL 33714

**Tamarac** ..... (754) 222-5093  
6001 Hiatus Road, Suite 1  
Tamarac, FL 33321

**Tampa East New Location** (813) 621-0891  
8965 E. Sligh Avenue  
Tampa, FL 33167

**Tampa West** ..... (813) 887-3737  
5101 Tampa West Blvd.  
Tampa, FL 33634

**Valdosta** ..... (229) 241-9184  
4530 Val North Drive  
Valdosta, GA 31602

2024 Rheem Pro Partner  
Enrollment is Open



- ✓ Earn Double Cashback rebates on qualified equipment
- ✓ KwikComfort financing buydown up to 8%
- ✓ Earn ProClub Reward Points on eligible Rheem Equipment installations
- ✓ And MANY more benefits by enrolling in the Rheem Pro Partner Program

Reach out to your Territory Manager or local Gemaire to learn how to enroll today

GEM<sup>A</sup>IRE.COM





INFICON

Refrigerant Leak Detector  
Test & Tune Day

Is your leak detector performing at its **maximum potential**?  
Bring your tool for a free **multi-point inspection**!

WHAT'S IN IT FOR YOU?

- **FREE** filter analysis and replacement for INFICON products
- Onsite testing of **ANY** refrigerant leak detector
- **LEARN** how to identify signs of component wear and tear that can cause underperformance

8:00am - 12:00pm

Stop by anytime during these hours.

Tuesday, August 6

T-6 Fort Pierce  
T-15 Tampa East

Wednesday, August 7

T-5 West Palm Beach  
T-16 Tampa West

Thursday, August 8

T-9 Delray Beach  
T-23 St. Petersburg

Tuesday, August 13

T-20 Sunrise  
T-12 Port Charlotte

Wednesday, August 14

T-2 North Ft. Lauderdale  
T-14 Sarasota

Tuesday, August 20

T-10 Naples  
T-19 Daytona Beach

Wednesday, August 21

T-8 Fort Myers  
T-17 Orlando

Thursday, August 22

T-11 Cape Coral  
T-22 Ocala

Tuesday, August 27

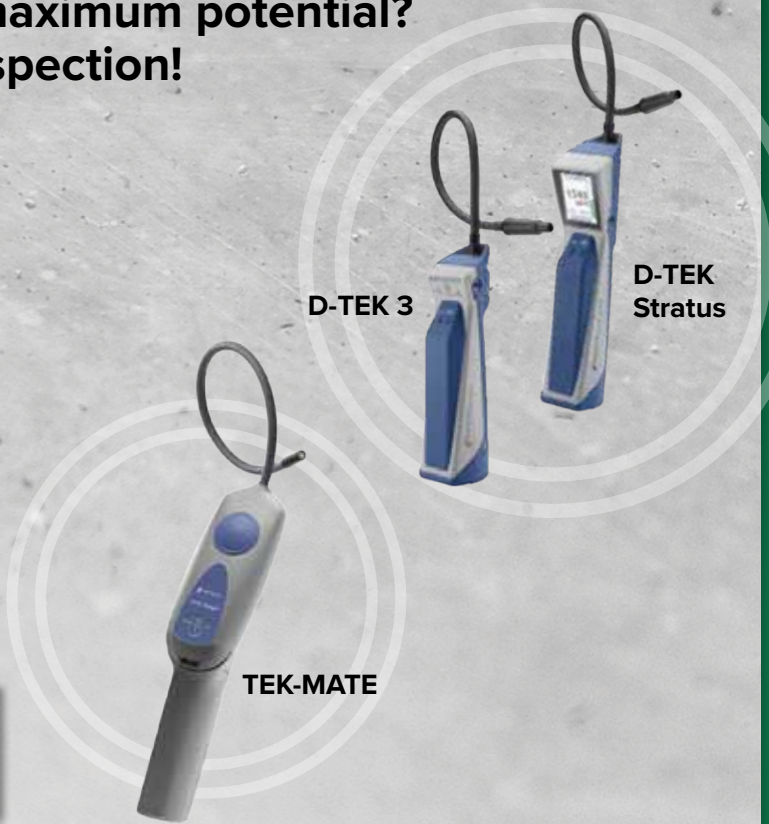
T-3 South Miami  
T-18 Jacksonville

Wednesday, August 28

T-7 Mid Miami  
T-21 Tallahassee

Thursday, August 29

T-1 North Miami



MEET OUR EXPERTS:



**Johanne Bueno - J. Nichols & Assoc.**  
Johanne has been a valuable member of J. Nichols & Associates for 8 years and has over 20 years of experience in the HVAC/R industry.



**Nick MacFee - J. Nichols & Assoc.**  
Nick has proudly represented J. Nichols & Associates since 2018. He covers both the Central and West Coast of Florida, spanning from Gainesville to Port Charlotte.



**Jim Nichols - J. Nichols & Assoc.**  
Jim has been a Manufacturers' Representative in the HVAC/R industry for more than 30 years. J. Nichols & Associates is a leading company serving the HVAC/R industry throughout Florida.

Call or visit your local Tropic Supply Resource Center today!

Cape Coral (T-11): (239) 989.0088  
Daytona Beach (T-19): (386) 258.8337  
Delray Beach (T-9): (561) 279.2710  
Ft. Lauderdale N. (T-2): (954) 565.4803  
Ft. Lauderdale S. (T-4): (954) 522.2874  
Ft. Myers (T-8): (239) 278.1117  
Ft. Pierce (T-6): (772) 465.4707  
Jacksonville (T-18): (904) 332.0990

Miami N. / Export (T-1): (305) 652.7717  
Miami S. (T-3): (305) 255.0438  
Mid Miami (T-7): (305) 638.9673  
Naples (T-10): (239) 643.7118  
Ocala (T-22): (352) 512.6980  
Orlando (T-17): (407) 219.3255  
Port Charlotte (T-12): (941) 255.8330  
Sarasota (T-14): (941) 378.0910

St. Petersburg (T-23): (727) 373.4003  
Sunrise (T-20): (954) 835.6020  
Tallahassee (T-21): (850) 300.6595  
Tampa E. (T-15): (813) 514.1198  
Tampa W. (T-16): (813) 514.9939  
West Palm Beach (T-5): (561) 684.3997



# Smart. Simple. Trusted.



**Innovative thermostats that raise the bar for connected features and value.**

- Professional, contractor grade
- Residential, Commercial, and School models
- Easy to install, simple to program
- Can help reduce energy costs
- Reliable, feature rich, and better value
- Free Skyport Mobile App controls comfort from virtually anywhere
- Advanced geofencing, reporting, and alerts



Residential



Commercial



School

**Over 30 Years**  
of Innovation and Excellence



**VENSTAR®**  
[www.venstar.com](http://www.venstar.com)



**We are your #1 Source for Venstar Thermostats and Accessories – Visit us today!**

**Baker**  
Distributing Company  
HVAC/R EQUIPMENT • PARTS • SUPPLIES  
[www.bakerdist.com](http://www.bakerdist.com)

**We are your One-Stop-Shop for HVACR Equipment, Parts, and Supplies**  
**Sales and Support • Technical Services • Training Events**  
**Ask our dedicated in-house commercial specialists for quotes, submittals, and special requests**

**Florida Cooling Supply**  
[www.flcoolingsupply.com](http://www.flcoolingsupply.com)

Alabama	
Auburn	(334) 826-2250
Birmingham	(205) 591-1100
Dothan	(334) 794-4139
Foley	(251) 201-7577
Huntsville	(256) 830-0998
Mobile	(251) 476-2263
Montgomery	(334) 263-3863
Florida	
Boyton Beach	(561) 806-7075
Clearwater	(727) 572-0181
Clearwater	(727) 449-1230
Daytona	(386) 274-5345
Daytona	(386) 255-5023
Doral	(305) 592-3514
Fort Myers	(239) 939-1649
Fort Walton Beach	(850) 344-1761
Gainesville	(352) 376-3212
Gainesville	(352) 336-8778
Jacksonville	(904) 479-7593
Jacksonville	(904) 354-6685
Jacksonville	(904) 988-9478
Jacksonville	(904) 519-5550
Jacksonville	(904) 407-4477

Kissimmee	(407) 933-8008
Lake City	(386) 755-2009
Lakeland	(863) 668-8186
Lecanto	(352) 344-5300
Leesburg	(352) 728-6222
Melbourne	(321) 768-0220
Merritt Island	(321) 452-5010
Naples	(239) 597-7172
New Port Richey	(727) 847-0445
Ocala	(352) 732-5271
Orange City	(386) 878-4444
Orange Park	(904) 272-7700
Orlando	(407) 849-6090
Orlando	(407) 296-7727
Palatka	(386) 866-7013
Panama City	(850) 215-4200
Pensacola	(850) 434-7581
Plant City	(863) 687-8178
Pompano Beach	(954) 691-0210
Sarasota	(941) 366-5804
Sebring	(863) 314-4494
St. Augustine	(904) 824-1001
St. Petersburg	(727) 525-6926
Stuart	(772) 220-3093

Tallahassee	(850) 576-8102
Tampa	(813) 217-5913
Tampa	(813) 885-7641
Tampa	(813) 740-8704
Vero Beach	(772) 562-7141
West Palm Beach	(561) 848-1416
Georgia	
Albany	(570) 279-4074
Athens	(706) 546-6411
Augusta	(706) 722-0292
Brunswick	(912) 265-5553
Byron	(478) 956-6700
Covington	(678) 625-4277
Doraville	(770) 441-1120
Douglas	(912) 384-5809
Forest Park	(404) 608-8820
Gainesville	(770) 532-7374
Macon	(478) 742-0737
Marietta	(770) 919-0051
Martinez	(706) 860-3545
McDonough	(678) 432-2191
Milledgeville	(478) 452-2208
Savannah	(912) 234-5164

Savannah	(912) 233-9621
Statesboro	(912) 764-5162
Thomasville	(229) 516-4921
Tifton	(229) 386-0505
Valdosta	(229) 244-1313
Vidalia	(912) 537-3199
Waycross	(912) 283-1838
North Carolina	
Charlotte	(704) 332-4900
Charlotte	(704) 588-5050
Durham	(904) 973-7215
Gastonia	(704) 864-1110
Greensboro	(336) 889-5850
Hendersonville	(828) 692-7863
High Point	(336) 889-5850
Raleigh	(919) 821-9690
Rocky Mount	(252) 231-7700
Salisbury	(704) 638-9978
Shelby	(980) 404-6006
Wilkesboro	(336) 844-7029
Wilmington	(910) 452-3313
Wilson	(252) 668-7071

South Carolina	
Aiken	(843) 681-7881
Anderson	(864) 231-0111
Charleston Heights	(843) 554-8010
Columbia	(803) 754-1400
Columbia	(803) 779-8520
Easley	(864) 850-9998
Florence	(843) 661-5593
Greenville	(864) 233-1300
Greenville	(864) 239-0299
Hilton Head	(803) 648-3225
Greenwood	(864) 223-3889
Ladson	(843) 414-1905
Myrtle Beach	(843) 626-2288
Rock Hill	(803) 325-1772
Simpsonville	(864) 601-3002
Spartanburg	(864) 583-5498
Sumter	(803) 775-4822
Tennessee	
Chattanooga	(423) 402-9303
Jackson	(731) 423-2100
Knoxville	(865) 673-8500
Murfreesboro	(615) 278-9949
Nashville	(615) 883-1156



## Leveraging AI, Strategies for Success Among Technical Program Topics for 2024 Women in ASHRAE Leadership Symposium

ATLANTA (July 10, 2024) – The technical program is now available for the first Women in ASHRAE Leadership Symposium, set on the “Magnificent Mile” in Chicago, Illinois, September 26-27, 2024. Early bird registration is available through July 31.

“The Women in ASHRAE Leadership Symposium is a platform for attendees to learn from women leaders in HVAC&R, to foster encouragement and connectivity, and to help navigate an industry where we are still, all too often, the only woman in the room,” said Nancy Kohout, symposium chair.

Kohout said that a pivotal way for engineering culture to help close its well-documented gender gap is for more women to emerge as organizational leaders and as mentors for the next generation of engineering professionals.

“This symposium will explore meaningful actions and tangible initiatives we can undertake to expand and grow leadership roles for women in engineering, to improve the experience of women interns and entry-level professionals, to strengthen retention rates over the course of a career, and to provide a needed voice and perspective for how engineers can help drive organizational and cultural change.”

Highlights of the Symposium include:

1. Real Talk: Engage in candid conversations about the challenges and triumphs unique to women in HVACR.
2. Empowerment Toolkit: Gain valuable insights with actionable tools, guidelines, and lessons for success.
3. Mentor Magic: Connect with mentors who can guide your journey and amplify your impact.
4. Allyship in Action: Learn how to be an effective ally and sponsor, turning advocacy into action.
5. Emotional Intelligence: Master strategies for handling tough situations with grace and confidence.
6. Networking: Forge lasting connections that

will propel your career to new heights.

The Young Women in ASHRAE EmpowHERment Award will showcase the leadership ability and innovation of emerging female leaders in the HVAC&R industry through a dynamic TEDex style presentation competition for ASHRAE or CIBSE members who are 35 years old or younger. Finalists present responses to a prompt highlighting the importance of women’s mentorship and empowerment during the second day of the Symposium. First place winner will receive complimentary registration to attend the 2025 ASHRAE Winter Conference in Orlando, Florida, February 8-12, 2025.

Keynote speakers are as follows:

- Ignite Your Leadership: Engineering a Sustainable Future: Erin McConahey, Principal, ASHRAE, and ARUP Fellow, ARUP, Culver City, California.
- Leadership Dualities: Guiding Professionals and Volunteers in Engineering Environments: Ginger Scoggins, P.E., CEM, CxA, Presidential Member, Fellow ASHRAE, Principal, Engineered Designs, Inc, Cary, North Carolina.

A panel keynote panel will feature a discussion on strategies for success from top women leaders in the industry.

Early bird registration to attend the Symposium is \$460 for ASHRAE members (\$500 for non-members). Student and one day pricing are also available. Registration includes on-site access to the conference program, interactive conference app access, welcome receptions, an architecture boat tour on the Chicago River, coffee breaks, breakfast and lunch.

For full technical program, registration and additional for the 2024 Women in ASHRAE Leadership Symposium, visit [ashrae.org/2024WIASymposium](https://ashrae.org/2024WIASymposium).

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.

## OUTPERFORM! Make High-Performance HVAC™ Your Secret Weapon for 2025 and Beyond

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

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

Change in the HVAC industry is happening at a faster pace than ever. Electrification, heat pumps, inverter technology, new refrigerants and new efficiency standards are just a few of the challenges and opportunities in front of us. The key is to be prepared, proactive, and educate your team to meet the new opportunities head-on.

Join your fellow high-performance contractors at NCI’s Summit in Asheville to explore ways to outperform your competition, delight your customers, and lead your marketplace as you set your priorities for 2025 and beyond.

### NCI Partners Trade Show

Our Partners help make this conference possible. Show your appreciation by attending the free trade show. Who knows? You might find that next great product or idea!

### Idea Meeting

All Summit attendees are invited to this 2-part event where each participant can propose one or more ideas in the areas of lead generation and sales. \$20 entrance fee and the best ideas split the pot for great cash prizes!

### Awards Presentation

This long-standing tradition is one of the highlights of every Summit. Join us in honoring the best of the best High-Performance HVAC contractors. You may be one of them!

NCI’s High-Performance HVAC Summit  
September 10-13, 2024 Asheville NC  
Register Today at [gotosummit.com](https://gotosummit.com)  
or call 800-633-7058

## 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. SAFETY SWITCH - Standard Thermal overload protected motor. Stainless Steel motor shaft with a 6' power cord and 20 ft. tubing (optional)

**best pump in the industry!**

**Smart Electric**

12201 N.W. 107th Avenue • Medley, FL 33178  
Phone: 305-500-9898 • Fax: 305-500-9896

[www.smartelectricusa.com](https://www.smartelectricusa.com)





# Tropic Supply Demo Days NAVAC: Learn About Cordless, Time-Saving HVAC Tools

During the month of July, Tropic Supply hosted several Demo Days with NAVAC on learning about their Cordless, Time-Saving HVAC Tools available at Tropic Supply.

NAVAC is a global manufacturer that has dedicated over 20 years to the R&D and manufacturing of industrial vacuum solutions and HVAC/R tools. NAVAC draws upon its commitment to technical innovation, strong customer service and robust R&D allocation to deliver solutions offering unsurpassed efficiency, accuracy and ease of use.

NAVAC's product portfolio is designed with

one overarching concept in mind: user-friendliness. The company seeks to meet a need for simpler, lighter, faster solutions that expedite service without sacrificing accuracy.

Demo Day attendees learned how to speed up evacuation in the field using NAVAC's 15.4 pound, lightweight, cordless 4 cfm vacuum pump.

They also learned how to make accurate, hassle-free flares in a fraction of the time it takes to create manual, traditional flares.

The three Target Sales representatives for the NAVAC Demo Days were: Marlon Perez, who has

been in the HVAC industry for 5 years and is excited to be working with the Target Sales family of manufacturers. David Waugh, Vice President of Sales for Target Sales, who has been conducting HVAC contractor trainings for 11 years. Chris Craft, a former HVAC Service Tech for 10 years before his transition to wholesale distribution, who has been conducting HVAC trainings with Target Sales for 3 years.

Please visit our website at [www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar) for upcoming training and events.



David Waugh of Target Sales (right) giving a demonstration on how to do a faster recovery using NAVAC products at T-15 Tropic Supply Orlando



Anthony Garcia of 32 Degrees Air Conditioning, Marlon Perez of Target Sales, and Noah Mangum of 32 Degrees Air Conditioning



Tropic Supply NAVAC Demo Day at T-1 Tropic Supply in North Miami



Marlon Perez of Target Sales with Kareem Ahmed of VAST Air Concepts



Marlon Perez of Target Sales speaking with techs from Hilling Air Conditioning at T-5 Tropic Supply West Palm Beach



Tod Sutherland of Tropic Supply, Chris Craft of Target Sales, and technician of Bob's Air Conditioning



David Waugh of Target Sales speaking with a local contractor about the new NAVAC Digital Manifold at T-10 Tropic Supply in Naples



Tropic Supply NAVAC Demo Day Team at T-2 Tropic Supply North Ft Lauderdale



Marlon Perez of Target Sales with Giovanni Moussignec and Dalton Hill of Coast to Coast AC & Refrigeration



Marlon Perez of Target Sales with Eddie Cepeda and Aleo Amador of T-1 Tropic Supply North Miami



Great turnout for the NAVAC Demo Day at T-21 Tropic Supply in Tallahassee



NAVAC Demo Day with Marlon Perez of Target Sales (in back), Joe Zvolenski, Brianna Davis, and Jennifer Concepcion at T-20 Tropic Supply in Sunrise



Marlon Perez of Target Sales with Ray Lorenzo of Lorenzo Appliance & Air Conditioning



Dennis Bastista of Artic Air, Marlon Perez of Target Sales, and John Masullo of Bentley AC at T-2 Tropic Supply in North Ft. Lauderdale



Tropic Supply NAVAC Demo Day at T-6 Tropic Supply in Ft Pierce





# Contractor Cool Cash

## Install, Register, Reap & Repeat

Valid on single-phase<sup>1</sup> systems purchased and installed between 6/1/2024 and 9/30/2024.

### Earn up to \$3,000!

Systems	Earnings
5-9*	\$250-\$450
10	\$1,000
11-20	\$1,500
21-30	\$2,000
31-40	\$2,500
41-50	\$3,000

\*Install at least 5 systems and earn \$250. Receive an additional \$50 per system when you install 6-9 systems.



Earnings are not cumulative. At the end of the promotional period, the total number of registered systems will determine your payout tier. For example, if you install 35 systems, this falls within the 31-40 tier, and you will receive a flat \$2,500.

<sup>1</sup>Excluding single phase DVM S Water systems.

- Register as a Samsung Dealer by completing the online dealer agreement here: <https://www.samsunghvac.com/dealer-agreement> Make sure you select Tropic Supply as your Distributor Partner.
- Purchase and install qualifying Samsung HVAC systems between June 1 and September 30, 2024.
- Register all systems by October 15, 2024.
- Receive payment by November 30, 2024.



#### TERMS AND CONDITIONS

1. Contractors must be enrolled in the Samsung HVAC Preferred Dealer Program to participate. **Contractors that enroll in the Samsung HVAC Preferred Dealer Program during the promotional period are eligible to participate.** 2. This offer applies to qualifying outdoor units purchased through an authorized Samsung HVAC distributor in the US and Canada and installed during the promotional period from 06/01/2024 to 09/30/2024. Qualifying products include AR\*\*TSFABWK, AR\*\*BSFCMWK, AR\*\*\*SFACWK, AR36BSHUMGM, AR\*\*CSDABWK, AR\*\*CSDABWK, AR\*\*CSDACWK, AR\*\*CSDADWK, AR\*\*CSDAEWK, AR\*\*CSFCMWK, AR\*\*CSKCPWK, AJ0\*\*BXJ\*CH, AJ0\*\*BXS\*CH, AJ0\*\*CSX\*CH, AC0\*\*BXADCH, AC0\*\*BXSCCH, AC0\*\*BXSCCC, AC0\*\*BXUPCH, AC036BXUDCH, AM0\*\*FXMDCH, AM0\*\*NXMDCH, AM0\*\*TXMDCH, AM060MXMDCH. This promotion is based on the quantity of qualified and registered outdoor units. 3. Products must be registered within 60 days of installation or by October 15, 2024, whichever comes first. Products installed during the promotional period but registered after October 15, 2024 are not eligible for promotion. Contractors may register systems through the Samsung HVAC Mobile App, Samsung HVAC Dealer Link, or by visiting SamsungHVAC.com. 4. Earnings from this promotion will be paid directly to the contractor by Channel Fusion via Visa® gift card. Contractors must have a W-9 tax form (US) or T-4 form (Canada) on file by August 31, 2024 to receive payment. Samsung HVAC will collect tax forms beginning in July. No more than \$3,000 can be earned per contracting company. 5. Systems purchased using an SPA do not qualify. Samsung HVAC reserves the right to change or discontinue this promotion at any time without notification.



### Call or visit your local Tropic Supply Resource Center today!

Cape Coral (T-11): (239) 989.0088	Miami N. / Export (T-1): (305) 652.7717	St. Petersburg (T-23): (727) 373.4003
Daytona Beach (T-19): (386) 258.8337	Miami S. (T-3): (305) 255.0438	Sunrise (T-20): (954) 835.6020
Delray Beach (T-9): (561) 279.2710	Mid Miami (T-7): (305) 638.9673	Tallahassee (T-21): (850) 300.6595
Ft. Lauderdale N. (T-2): (954) 565.4803	Naples (T-10): (239) 643.7118	Tampa E. (T-15): (813) 514.1198
Ft. Lauderdale S. (T-4): (954) 522.2874	Ocala (T-22): (352) 512.6980	Tampa W. (T-16): (813) 514.9939
Ft. Myers (T-8): (239) 278.1117	Orlando (T-17): (407) 219.3255	West Palm Beach (T-5): (561) 684.3997
Ft. Pierce (T-6): (772) 465.4707	Port Charlotte (T-12): (941) 255.8330	
Jacksonville (T-18): (904) 332.0990	Sarasota (T-14): (941) 378.0910	



## ASHRAE Celebrates Creation of Center of Excellence for Building Decarbonization

ATLANTA (July 1, 2024) – ASHRAE has strengthened its commitment to reducing greenhouse gas (GHG) emissions in the built environment by establishing its first-ever center of excellence.

The ASHRAE Center of Excellence for Building Decarbonization (CEBD) will drive the adoption of climate change mitigation policies and reinforce ASHRAE's goal to achieving net zero GHG emissions in operation for all new buildings by 2030.

The CEBD's primary activities are as follows:

- **Strategy – Guide** ASHRAE's building decarbonization efforts and integrate relevant goals into the Society's strategic plan. Develop, lead, and collaborate on strategic initiatives with partner organizations to accelerate and advance global building decarbonization.
- **Thought Leadership – Track** emerging issues and trends to showcase ASHRAE's leadership position.
- **Collaboration – Coordinate** joint initiatives, events and projects with U.S. and international organizations that compliment ASHRAE's building decarbonization efforts.
- **Public Advocacy – Provide** reliable technical information on decarbonization to policymakers, media, and the public.

"Our decision to establish the ASHRAE Center of Excellence for Building Decarbonization represents a strategic move towards amplifying our impact on climate change mitigation in the built environment," said 2024-25 ASHRAE President Dennis Knight, P.E., BEMP, Fellow Life Member. "By making building decarbonization a focal point of our technical resources and advocacy, we are broadening our capacity to drive systemic change. The CEBD signifies ASHRAE's dedication to empowering stakeholders with essential resources and educational opportunities and underscores our pivotal role in shaping a more sustainable future."

The CEBD is releasing two new technical guides:

- **Decarbonizing Hospital Buildings – Available now**, this guide assists hospital facility managers, planners, architectural and engineering teams, and other stakeholders in reducing GHG emissions.
- **Decarbonizing Building Thermal Systems: A How-To Guide for Heat Pump Systems and Beyond – Coming soon**, this guide supports design engineers and building operators in decarbonization efforts, covering application, sizing, system configuration, refrigerants, electrical requirements and control strategies.

The ASHRAE Decarbonization Challenge Fund, a year-long competitive grant program to implement decarbonization projects within local ASHRAE chapters, has also been reinstated for a second year. The CEBD also welcomes donations to further impact initiatives. To learn more about the ASHRAE CEBD and the Society's building decarbonization initiatives, visit [ashrae.org/decarb](https://ashrae.org/decarb).

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

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

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

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

## HVAC Excellence Celebrating 30 Years



HVAC Excellence, a leading standards organization in the HVACR industry commemorates its 30th anniversary this year. Founded in 1994, when the Dow Jones Industrial Average closed at nearly 3,800, beepers were the primary way to reach a technician, the first webpage launched, HVAC Excellence was established to create standards in HVACR education.

Over the past thirty years, technological advancements have been transformative. The last five years alone have seen the emergence of artificial intelligence, cryptocurrency, gene editing, and quantum computing. The HVACR industry has similarly progressed with the introduction of communicating controls, building automation, heat pump water heaters, remote monitoring and system diagnostic tools, smart service technician tools, variable refrigerant flow, next-generation and natural refrigerants, and inverter technologies.

The one constant in life is change, and those who embrace change will ultimately be the first to benefit from these transitions. HVAC Excellence embraces change, remains dedicated to embracing industry advancements, and keeping professionals apprised of them. HVAC Excellence has consistently adapted its programs to meet the ever-changing demands of our industry. Understanding that a one-size-fits-all certification approach is inadequate, HVAC Excellence pioneered a tiered system of portable and stackable credentials. These credentials cater to individuals at different career stages, from high school students to seasoned professionals and educators.

By offering progressive levels of certifications based on established core competencies, HVAC Excellence equips stakeholders with the tools to accurately identify and address strengths and weaknesses.

It is well documented that student and technician performance mirrors that of their instructors. As such, HVAC Excellence provides resources to analyze data, pinpointing whether the weakness lies with an individual, a group, the class content, or the instructor themselves.

At thirty, HVAC Excellence reflects on its remarkable achievements while looking to the future. From issuing over half a million credentials to introducing standards for HVACR educational programs, hands-on certifications, standards for instructors, to creating a conference for those on the frontline of HVACR education.

Eugene Silberstein, National Programs Director, expressed pride in the organization's accomplishments, stating, "We are incredibly proud of the strides we have made over the past 30 years. Our success is a testament to the dedication of our team, the support of our partners, and the commitment of HVACR professionals to continuous improvement. We look forward to many more years of advancing excellence in the HVACR industry."

HVAC Excellence remains committed to promoting excellence in HVACR education and the building science fields. With a focus on innovation, collaboration, and industry leadership, HVAC Excellence will continue setting the standard for quality and professionalism in the HVACR field by working with industry leading manufacturers and stakeholders alike. Learn more about how HVAC Excellence can help you take your career or program to the next level by visiting [escogroup.org/hvac](https://escogroup.org/hvac).



## Danfoss Launches New Compressors for Comfort and Industrial Heat Pumps

As the push toward decarbonization and adoption of cleaner heating sources continues, Danfoss is releasing two new compressors for the North American market. The new lineup, which includes the BOCK® HGX56 CO2 T 6-cylinder semi-hermetic reciprocating compressor for large-capacity industrial heat pumps and the PSH scroll compressor for reversible rooftop units and hydronic systems in cold climates, offers new and extended compressor ranges to help OEMs accelerate the green transition for comfort and industrial heat pumps.

Heating and cooling account for half of the final energy consumption globally. In "The Future of Heat Pumps," the International Energy Agency (IEA) estimates that by the year 2030, heat pumps can reduce carbon dioxide (CO2) emissions by 500 million tons and save U.S. households roughly \$300 per year in energy costs. Globally, the public and private sectors are encouraging greener choices like heating electrification, heat pump incentives, and low-GWP refrigerant usage.

Commenting on the shift away from fossil fuels, Kristian Strand, Danfoss Commercial Compressors-President, stated: "Building owners are demanding energy efficiency and accountability from their suppliers, which creates a growing demand for sustainable and energy-efficient technologies. Globally, we are seeing the market shift from gas boilers to heat pumps across multi-family housing or office building projects. Industrial/process heat pumps are also gaining traction and play a central role in decarbonizing industries such as Food & Beverage, Chemicals, or Textiles." Kristian

Strand continued:

"Our comprehensive lineup offers heating capacities in single-circuit configuration, delivering high water supply temperatures. These compressors enable OEMs to simplify designs and minimize their environmental impact. We are committed to helping OEMs secure today's deals and win tomorrow's market position on every type of project."

Ideal for large-capacity heat pumps, the 6-cylinder semi-hermetic BOCK® HGX56 CO2 T achieves water temperatures up to 90°C/194°F and offers an efficient alternative to ammonia and synthetic refrigerants. The HGX56 CO2 T reduces cost, system complexity, and the number of compressors required for large industrial heat pumps, refrigeration, and district heating systems.

The new PSH scroll range compressor is ideal for North American reversible rooftop units and hydronic heat pump systems with higher discharge gas temperature limits. Featuring liquid, vapor, and wet injection, it comes with a full package of qualified components to manage the injection and delivers year-round comfort with a water-supply temperature of up to 65°C/149°F. The versatile PSH scroll range is optimized for new-generation systems transitioning to lower GWP options like R454B.

Heat pumps are critical for decarbonizing heating and the solutions announced today are pivotal in enabling the success of these applications. Currently, Danfoss delivers up to 70% of the materials for air-to-water heat pumps and has plans to release additional products this year.





**KEEP YOUR EQUIPMENT PRICES COOL  
AS THE TEMPERATURES THIS SUMMER GET HOT!**

**TGM, RUNTRU & DUCANE EQUIPMENT  
IN STOCK!**

**10 YEAR  
WARRANTY**

**COMPETITIVE  
PRICES!**



[www.refricenter.net](http://www.refricenter.net)

**Refricenter West Palm   Refricenter Hialeah   Refricenter Broward   Refricenter Port St. Lucie**  
561-689-8075   305-633-1535   954-968-1010   772-879-7800  
wpb@refricenter.net   hialeah@refricenter.net   broward@refricenter.net   portstlucie@refricenter.net

**Refri-Air   Refricenter West   Refricenter North   Refricenter South   Refricenter Tamiami**  
305-266-7445   305-447-9675   305-652-3331   305-251-9675   786-360-0660  
refriair@refricenter.net   west@refricenter.net   north@refricenter.net   south@refricenter.net   tamiami@refricenter.net





After registration, everyone was welcomed to the opening of RefriAmericas and the celebration of their 20th Anniversary



Otto Brito, Adriana Campos, Alfredo Diaz, and Ramon Junco of OLDACH Trading LLC



Daher Alejandro Jadad Egel of Meco Climate Technologies, Tim Steinmetz of Steinmetz and Associates, Phil Ernst of Choice Manufactured Parts



Maria Piccoli of Borel International, Carmine Garcia of DiversiTech, Kevin Beatty of McAllister Group, and Luis Rodriguez of Borel International,



Vincenzo Comuniello of Airzone featuring Smart Climate Control



Andres Zamora of Daikin Latin America, Andrew Lashley of Artec, Angelica Alarcon and Camila Marin of Daikin Latin America



Oscar Perez and Thaes Vegas of Protec, Inc



Refricenter was in full force to show excellent hospitality to all who attended the RefriAmericas event



Ricardo Lopez and Ali Bendeck of AMRAD Global The Source with Jorge Ramirez Zamora Sr. and Jr. of Sistec SA



Ginger Scoggins, ASHRAE past president, with Tulia Rios, ASHRAE Miami Chapter



The E-Air Team representing ComfortStar, Hercules, and Smart Electric Products



Bruce Heberle and Mark Redman of Chem Penn - The Chemical Company of Pennsylvania



Alfredo Sotolongo of Protec, Inc was one of the speakers for the technical training sessions



Aura Perez, Laurent Canecras, and Itzel Quevedo of CBT Technology Institute



Gilberto Gamez of NSI HVAC with Matthew Cowley of Spectronics



Academia - Nate Certification and Training in Spanish all came together for a group photo



Andy Saez of Saez Distributors, Nicolas Dicairano of FSD - Saez, Marlon Perez of Target Sales, William Venegas and Keith Keller of NAVAC



Jose Mayaudon of AQU ERO HVAC/R Coatings with Renan Novoa of TEK SOL

# Refri20 años AMERICAS

Supporting Show Sponsor

RefriAméricas, the leading event for the HVAC/R industry in Latin America, took place from July 24 to 25 at the MACC Airport Convention Center. This year celebrates its 20th anniversary and featured over 100 exhibitors and a comprehensive academic program designed to offer a unique experience to all industry professionals.

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.

Attendees had 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 was carefully designed to provide up-to-date knowledge on the latest trends in HVAC/R.





Team KO ACS of Mexico (center) make a visit to the Belimo booth at RefriAmericas



Craig Elliott, Global Product Manager of Hartell Pumps



Gregory L. Monti and Gordon Harris of MA-Line Specialty Products



Kyle Purcell and Bob Zappalo of Mason Industries



Jane Sidebottom of WHVACR, Chunyan Liu and Joanna Jiang of World Lead International, and Amy O'Grady of WHVACR



Scott Johnson of AprilAire, Carola Rodriguez and Gabriel Marrero-Ocasio of Renueva Solutions, Whit Parker of Building Health Group

# Conference & Exhibition for the HVAC/R Industries of the Caribbean and Latin America held July 24 & 25 at the MACC Airport Convention Center



Yadira Lee, Sergio Florez, Yorleny Luzardo, and Adali Moran of Primelines HVAC



William Rada, Ana Paloma, Pablo Guity of Pilarte HVAC Export



Johanne Bueno of J. Nichols & Associates with Robin Broderick of RGF Environmental Group



Boreal International serves Latin America and the Caribbean providing premium quality, high efficiency equipment solutions



Andres Ponce of AMP Strategic, Connie Loughhead and Alex Frean of Rectorseal, and Nick Vosburgh of AMP Strategic



The team from Sauermann with Sol Tec Industries visiting their booth



Luis Carrero of CL Overseas Inc, Richard Apodaca of Uniweld Products, Victor Saremado of Fahrenheit Store



Air-Con International providing quality air-conditioning products



Francisco Bejarano and Branden Dewing of Macurco Gas Detection



Jana Fish of A-GAS for On-Site Refrigerant Recovery



Conklin Industries had a very busy booth during the entire event



Sergio Martin of Saez Distributors with son Alexis Terzado of Nu-Calgon



# Bosch Acquires Residential and Light Commercial HVAC Business from Johnson Controls and Hitachi

(Continued from Cover Story)

Christian Fischer, the deputy chairman of the board of management of Robert Bosch GmbH who is responsible for the Bosch Group's strategic growth initiatives, and thus for this planned acquisition, adds: "With this acquisition, Bosch will accelerate its growth and nearly double its sales revenue in the HVAC market to roughly 9 billion euros. Together with our future colleagues, we want to seize the huge opportunities offered by the market for the further growth of this new unit." The company expects the global HVAC market to grow 40 percent by 2030, driven by technological progress, the fight against climate change, and new regulations. "The acquired businesses will become part of the Bosch core business – and this will benefit customers, installation partners, and associates," Fischer adds. "We have proved several times in the past that we can successfully integrate brands, take them forward through investments, and strengthen them."

In the words of George Oliver, CEO of Johnson Controls: "Our leading residential and light commercial business and its world-class team perfectly complement the Bosch portfolio. We are confident that under Bosch's leadership the business will continue to excel and deliver innovative products and service to its customers. We look forward to seeing their continued success."

Jun Abe, executive officer and executive vice president at Hitachi, and executive officer and general manager of the Hitachi Connective Industries division, says: "The new partnership with Bosch to establish a global air-conditioning business is an important step. The market is dynamic, and is flourishing. I firmly believe that a global supplier such as Bosch, with its strong European presence and many years of experience in the heating business, is the optimum partner for further expanding the global air-conditioning business of the longstanding Hitachi brand."

**Innovative, energy-efficient solutions for mitigating global warming and the move to alternative energy**

The current transformation in technologies and market conditions in the field of HVAC solutions opens up huge opportunities for supplying innovative and energy-efficient solutions for mitigating global warming and the move to alternative energy. Heating technology is moving away from fossil fuels such as oil and gas toward heat pumps and heat pump-hybrid solutions. At the same time, air-conditioning technology is growing in importance both in Europe and worldwide. Frank Meyer, the Bosch management board member responsible for the Energy and Building Technology business sector, and thus also for the Bosch Home Comfort Group and the integration of the new unit, says: "It is Bosch's aim to play an active part in shaping the innovative and growing market for energy and building technology, and to occupy a globally leading position. With this acquisition, we are improving our position, especially in air conditioning. In addition, we will be able to globally expand our heat-pump business and achieve greater economies of scale. With our technology and our products, we can work together to make a bigger contribution to energy efficiency and to more comfort and a better quality of life for many people in light of global warming. That's 'Invented for life' in its truest sense."

**Complementary portfolio, established brands, and a strong team**

Bosch intends to integrate the acquired businesses into the Home Comfort Group. The 14,600 associates of the existing Bosch Home Comfort Group generated sales of roughly 5 billion euros in 2023. Home Comfort is excellently positioned in the major segments of the heating market, of the heat-pump market, and

of the market for heat pump-hybrid solutions, which comprise a heat pump and a fossil fuel-fired boiler for peak loads. Following the transaction, the new unit will have a workforce of more than 26,000 and be able to benefit considerably from economies of scale and a complementary portfolio at the interface between heating and cooling. Jan Brockmann, president of the Bosch Home Comfort Group, says: "With our successful heating technology in Europe, we already have a strong team and a sound foundation. Now is the right time for a bold step toward a global presence. Demand for air-conditioning solutions is growing especially fast." In the U.S., for example, Bosch expects to see more than 50 percent growth by the end of the decade, and in Europe as well, strong growth of approximately 30 percent is forecast up to 2030. Together, we will be able to build on strong, well-established brands. We are looking forward to shaping the future of the Bosch Home Comfort Group with our future colleagues and their innovations and ideas," Brockmann adds.

The HVAC business Bosch plans to acquire from Johnson Controls has an especially strong presence in the United States and Asia. In the United States, its portfolio focuses on ducted solutions in which air passes from a central source through ducts in order to heat or cool all rooms at the same time. In Asia, it especially sells ductless solutions, where interior units in each room can heat or cool individually, as well as modern air-conditioning systems based on variable refrigerant flow (VRF) systems. This technology is used in commercial applications ranging from light commercial premises such as retail stores to large projects such as hotels and hospitals. The portfolio in these regions is supplemented by efficient air-water heat pumps, which Johnson Controls offers above all in Europe.







**HERCULES**  
HVAC MOUNTING & INSTALLATION

# SMART CONDENSATE PUMP



## SMART MINI CONDENSATE PUMP

**SPB-66**



**FEATURES:**

- Thermally protected
- Overflow alarm function
- Suitable water temp. 0-70°C / 158°F
- Automatic Tank Cleaning
- Error alarm
- Anti-mold tank
- Voltage 110-240 HZ 50/60
- Amps 3 Wats 5
- Max.Lift (ft) 20M/66ft
- Certificate ETL

**SPL-66**



### QUALITY AND RELIABILITY

**SPC-66**



**SPS-66**





# At RefriAmericas, NAVAC Highlighted Their Latest HVAC Solutions

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, hoses, recovery units and industry-specific items, attended RefriAmericas July 24-25 in Miami. NAVAC highlighted its latest cutting-edge technologies designed to streamline and enhance the HVAC maintenance and installation process. Among the products highlighted was the company's new smart digital manifold gauge with remote control and monitoring and its next-generation lightweight recovery unit.

Organized by ACR Latin America, RefriAmericas has supported the HVAC/R industry for over 19 years, offering two days of conferences, technical visits, and exhibitions. This event provides a platform for industry professionals to explore the latest advancements and network with leaders in the field.

NAVAC showcased the following products:

NAVAC's NX1 NEXUS is a smart digital manifold gauge that 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.

Weighing just 20.3 pounds, NAVAC's NR7 Recovery Unit offers fast operation and a robust 0.54 lbs/min R-410A vapor recovery rate. Compatible with all common refrigerants – including newer A2L products – NAVAC's NR7 Recovery Unit features a brushless DC motor, which helps provide substantial power in a compact, easy-to-store size. The unit's twin-cylinder, oil-free compressor, right-sized condenser and wider airflow path yield fast recovery. Its purge function prevents mixing of various refrigerants.

"We were thrilled to participate in RefriAmericas and showcase our latest innovations," said Keith Keller, Director of Sales at NAVAC. "The NX1 NEXUS Digital Manifold Gauge and NR7 Recovery Unit exemplify our dedication to providing HVAC professionals with state-of-the-art tools that enhance productivity, accuracy, and ease of use. In addition to RefriAmericas, NAVAC will also be exhibiting at the Refricento trade show on August 8 in Puerto Rico as part of the company's heightened focus on the Latin American market."



## Tennessee College of Applied Technology Shelbyville Granted Accreditation

HVAC Excellence is pleased to announce that the Tennessee College of Applied Technology in Shelbyville, Tennessee has been granted programmatic accreditation of their HVACR Technology Program. In 1964 the Beatlemania heads to the United States, while the cosmic microwave background is discovered showcasing evidence of the big bang theory. That same year, The Tennessee College of Applied Technology (TCAT) opened in Shelbyville, Tennessee. While much has changed over the years, the mission of the TCAT is the same, to be a premier provider of training for the community they serve. To validate their HVACR educational program was keeping up with the latest technologies, the faculty and staff decided to pursue third-party accreditation.




*Always get the best!*



**Distributor Benefits:**

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

**Needs only 27" x 19" Floor Space**

**Contractor Benefits:**

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make **\$100.00** profit per install



**Sold at your local distributor!**  
If not, call:  
**(704) 892-5399 or**  
**www.attictent.com**

## Performance Pointers

By James Ball  
(continued from page 20)

**5. Continuously measure.** Every day on every job. Watch for improvement. Celebrate when your staff exceeds goals and address failures privately. If measurements don't improve, re-evaluate your approach. Get more aggressive and ask for help. I know **National Comfort Institute** (National Comfort Institute Home Page) can help you implement change that improves performance.

### Don't Wait. Get Started Now

For years we ran our company with measurements that we did not really understand. **Key Performance Indicators** (KPI), like 'call backs' can easily be counted and understood. Look at this article about KPI's, <https://hvactoday.com/0424-kpis-boylan/>. Resist the urge to make measurements that are difficult to understand and therefore hard to improve. Stick to basic KPI's like number of calls, revenue of each call, call back, and time on the call. These are easy to measure and provide a great place to start.

At Ball Heating and Air, when we started to get serious about measuring, evaluating, changing, and remeasuring, it changed our performance. We were known to be moral and ethical, but measuring and using those numbers to find ways to improve ourselves and our customers' experience brought so

much benefit to our company. It brought validity to the areas where we were great and showed us areas where we needed work.

I would love to hear from you about your High-Performance HVAC journey. Send me a note or give me a call to tell me your story or to talk about your challenges, I would love to help.

Measure, Don't Guess

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

*As a Senior Mechanical Engineer with HYPERLINK "https://www.dewberry.com/home" 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 HYPERLINK "NationalComfortInstitute.com" NationalComfortInstitute.com or call 800-633-7058.*

## Malco Impact Rated Hole Cutter Bits Earn Dealer Design Award



ANNANDALE, MINN. (July 30, 2024) — Malco Tools, one of the nation's leading solution developers and manufacturers of a variety of high-quality tools for the HVAC trade, was recognized for excellence in product design in the 2024 Dealer Design Awards Program, sponsored by The AHCR News magazine.

Malco's sheet metal Hole Cutters with Impact Rated Cutter Bits (HC1/HC2) won the Bronze award in the Hand Tools category, selected by an independent panel of contractors.

Malco's distinctive Gold Impact Cutter Bits quickly install into the chuck of any corded or cordless drill in just a few seconds, and unlike anything else on the market, feature a hex insert for ultimate flexibility for use on either an impact driver or a drill. When used

with an impact driver, trade professionals can expect faster-than-average cutting times, which means they can get the job done faster and more efficiently than ever before. "We are proud to bring home another Dealer Design Award that speaks to the innovative products Malco brings to HVAC pros," said Rebecca Talbot, vice president of marketing at Malco Tools. "We specifically designed these 'Gold Standard' Hole Cutter Bits to be the longest-lasting, fastest-cutting, and easiest-adjusting solution for cutting holes in sheet metal to make jobs easier and more efficient for pros."

Winning entries in the Dealer Design Awards were featured in the July 29, 2024, issue of The ACHR News. For more information about Malco Tools, visit [www.malcotools.com](http://www.malcotools.com). To learn more about Malco's Hole Cutters, visit [www.malcotools.com/product/gold-standard-malco-hole-cutters](http://www.malcotools.com/product/gold-standard-malco-hole-cutters). Malco Tools, Inc., based in Annandale, Minnesota, is one of the nation's leading solution developers and manufacturers of a variety of high-quality specialty hand tools for the HVAC and building construction trades.



# Carrier and Bryant Distributors Invest More than \$500,000 in Scholarships to Boost Higher Education and Trades Skills

INDIANAPOLIS, IN, July 2, 2024 — Carrier and Bryant have announced the recipients of the Distributors' Education Foundation scholarship for the 2024-2025 school year. Carrier and Bryant are part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Since its inception in 1981, the Distributors' Education Foundation, established to honor the late William A. Blees and his many years of service as an advisor to Carrier and Bryant distributors, has provided over \$500,000 in assistance to more than 400 students working towards their undergraduate or vocational degrees. The scholarship is awarded to children and grandchildren of Carrier and Bryant contractors who demonstrate academic excellence, community service, and participate in extracurricular activities. This year, scholarships will be going to students in 25 cities from 11 states coast to coast.

"For over 40 years, Carrier and Bryant distributors have significantly contributed to the growth of the HVAC industry by funding the Carrier and Bryant Distributors' Education Foundation," said Spencer Atkins, President and Chief Executive Officer, Weathertech Distributing and President, Scholarship Program Board of Directors. "Since inception, the Foundation has provided over \$500,000 in scholarships and we plan to continue our support. This scholarship program is a crucial element in developing future leaders for our industry."

"The Distributors' Education Foundation scholarship is a unique way for our distributors to give back to their contractors' families," said Nick Arch, Vice President and General Manager, Residential HVAC Solutions, Carrier. "We're honored to support this outstanding initiative and wish all recipients luck in their academic endeavors."

To learn more about Carrier and Bryant, visit [www.carrier.com/residential](http://www.carrier.com/residential) and [www.bryant.com](http://www.bryant.com) respectively.

# Geokey Announces Exclusive Smart Thermostat Integration with Resideo

OMAHA, Neb. (June 19, 2024) – Geokey today announced a new app integration with Resideo Technologies, a leading global provider of solutions for home comfort, energy management, security, and safety, to provide multi-family dwellings access to enhanced smart home comfort and energy efficiency. The integration will transform the way residents take control of their indoor comfort and give building owners a way to monitor energy use and achieve savings. As part of this collaboration, Resideo's Honeywell Home smart thermostats will be the only thermostats available in Geokey's mobile access control app.

Residents can now control their Honeywell Home smart thermostats to create personalized heating and cooling schedules remotely using the Geokey app. Property owners and managers can see insights about energy consumption patterns of vacant units, including reports on how HVAC systems are performing, to enable informed decisions to reduce energy waste. Geokey's apps protect properties managed by SPM, the leading property management company for apartment communities across the U.S.

Geokey's access control software secures properties like the Reverie, a premier property in Belmont, North Carolina. "As a community manager, my experience with Geokey and the thermostat offering has been remarkably seamless and user-friendly. Our residents love that they can effortlessly adjust their home's temperature from anywhere, ensuring optimal comfort without having to physically interact with the thermostat. The app offers intuitive controls, real-time temperature monitoring, and the ability to set schedules or temperature presets, enhancing convenience and energy efficiency. This integration of technology not only simplifies the management of home climate but also provides a modern, connected living experience that aligns with the needs of today's tech-savvy residents," said Kelsey Reagan, Senior Community Manager at Reverie Belmont. This integration also includes access to Resideo's First Alert water leak detection system, which notifies residents of a water leak and allows them to remotely shut off the water within the app.

"Resideo is building a future where technology works to simplify everyday life," said Nick Dalsin, Vice President, Systems, Apps and Software at Resideo. "Integrating smart thermostat control and water leak detection into Geokey's access control app empowers residents to effortlessly manage their home's comfort and gives property managers more tools to protect and care for their dwellings."

Geokey, known for access control software, has expanded capabilities within their app to simplify operations and property management for owners and operators – from smart home features to PMS integrations. "Partnering with Resideo allows us to give residents modern day comfort while also unlocking greater energy savings for property managers," said Brandon Peterson, CEO of Geokey.

## Elite Software

### Over 20 Hvac Design Programs!

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





**New!**

**Rhvac Online \$49/up** ACCA approved Manual J, D, and S calculations. **Works on phones, tablets, iPads, and computers**



**\$199/up** To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing



- Unlimited Free Phone & Email Support
- Manual & Graphic Data Entry Options
- Displays Psychrometric Chart
- Unlimited Cloud Project Storage
- Equipment Data - All Manufacturers



**800-648-9523**

Download free demos

**[www.elitesoft.com](http://www.elitesoft.com)**





## Keep Up-to-Date with

# my NATE

Track certifications, CE hours, C3 listings, or update your information anytime at the [MyNATE portal](http://MyNATE.portal).

**Toll Free: 877-420-6283 (NATE)**    [asknate@natex.org](mailto:asknate@natex.org)



# Because of the LORD's great love we are not consumed, for his compassions never fail. They are new every morning; great is your faithfulness.

Lamentations 3:22-23



UPCOMING EVENTS



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

CLASSIFIEDS

AC FLORIDA QUALIFIER LOOKING TO QUALIFLY AN EXISTING COMPANY!

Please email me at [www.mccord1954@outlook.com](mailto:www.mccord1954@outlook.com)  
Serious Inquires Only

Midea Ductless Mini Split System  
410A,12000 BTU, 208/230V  
New Still in the Box \$300 +frt  
954-741-9653



POSITIONS AVAILABLE

Tropic Supply is hiring for Counter Sales, Drivers (CDL and Non-CDL), Warehouse Associates, and Management roles throughout our 22 locations all over Florida! We are committed to helping you realize your goals and we provide a positive, rewarding, and engaging work environment that fosters a culture based on trust, respect, and long-lasting relationships. We are offering full-time positions with guaranteed overtime, benefits, and compensation commensurate with experience.

Please email your resume to [careers@tropicsupply.com](mailto:careers@tropicsupply.com).

BLACKS SUPPLY  
POSITIONS AVAILABLE

Central Florida HVAC Distributor accepting applications for several positions including counter sales that are currently available. If you are looking for opportunity to stretch and grow with a company? This is the place! Compensation and benefits relative to position and experience. For info email: [kyle@blackssupply.com](mailto:kyle@blackssupply.com)

Advertisers  
in this Issue

ATTIC TENT	B12
Baker FCS	10
Blacks Supply	B15
Carlisle HVAC	20
ComfortStar CPR Series	23
Daikin Comfort Technologies	9
Ecoer	19
Elite Software	B13
Gemaire	24
Hercules Smart Pumps	B11
iFLO Pro	4
Innovative Dehumidifier	22
Johnstone Supply / Florida	B16
Johnstone Supply / Ware Group	2
Klima Control	21
McDaniel Metals	14
Mueller Streamline	5
Oldach USA	13
PATLive	16
Pipe Prop	14
Refricenter	B7
RGF Environmental	11
Saez Distributors	17
Smart Electric	B3
SmartSnakes	6
Source 1 / York	7
The Metal Shop	3
Tropic Supply	B1&B5
Venstar Thermostats	B2
Uniweld Products	18
Winsupply	15
Women In HVACR	B10
Yellow Jacket TitanMAX	8
Zebra Instruments	12

TODAY'S A/C NEWS

August 2024  
Volume 36 / Number 1  
Today's A/C & Refrigeration News  
is published monthly,  
(12 times a year)  
by Today's A/C & Refrigeration News  
P0 BOX 451821,  
Ft Lauderdale, FL 32170  
Ph: 954-674-1580 / FAX 866-320-2773  
E-mail: [jeff@todays-ac.com](mailto:jeff@todays-ac.com)  
Application to mail at periodicals postage  
rates is pending at Longwood, FL  
and additional mailing offices.

POSTMASTER:  
Send address changes to  
Today's A/C & Refrigeration News  
P0. Box 451821,  
Ft Lauderdale, FL 33345

Jeff Schlichenmeyer, Publisher  
Copyright © 1988-2024 in series  
Today's A/C & Refrigeration News

Today's A/C & Refrigeration News is a tabloid size trade newspaper published specifically for air conditioning contractors, refrigeration technicians, and other trades related to the HVACR & IAQ industries in Alabama, Georgia, Florida, South Carolina, North Carolina, & Tennessee

The publisher of Today's A/C & Refrigeration News does not assume responsibility of statements made by advertisers, or press releases, and reports opinions expressed by suppliers, wholesalers, manufacturers and contractors as quoted. This newspaper may contain forward-looking statements by manufacturers, advertisers and public relations firms. They are believed to be within the meaning of Section 27a of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Although the Today's AC News believes that the expectations reflected in such forward-looking statements are reasonable, it can provide no assurance results will meet or exceed such expectations due to factors that include, but are not limited to, risks associated with market conditions, new products, and risks associated with rapid technological change. All brand names mentioned are trademarks of their respective owners. Reprinting or other duplication of any material or articles within the publication or on our Web site is not permitted without written permission of the publisher.

For advertising sales contact:  
Jeff Schlichenmeyer 954-674-1580  
[jeff@todays-ac.com](mailto:jeff@todays-ac.com)





Empowering you to work smarter

# 10% Off during the Month of August

Leading Technology - Superior Quality - Best Experience

## Smart & Precise NEXUS Digital Manifold Gauge



NX1 NX1V NEXUS Digital Manifold Gauge

NRDD Brushless DC Recovery Unit

N11LNH NAVAC BreakFree Power Tube Expander without Expanding Heads

NP2DLM Cordless Vacuum Pump

NP4DLM Cordless Vacuum Pump



NEF6Li Cordless Power Flaring Tool



NMV1 Micron Vacuum Gauge



NRC62i Smart Refrigerant Charging Machine



NTE11H Tube Expander



NP12DM 12CFM Vacuum Pump

NRP8Di Smart Vacuum Pump



NVR1 Valve Core Removal Tool



NRS2i01 Wireless Refrigerant Scale



NTE7 Tube Expander

Come to **BLACKS SUPPLY** for all of your Tools & Test Equipment Needs!



1206 W. Pine St.  
Orlando, FL. 32805  
407-422-0181

310 W. Badger Ave.  
Eustis, FL. 32726  
352-589-8884

1015 Thomas Ave.  
Leesburg, FL. 34748  
352-360-0050

2232 N. Forsyth Rd.  
Orlando, FL. 32807  
407-678-0377



# COUNTER INTELLIGENCE.



Johnstone Supply Ware Group Doral  
Max Castellon, Fernando Burgos,  
Geo Porras, Oscar Feijoo



Johnstone Supply Ware Group Boynton Beach  
Teizuhn Edwards, Jennifer Shorrock, Ken Pearson,  
Maria Rodriguez, Javier Caban



Johnstone Supply Ware Group Deerfield Beach  
Mike Guerra, James Hamm, Jacob Gonzalez,  
Pam Carnessali, Marquis Ayala



Johnstone Supply Pensacola  
Glen, Shane, David, Brad, Ryan, Larry



## Counter Intelligence to Meet Your Needs!

- **You need products** – we have over 50,000 at our fingertips
- **You have questions** – our knowledgeable staff have the answers
- **You need confidence** – our ongoing training insures that our staff are up-to-date on the latest
- **You need matches** – our amazing product cross-reference tool will quickly match exactly what you need, and is exclusive to Johnstone Supply
- **You need service** – our friendly staff are laser-focused on providing you outstanding service with personality!

We make it easy for you! Visit [www.johnstonesupply.com](http://www.johnstonesupply.com)  
or give us a call for information or to receive our 2,000 page catalog



Gainesville [352] 378 2430  
Ocala [352] 873-4443  
Melbourne [321] 676-4177  
Naples [239] 643-3446  
Boynton Beach [561] 572-2507  
Orlando [407] 849-0573  
Port Richey [727]-817-0248  
Ft. Lauderdale [954] 971-9350  
West Palm Beach [561] 689-3366

Jacksonville South [904] 641-2282  
Cape Coral (239) 242-8796  
Fort Myers [239] 275-3533  
Sarasota (941) 753-8491  
Port St Lucie [772] 468-0211  
Tallahassee [850] 576-5922  
Clearwater [727] 561-9309  
Deerfield Beach (754) 218-9667  
Sanford (407) 324-8003  
Lakeland (863) 665-4045

Kendall (786) 249-4828  
Miami Lakes (786) 476-7340  
Stuart (772) 781-0102  
Jacksonville [904] 354-0282  
Dania Beach [954] 921-8070  
Daytona Beach (386) 265-6400  
Pensacola (850) 436-2008  
Ft Walton Beach (850) 362-6880  
Brandon (813) 424-3180