

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



**PBACCA - Florida Air Conditioning
Apprenticeship Graduation (see page B8)**



**Gemaire Distributors Hosts
Friedrich Roadshow (see page 10)**



**SFACCA August Meeting - Annual Inspectors
Panel in Broward and Miami (see page B10)**



**August Demo Days with Yellow Jacket and
Inficon at Tropic Supply (see pages 22 & B4)**



**Refricenter Hosts Ducane Counter Day and
BBQ at their Miami North Location (see page B6)**

Daikin Awarded \$39M Grant from the U.S. Department of Energy to Accelerate the Production of Energy-Efficient Heat Pump Technology



Jeff Schlichenmeyer
Publisher

WALLER, Texas – The U.S. Department of Energy (“DOE”) recently awarded Daikin Comfort Technologies North America, Inc. (“Daikin”) a \$39 million grant to support the manufacturing of domestic inverter heat pumps. The grant will enable Daikin to enhance its production capabilities of these advanced, affordable, and energy-efficient electric heating alternatives.

With this funding, Daikin, a leading global manufacturer and pioneer of advanced inverter heat pump technologies, will expand its product offerings to include air-to-water systems and will lead the evolution of heat pump technology in the U.S. Already widely deployed in Europe and Japan, these systems, known for their versatility and superior performance even in

extreme conditions, will be the vanguard of next-generation heat pump technology in the U.S.

“Daikin is honored to receive this funding, which will significantly advance our cutting-edge inverter technology,” said Satoru Akama, CEO of Daikin. “This award from the DOE underscores our unwavering commitment to expanding access to energy-efficient heat pumps and accelerating our decarbonization goals.”

As the HVAC industry continues to develop innovative solutions to meet state and national carbon emissions reduction goals, this grant will further aid Daikin in its efforts to help facilitate the transition to clean heating. The grant will also enable Daikin to advance its mission of cultivating a highly-skilled, clean-technology-focused American workforce. This funding will create approximately 275 new jobs, enhance certification opportunities, and expand technical training for current employees within the Daikin Texas Technology Park community, which encompasses Waller, Houston, and Prairie View, Texas.

The Largest Residential Contracting Show Service World Expo 2024

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Service World Expo brings together the industry’s leading innovators in home services. This event is your chance to discover cutting-edge products, turnkey solutions, and tailored services designed to help you grow your business and delight your customers.

For nearly a decade, contractors have gathered from across the U.S. and globe to

discover contractors in similar shoes of their business and career to make lasting connections that improve business profitability and customer growth. Our chosen destinations provide the work and play contractors need to learn and have leisure time.

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- Experience the Magic: Make it fun when you bring your family and/or the team!
- Inspiring Speakers: Hear from industry experts who will share valuable insights, education, and trends that can help you stay ahead in the residential contracting business.
- NEW! Pre-Conference Workshops: Engage in 4-Hour workshops designed to provide practical tips and implementation solutions for your everyday challenges. *Service Nation Alliance Members can attend these at NO COST, but must register.
- Networking: Connect with other industry professionals, exchange ideas, and build relationships that can elevate your business.
- Expo Hall: Discover the latest products and services from over 150 vendors that can enhance your offerings and streamline your operations.



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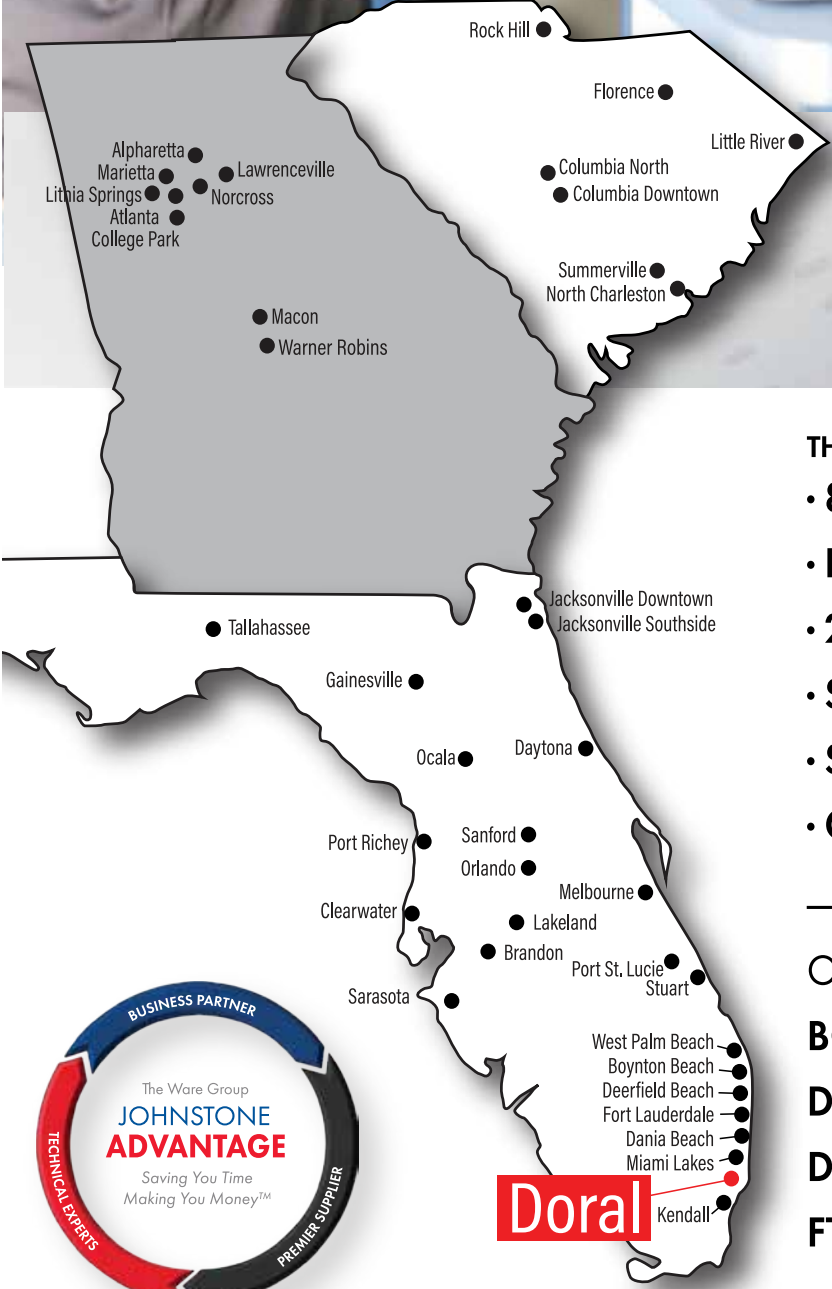
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How to Say No and Preserve the Relationship

Ruth King's Contractors Cents



HVAC Channel.tv
Industry expert Ruth King has helped contractors get and stay profitable for more than 25 years.
Reach her at ruthking@hvachannel.tv.

I've been a fan of Rick Houcek for years and recently he wrote the 14 ways to say no – nicely. With permission, I am sharing them. If you want to subscribe to his weekly email: rick@soarwith eagles.com

Here they are: 1. Script out your 'no' response in writing and rehearse it. Keep polishing it. You don't want to stutter and stammer. You want to be comfortable, at ease, and measured. Script it and rehearse, rehearse, rehearse — until it sounds unrehearsed — so you can deliver it calmly, smoothly, confidently.

2. Start with a compliment. Something like, "You two always throw the best parties, which is why we feel so horrible for having to miss it. So sorry, we're unavailable that night." Or you could say, "I am so proud of you for getting behind this charity. You so frequently give your time to worthy causes, which is why I am so disappointed I can't participate with you, because I'm committed to..." etc., etc.

3. Be gracious and thankful. Say something like, "You have honored me greatly by asking me to serve on your committee, but my plate is full right now (or my time is over-committed), and I would be unable to give this the attention it deserves. Thank you for thinking of me." Another gracious response might be, "I'm flattered you'd like me to join your group, but unfortunately..." etc., etc.

4. You could say, "I'd love to do this, but..." And then state your reason. Now, you have to be careful on this one. Only say I'd love to if it's true. In fact, as stated earlier, always be truthful in any 'no' response, because they might just ask you for a future commitment instead, since you seem to love it so much. If you don't really love it, don't say it.

5. Ask for a time extension to decide. Say something like, "You know, I'm not in a position right now to say yes. I have to check with X (maybe another person)." Or you could say, "I've got to check on a few

other commitments first." Ask for a window of time to respond with your answer. Like, "Can I get back to you the day after tomorrow?" Then don't leave them hanging.

6. Don't let someone push you into an answer before you're ready. If they say, "I'm sorry, we really need an answer now." Then, you say apologetically and confidently, "Oh, that's a shame. If you need an answer now, I'm afraid it will have to be no. Notice the set-up words that cushion the blow like, "That's a shame," and "I'm afraid." Not just, "You need an answer now? Then no!" That's too short, too blunt, too rude.

7. Ask to reschedule. You could say, "I'm sorry, but now's not a good time. I'm in the middle of a major project that's commanding my attention. Can we get together later today or tomorrow? Or Thursday?" Or you could say, "Can I call you back in the morning?"

8. Ask for an alternative. Say something like, "I won't be able to help you as you have requested, but I may be able to support you in a different way. Are there any other options?" Or...

9. Make a specific offer of an alternative. You could say, "I may be able to support you in a different way than you're asking. In fact, if it works for you, I'd specifically like to offer X." Whatever 'X' is, make sure it truly does work for you. If your offer doesn't work for them, they'll be grateful you tried, and there is integrity in offering.

10. If you can't offer an alternative, give something back, even if it's totally unrelated and on a different subject. Like something from a prior conversation. Maybe it's a referral to another person, an introduction to a VIP, a link to a website, quick tips, or an article, or a book. It's like never going to someone's house without a gift, flowers, a bottle of wine, or something. In other words, when someone offers you something,

even if you can't say yes, offer something in return — even if later, even if unrelated. I've offered: "If you'll give me the name and contact information of your organization's top leader, I'll be happy to donate 10 of my books, signed, that can be given as awards to your top 10 producers."

11. Explain briefly, but don't over-explain. Depending on the closeness of your relationship, you may feel comfortable giving a full explanation of your reason for saying no, but if you're not very close, giving a detailed reason is less needed.

12. You don't fit. Say something like, "You know, I don't think I'm the best person for this. While I'm grateful for the offer, I think you might be better served by Jill or Steve, or someone who has a talent for X. That's not my strong suit."

13. Reveal what you ARE interested in. When I'm asked for a sizeable money donation, for example, if it's not a cause I'm passionate about, I usually say, "Thank you for asking. I am happy to contribute to worthy causes, but I choose to limit my donations to the 3 causes I'm most obsessive about, which are X, Y, and Z. Again, be truthful. My 3 are wounded warriors, children with debilitating diseases, and young entrepreneurs.

14. Always close with gratefulness as a way of respecting the other person's dignity. Say something like, "Thank you for being such a loyal friend (or loving cousin)." Or, "Thanks for having my back." Or, "I'm honored to be in your circle of friends (or in your world, or on your go-to team)." And if it's someone you don't know, — say "I appreciate the call, but my interests lie in other areas, so I can't be of any help. Thank you for asking." Rather than just hanging up.

Use these 14 ways to say no and preserve your relationships. You will treat people with honor in the process.

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iFLO Pro: A Flexible Solution for All Applications

We're excited to announce that the iFLO Pro now comes with enhanced fittings, making it easier than ever for technicians to apply the solution directly into the drain pan, no matter the type of system. This flexibility allows technicians to choose the best method for each specific application, ensuring optimal performance and results. Whether you're dealing with a tight space or a more accessible setup, the iFLO Pro is designed to adapt, providing a straightforward and effective solution for every situation.

Success in the Southeast: McAllister Rep Firm Leading the Way



Randy Castricone and Heidi Bauer of iFLO Pro, Kevin Beatty, Colin Pikula, and Evelio Mata of The McAllister Group at a SFACCA event

Our Southeast rep firm, McAllister, is now fully onboarded and having great success with iFLO Pro. They have been instrumental in demonstrating the value of our proactive approach to HVAC maintenance. With the mantra "Start Clean, Stay Clean," iFLO Pro offers a preventative measure that helps keep systems running smoothly and efficiently. We encourage companies to establish a standard operating procedure (SOP) for using the iFLO Pro. One suggested SOP is: "If bacteria is detected in the evaporator pan and, on the coil, both should be removed from the unit, separated, and thoroughly cleaned. Otherwise, the bacteria will return." This proactive approach not only helps prevent clogs but also reduces warranty call-backs and improves customer satisfaction.

Kevin Beatty of The McAllister Group stated, "With iFLO Pro, we not only have a literal solution for white slime, we have instant demand generation from homeowners, additional service contracts, and a reduction in "no cool" calls in the middle of the night. Please reach out for training, our office can be reached at 407-788-7885."

Understanding Zooglea Formation

For those who may not know, Zooglea forms when airborne biologicals, like those released from

sneezing and coughing attach to other particulates of mass in the air such as, pollen, dust and skin dander and combine with water droplets on the evaporator coils. These particulates then accumulate in the evaporator coil. Once it reaches the coil, it finds an ideal environment to thrive—dark, wet, and filled with dust, dander, and other nutrients. If not properly managed, Zooglea can quickly become a significant issue. When disturbed, such as during the unclogging of a drain or incomplete cleaning, the bacteria can go into "survival mode," growing at a rate 100 times faster than usual. This makes it crucial to adopt a comprehensive cleaning strategy and iFLO Pro as a prevention strategy.

Available at Your Preferred Wholesalers

We're thrilled to announce that iFLO Pro is now available at most of your preferred wholesalers across the U.S. We encourage you to reach out to your local territory managers to ensure iFLO Pro is stocked in your nearest branch. Remember, iFLO Pro is a professional-grade device and formula sold exclusively through your local HVAC wholesalers. It's designed to minimize your exposure to warranty claims related to drain line clogs, ultimately helping your bottom line, allowing you to focus on more critical business tasks, and improving your overall customer satisfaction with higher-rated reviews.

Thank you for your continued support of iFLO Pro. We look forward to helping you keep your systems clean and your customers happy.



The McAllister Group receiving product training at the iFLO Pro corporate office in Miramar Florida

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Free Educational Tool For You!

We understand how challenging it can be for HVACR educators and professionals to find time to stay current with the rapid changes in our industry. While we hope you'll join us in-person for the National HVACR Education Conference, we also want to make you aware of a FREE RESOURCE: "Did You Know? The ESCO HVAC Show."

The goal of this live, interactive show, is to provide instructors, professionals, and aspiring students with information direct from leading manufacturers and subject matter experts, assuring you get just the facts!

Whether you tune in live at 4:30 PM Eastern on Thursdays from your favorite social media platform, or watch previous episodes on our YouTube channel, "Did You Know?" keeps you apprised of change in the HVACR industry.

Whether you're looking to update your curriculum, enhance your knowledge, or simply stay informed about new technologies and industry standards, "Did You Know?" is a FREE resource from the ESCO Institute to help you meet your goals.

We hope that you tune in, and don't forget to checkout our YouTube shorts with tips including A2L Mitigation Systems in Action.





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JB Industries Wins Gold in 2024 Dealer Design Awards



Aurora, IL, July 29, 2024 — JB Industries, the premier manufacturer of American-made HVACR tools, was recognized for excellence in product design in the 2024 Dealer Design Awards Program, sponsored by The NEWS. The company's CLIMATE CLASS DV-22W Wireless Vacuum Gauge was the Gold winner in the Electronic Tools category.

"We are honored to receive this award and proud to offer technicians an innovative design with the DV-22W," said Dave Madden, Director of Product Development for JB Industries. "The ability to take the DV-

22W's fitting apart to allow direct access to the sensor for easy cleaning and filter changing addresses concerns of contamination which could lead to damage or inaccurate readings."

JB includes ten sensor filters with the DV-22W to provide an additional layer of protection.

"We designed the vacuum gauge with a large OLED display that rotates 360 degrees," Madden added. "This makes it easy for technicians to read it from virtually any angle."

The DV-22W Wireless Vacuum Gauge is part of JB's A2L-Compatible CLIMATE CLASS Wireless Tool Suite, which features pressure probes, temperature clamps, psychrometers, and manifolds. Like all of JB's CLIMATE CLASS tools, the DV-22W can be used in standalone mode, or with its wireless capabilities, allowing technicians to monitor and document system evacuations through JB's free app, JB GO V2.

"We're thrilled to accept the Gold for the DV-22W," said Jeff Cherif, President and Co-owner of JB Industries. "We're witnessing a significant shift to wireless technology, simplifying tasks for technicians. JB is dedicated to manufacturing tools that combine ease of use with unparalleled durability, reflecting our core values as an American manufacturer."

CLIMATE CLASS tools are available for purchase through HVACR wholesale distributors nationwide. For more information on the Dealer Design Awards, visit www.achrnews.com.

Introducing Marlon Perez: Our Newest Addition to the Target Sales Team



Marlon Perez

We are thrilled to welcome Marlon Perez to the Target Sales Team! With seven years of experience as an HVAC Factory Representative, Marlon brings a wealth of industry knowledge and a genuine passion for assisting clients.

Having called South Florida home since the age of four, Marlon possesses an intimate knowledge of the region

and its unique needs. His strong network of existing relationships within South Florida is a testament to his dedication and expertise. Marlon is eager to le-

verage these connections while also expanding our reach and fostering new partnerships.

In his role, Marlon will provide expert guidance on product selection, trainings, and ensure a high level of customer satisfaction. His enthusiasm for this opportunity and his commitment to excellence make him a valuable asset to our team.

We are excited about the future and confident that Marlon's drive and expertise will contribute significantly to the continued growth and success of Target Sales.

Our mission is to be the premier HVAC Manufacturer's representative, delivering innovative solutions, exceptional service, and unparalleled expertise to our clients. We strive to exceed expectations by fostering strong partnerships, providing first-class training, and offering a comprehensive range of top-quality HVAC products.

Apalachicola, the Birthplace of Mechanical Refrigeration

Article provided by Kelly McCann, President, PBACCA

In 1830 at the Florida hospital where he works, Dr. John Gorrie builds an ice-making machine that uses compression to make buckets of ice and then blows air over them. He patents the idea. In 1851, imagining his invention cooling buildings all over the world. But without any financial backing, his dream melts away.

Dr. Gorrie proposed the idea of cooling cities to relieve residents of "the evils of high temperatures." Gorrie believed that cooling was the key to avoiding diseases like malaria and making patients more comfortable, but his rudimentary system for cooling hospital rooms required ice to be shipped to Florida from frozen lakes and streams in the Northern United States.

To get around this expensive logistical challenge, Gorrie began experimenting with the concept of artificial cooling. He designed a machine that created ice using a compressor powered by a horse, water, wind-driven sails or steam and was granted a patent for it in 1851.

Although Gorrie was unsuccessful at bringing his patented technology to the marketplace -due to the death of his Chief Financial Backer -- his invention laid the foundation for modern air conditioning and refrigeration.

Did you know?? Each state in the United States is allowed to have 2 statues in the Capitol Building, Washington D.C. One of the statues from Florida is of John Gorrie.



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City of Houston Launches Initiative with Daikin to Equip Homes with Advanced AC and Heating Solutions, Providing More Comfort and Energy Efficiency for Homeowners

In celebration of Daikin's 100th anniversary and Air Conditioning Appreciation Days, Houston Housing and Community Development Home Repair recipients will be upgraded with advanced Daikin FIT Heat Pumps

HOUSTON, Texas, August 15, 2024 – Daikin Comfort Technologies North America, Inc. (Daikin) has announced a new collaboration with the City of Houston to install up to 30 high-efficiency, horizontal discharge, inverter Daikin FIT heat pumps units over the next three years. These units will be provided to low-to-moderate-income households, including many seniors over 62, in homes renovated through the Housing and Community Development Department's Home Repair Program.

Daikin is launching this collaboration during the company's 100th year anniversary and National Air Condition Appreciation Days.

Adding to the momentous news, City of Houston Mayor John Whitmire declared August 13 as "Daikin Air Conditioning Appreciation Day" in Houston, in honor of the company's dedication to sustainability and community well-being.

"The City thanks Daikin for this collaboration. Houstonians, especially seniors, must have the resources to stay comfortable during extreme temperatures. This partnership reflects our dedication to caring for the well-being of our community," said Whitmire.

"We are proud to partner with the City of Houston to launch this program that can directly advance their vision for decarbonization and increasing grid resiliency through higher efficiency," said Satoru Akama, CEO, Daikin. "Through this program, homeowners

will have a premium system that will not only provide comfort but save on their monthly bills and do so in a way that lowers site emissions of CO2 compared to traditional, non-inverter systems. At Daikin, we are focused on changing the culture of air conditioning in North America and are looking forward to having a direct impact in our hometown."

The new Daikin HVAC systems will provide homeowners with high quality, premium systems that

"Daikin's generosity is truly commendable, and we look forward to installing these advanced systems into the newly renovated homes through our Home Repair Program," said Assistant Director Cedrick LaSane, City of Houston Housing and Community Development Single Family program.

This initiative aims to improve the quality of life while building more sustainable and resilient communities. City of Houston Council Member Sallie Alcorn added, "Through these new energy-efficient solutions, Daikin is helping the city promote a more sustainable environment for our community, and we are thankful for their example of how public-private partnerships can make a positive difference in society."

Information about the City of Houston Housing and Community Development Home Repair Program can be found at: www.houstontx.gov/housing/home-repair.html.

This announcement comes during Air Conditioning Appreciation Days, which runs from July 3 until August 15 to recognize and celebrate modern air conditioners. The City and Daikin both recognize the need for not only new units for Houstonians but technology that can aid city-wide efforts to improve infrastructure demand.

Throughout this time, Daikin recommends homeowners and facilities to clean filters, schedule maintenance checkups and learn about the latest technologies that are designed to lower energy usage.



The City of Houston declared August 13 as "Daikin Air Conditioning Appreciation Day," honoring the company's dedication to sustainability and community well-being. City of Houston Mayor John Whitmire presents the official proclamation to Satoru Akama, CEO, Daikin Comfort Technologies North America, during a celebration at Houston City Hall.

offer internet connectivity for remote monitoring and control. The installations will coincide with the department's Home Repair Program reconstruction plans, ensuring that the systems are integrated into renovated homes, making a meaningful difference in the lives of many.

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For more info visit daikinfit.com



Gemaire Distributors Hosts Friedrich Roadshow August 13 - 15, 2024

On August 13-15, Gemaire Distributors hosted The Friedrich Roadshow at several of their Florida locations. The main product on display was the introduction of the new Friedrich Breeze systems at Gemaire.

Friedrich Breeze heat pumps are universal, so you can feel confident you're choosing the right comfort solution—whether you're looking for a new system and pairing yours with a Friedrich Breeze Air Han-

dlar, or integrating it into nearly any existing HVAC system. Plus, Breeze offers the easiest way to upgrade from traditional heating and cooling equipment to an efficient inverter heat pump system for precise comfort, all-year-round.

Since 1969, Gemaire has developed and flourished into the HVAC distribution powerhouse it is today. As one of the largest HVAC distributors in the country,

Gemaire is ready to serve you with vast inventory, experienced and qualified staff, and quality products. We are always ready for your next job.

Gemaire strives to provide their Contractors unsurpassed customer service and support. Whether your needs are product, technical training, sales training, marketing tools and resources — Gemaire wants your business to be as successful as possible.



Rafael Castillo, Val Eguizabal, Brandon Schinabeck, Jim Jones, Chris Palmer, Patrick Ahern, Doug Mullins, Scott Stringfellow, Zachary Linde, Angela Garcia



Wednel Georges and Charles Seybold of Cooltrace Air Conditioning with Chris Palmer of Friedrich, and Angela Garcia of Shupe Carboni



Angela Garcia of Shupe Carboni, Chris Palmer of Friedrich, Kendrick Brenes of Cold Heaven AC, and Tony Scorzelli of Gemaire



Ducala Joseph (right) of One Hour Air Conditioning is learning all the different applications of the new Friedrich Breeze systems at Gemaire



The Breeze by Friedrich was the star of the Roadshow at Gemaire



Chris Palmer (right) of Friedrich showing Brandon Schinabeck of Gemaire the features of the new Friedrich Breeze system



Patrick Ahern of Gemaire speaking with Scott Stringfellow of Rheem



Richard De Rita and George Ezzell of Gemaire, Chris Palmer of Friedrich, Angela Garcia of Shupe Carboni, and Doug Mullins of Gemaire



Scott Stringfellow of Rheem, Jim Jones of Friedrich, and Angela Garcia of Shupe Carboni discussing the Friedrich Breeze

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8 Reasons Why Teamwork is Important in HVAC

By: Jason Julian of Julian Heat & Air



Bryan Orr

HVAC work is NOT easy. Some installs (and even service calls) can turn into pretty complex projects. On an install, you could end up routing copper tubing and drain piping, and you might even do a duct upgrade or install a dehumidifier. Even if we just do a simple like-for-like changeout, we still use many different skills all at once. It's a lot to expect one person to handle on their own.

Those of us who are fortunate enough to lead or work with a good team know the value of teamwork—of not handling everything alone. Teamwork ensures that complex projects are completed efficiently and effectively, and it can bring out the best in every individual on the team.

Here are some reasons why teamwork is important in HVAC: 1. Safety - Safety is the top concern for our customers, and it should be the top concern among technicians as well.

There's no shortage of hazards in HVAC work. HVAC School already has several tech tips about these. (They aren't official OSHA training materials, but these articles cover the many eye, hand, electrical, and respiratory hazards, not to mention fall risks when we have to get onto ladders.)

But at this time of year, hydration is also a serious concern. It's all too easy for someone to be hard at work installing a new unit or ductwork in an unconditioned attic and think, "I'll power through this—I'll be fine," and then end up suffering from heat exhaustion or heatstroke.

Having a team that you can count on will bring safety in numbers; with more people on-site to see a dangerous situation, it's more likely someone will speak up and prevent a serious injury or illness. But it also helps to have buddies who can remind you to drink water, wear gloves while handling sharp or hot objects, and promote safer practices in general.

2. Efficient problem-solving - It's unlikely that your team will consist of people with the exact same

background and years of experience. You may have an odd squad with a few old-timers who have been in the trade for over 30 years, some young guns fresh out of trade school, some mid-career folks, or even people from different trades who wanted a change of pace. Each one brings a unique perspective to the table.

People who have worked on HVAC systems for decades know the systems inside and out—they've been there, done that. Younger people grew up with smartphones, and using software like measureQuick or Conduit Tech might be second nature to them. Those are two very different but useful skills to have on your team, and techs can learn them from each other.

With a solid team, you can combine strengths and tackle a problem or task from several angles, not just one. Collaboration reduces the margin for error (i.e., fewer callbacks) and saves time that might otherwise have been spent trying to reach out to tech support.

Problems also don't just happen at the equipment; customer communication requires a unique skill set, and situations like misunderstandings can cause problems.

3. Improved customer service - Soft skills are just as important as hard skills in residential HVAC. You're in customers' homes and sometimes having difficult financial discussions with them. We all have our own communication styles, and some of your team members will be naturally better at positive yet honest communication than others.

Since soft skills can be developed like any other skill, you can roleplay with team members to prepare for calls and hone your skills. It's one thing to take a class or have a meeting about customer communication; it's another to practice what you've learned in a controlled environment where you can get feedback from team members.

Practicing a range of scenarios with your peers ahead of time can help you handle just about any call with confidence. That way, you're not caught off guard when you come across a difficult situation with

a customer. (No matter how great of a tech you may be, it happens to the best of us!)

4. Knowledge sharing - As with soft skills, technicians can also learn hard skills from each other—as well as more efficient ways of doing things on the job site.

Some people bring knowledge about niche services and technologies with them, like building performance or dehumidification. Being on a team allows them to share their knowledge with everyone, not just keep it to themselves and not offer those services to customers.

Your teammates can also share resources like the many free webinars on HVACR Learning Network, the YouTube channels of trades educators like Craig Migliaccio (AC Service Tech) and Ty Branaman (love2hvac), and HVAC School.

Mentorship is also a huge part of the trade. Many of us started out in a van with a senior tech and learned the basics of the trade from them. While we could study the RACT manual with monklike devoutness, we obtain most of our field knowledge by watching others and lending a hand (or having them offer to help us).

5. Accountability - It's easy to let standards slip unintentionally if no one is watching. However, it's a lot harder when you have other people on the job site.

Your teammates can remind you to wear those safety glasses if you pick up a brazing torch without putting them on, or they can let you know when that "good enough" duct sealing job could be better. Sometimes, a shortcut seems like a good idea—after all, you may believe that you've handled a torch enough times that you won't burn yourself or hurt your eyes. However, when someone says, "Hey, put your gloves and safety glasses on," they reduce your risk of injury (and it's nice to know that someone has your back).

When you're doing install jobs that take several hours, your teammates can also remind each other of the tasks they're supposed to be doing and where they can help bring a project over the finish line in time.

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Women in HVACR Announces 2024 Conference!

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RectorSeal® Acquires PSP Products, Expanding its Surge Protection Products Portfolio



Houston, TX, August 6, 2024—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced the acquisition of PSP Products. PSP Products is an innovative supplier of surge protection and load management electrical solutions and has worked with RectorSeal in recent years to build a comprehensive line of HVAC electrical products. This strategic acquisition broadens RectorSeal's existing surge protection product line while allowing for continued market expansion and growth outpacing the market.

Based in Manassas, Va, PSP Products has provided superior surge protection and load management products for over 30 years. The company has developed industry-leading load management systems for residential and commercial applications. All PSP surge protection devices have been designed, tested, and built for consistent and superior performance and have UL safety ratings. In addition to excellent performance, function, and protection, PSP Products use a unique hybrid design that allows products to perform efficiently for years in extreme power and environmental conditions.

"PSP has been a great partner to RectorSeal, working hand in hand to develop an industry-leading series of HVAC electrical products", said Jeff Underwood, President of RectorSeal. "Bringing Clay and the rest of the PSP team into the organization will allow us to continue our innovation pace and better serve electrical distributors and contractors with a broader product offering."

"I have had the chance to work with RectorSeal for the last five years and am confident that RectorSeal will be a good steward of the PSP team," said Clay Outlaw, President of PSP Products. "We're excited to join an industry leader and to continue innovating with new products to meet the electrical and HVAC contractor's needs."

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

Quality Meets Performance with the NEW 7-in-1 C-RHEX® Flip Bit Series by Malco



ANNANDALE, MINN. (Aug. 26, 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, announced the launch of its 7-in-1 C-RHEX® Flip Bit Series, built with high-quality materials for superior durability to set the industry standard for performance and quality.

The 7-in-1 C-RHEX® Flip Bit is compatible with any impact driver or Malco's CONNEXT3® handle (sold separately), and is designed with seven built-in essential functions for the Trade Pro. Sockets fit snugly on the driver shaft for more secure operation and storage, and the 7-in-1 Flip Bit is engineered to make driving fasteners more secure with a strong magnet that reduces wobbling, slipping and tipping out so any job gets done correctly and efficiently. There are three integrated driver head options including #2 Phillips, #2 Robertson (square) and T25 (star).

Malco's portfolio of high-quality cleanable, reversible C-RHEX® drivers allows trade pros to quickly change between 6 different hex sizes and eliminate troublesome buildup of metal shavings from the socket and magnet with the swipe of a glove or towel while the driver shank remains installed in the drill chuck.

Malco designed this tool to set the industry standard with precision and endurance in mind, with features that ensure hassle-free maintenance, compact size and long-lasting performance.

"We are thrilled to launch our new 7-in-1 C-RHEX® Flip Bit Series that allows pros to spend less time searching for the right size hex," said Rebecca Talbot, vice president of marketing at Malco. "This new series highlights our commitment to producing innovative, dependable and high-performance tools for the on-the-go trade pro that outperform the competition."

For more information about the 7-in-1 C-RHEX® Flip Bit Series, visit www.malcotools.com/malco-7-in-1-C-RHEX-flip-bit-series. For more information about Malco Tools, visit www.malcotools.com.

Understanding Compressor Failures Workshop

This workshop will review the operation of scroll and reciprocating compressors. Attendees will learn how to determine true compressor capacity and understand how system issues effect the life of the compressor.

Topics Covered:

- Learn why compressors fail
- Identify the causes of mechanical failure
- Gain a better understanding of electrical failure
- Minimize repeat failures from review of system operations and service requirements

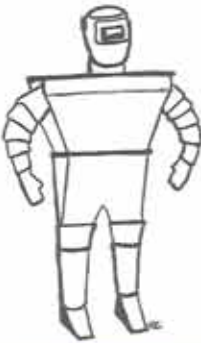
Industry Expert Instructor: Bob Feathers, HVAC TAC 40 years industry experience including corporate trainer with Copeland. Registration is required and limited seats available.

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

Help Fill Instructor Openings

To ensure the success of our program, we are in desperate need of 3 experienced instructors to start the school year. If you are looking to give back what the industry has given to you, we would love for you to join our team and help shape the future. People like you are essential for growing our trade and filling the gap from the shortage of qualified HVAC technicians.

Classes start Monday, September 9th and run through April twice a week on Mondays and Wednesdays 6:30 - 9 pm at one of our campuses: Palm Beach State College in Lake Worth, Chuck Shaw Education Center in West Palm or the Delray Full-Service Center in Delray.

Your commitment is only for one year. Please strongly consider joining Florida Air Conditioning Apprenticeship Association (FACAA) as an instructor and inspire future technicians.

Your involvement could make a significant difference in the lives of our students and the industry as a whole. For more information, call 561-315-8187.

RectorSeal® Introduces Dust Free® Active Gold for Triple Action IAQ Protection

Houston, TX, August 22, 2024—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced the release of the Dust Free Active Gold for residential and commercial HVAC systems. Active Gold provides three levels of air quality control using a dynamic mix of carbon fiber ionizers, UV light, and active photocatalysts.

Active Gold has carbon fiber ionizers with zero ozone production that attract, capture, and remove millions of virus-carrying dust particles. The unit's UV-C spectrum germicidal light inactivates microbial activity and provides HVAC system disinfection. Dust Free's Active Gold utilizes UV-activated catalysts to break down organic pollutants and odors. The prod-

uct meets the UL 2998 zero ozone emissions standard and is certified by the California Air Resources Board (CARB).



Engineered for easy installation and service in metal or fiberglass ductwork, Active Gold features a gasket-sealed mounting plate and a twist-lock power cord to ensure solid power connections are kept despite vibrations and movements.

Other features of Active Gold include:

- Custom power supply: Protects against high humidity, high salt, and high-temperature HVAC environments.
- Extended durability: Up to 3000-volt surge protection and a gentle lamp start ensure added durability and prolonged usage.
- Compliance and compatibility: Meets UL, DE, and FCC approval.

“This product is a triple threat in the HVAC end market, providing a versatile solution to nearly any indoor air quality problem,” said Gregg Burnett, VP and GM of Dust Free.

“Active Gold is a superior filtration choice for residential and commercial HVAC installations.”

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. In 2015, RectorSeal became part of CSW Industrials, Inc. (Nasdaq: CSWI), and it now leads CSWI's Contractor Solutions segment.

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

RectorSeal, LLC, a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], is a leading provider of quality solutions for the professional trades serving heating, ventilation, and air conditioning (HVAC/R), plumbing, electrical, and construction markets. For more information about RectorSeal's innovative products and brands that increase efficiency and improve reliability, please visit www.RectorSeal.com.



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ASHRAE Launches Comprehensive Data Center Resources Hub

ATLANTA (August 26, 2024) – ASHRAE today launched a new Data Center Resources page to help professionals maintain optimal temperature and humidity levels in data centers, where servers and other computing equipment generate significant amounts of heat. This resource hub provides data center design and operations professionals with the latest standards, guidelines and best practices, helping them stay compliant while enhancing sustainability.

The new page offers a comprehensive range of technical materials, including publications, standards, guidelines and research papers, all developed by ASHRAE's renowned experts. These resources address various aspects of data center design and operation, such as cooling, power distribution, energy efficiency and thermal management. ASHRAE's goal is to empower professionals with the knowledge needed to optimize data center performance and make informed decisions.

"With the rapid growth of digital infrastructure, the demand for cloud computing, AI and big data continues to soar. Efficient cooling systems are essential to cutting operational costs and reducing environmental impact," said 2024-25 ASHRAE President M. Dennis Knight, P.E., BEMP, Fellow Life Member ASHRAE. "ASHRAE understands the unique challenges of data center cooling and is proud to offer this platform, providing professionals with the latest industry knowledge and resources in one place."

Key highlights of the Data Center Resources page include:

ASHRAE Technical Committee 9.9 Datacom Encyclopedia: A collection of essential knowledge about important datacom topics such as facility design considerations, ITE design considerations, environmental guidelines, cooling technologies, energy efficiency in a central hub and more (Annual subscription fee required for access).

Data Center Standards and Guidance: Foundational guidance such as ANSI/ASHRAE Standard 90.4-2022, Energy Standard for Data Centers and ASHRAE Standard 127-2020, Methods of Testing for Rating Air-Conditioning Units Serving Data Center (DC) and Other Information Technology Equipment, as well as new resources, such as updated data center chapters from the ASHRAE Handbook.

ASHRAE Datacom

Series: A staple in the data center industry for nearly two decades, provides comprehensive treatment of data center cooling and related subjects.

In addition to technical resources, the page offers links to relevant ASHRAE conferences, events, and professional development opportunities. By connecting professionals with industry experts and fostering knowledge exchange, ASHRAE aims to facilitate continuous learning and professional development within the data center community.

For more information about ASHRAE's new data center resources page, please visit ashrae.org/datacenter.

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.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,080,817 units in June 2024 changed +10.4 percent compared to 978,661 units shipped in June 2023. U.S. shipments of air conditioners changed +8.2 percent, to 647,901 units, compared to 598,766 units shipped in June 2023. U.S. shipments of air-source heat pumps changed +14.0 percent, to 432,916 units, compared to 379,895 shipped in June 2023. Year-to-date combined shipments of central air conditioners and air-source heat pumps changed -0.4 percent, to 4,716,531, compared to 4,735,684 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +0.3 percent, to 2,719,361 units, compared to 2,712,457 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed -1.3 percent, to 1,997,170, compared to 2,023,227 units shipped during the same period in 2023.

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Technician's Corner by Steve Poreba, Technical Support, Tropic Supply

Who You Gonna Call? After working in the field and my own business for years, I've recently made the change to work on the other side of the counter as Technical Support. Here is what I noticed that is worth sharing.

1. Trust the process. There's a reason for the call, even if it's just "My boss told me to double check with you." It's best to do it right. When a technician has been working on a problem for long enough to consider calling tech support they generally already have an idea of what they think the issue is. They may be right. Maybe it is TXV again, but it may be something they didn't see coming at all. It's not an easy thing to let go of whatever you think may be causing the issue, take a minute and go through the details and trust the advice of your tech support.

2. Accurate Job Site Descriptions = Quick Problem Solving. Please remember you have seen this job site, know it, and we do not. Understanding the layout, details, and what, if anything, on site could be involved in the issue is probably the most difficult thing to do remotely. Pictures, video, and of course being on the job site when making the call speed things up a lot.

3. Always start with the basics. Just the other day a technician quickly answered "Yes." when I asked, "Are you sure your wiring is correct?" However, we found out later that his helper had in fact accidentally switched two wires. I've seen equipment wired wrong from the factory that would have been easy to miss and thus cause a lot of unnecessary lost time.

4. Check back in with your Tech Support. Finally, I would say the most important thing would be to check in when you know there have been multiple major component failures on a system. If you show up and find the second compressor in a system shorted out, it never hurts to send a text with model and SN alerting us of the problem while you're on site. A simple text gives us the opportunity to make sure there isn't anything else to check while you're there that could help avoid a third failure. It is also helpful if there ever was another failure, it shows you tried to loop us in which goes a long way. *Article from PBACCA, The Plenum*

RectorSeal® Introduces ClearDrain™ PVC, Effectively Eliminating Clogged HVAC Condensate Lines

Houston, TX, August 13, 2024 – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, introduces ClearDrain PVC, which effectively eliminates major contributors to clogged HVAC/R condensate drains. The new product supports RectorSeal's continued position as a leader in condensate management.

HVAC condensate lines typically become clogged over a relatively short period due to algae and bacteria buildup. Problems related to restricted or clogged condensate lines may include:

- Water overflow—damaging walls, ceilings, and flooring near the HVAC system and may lead to mold growth, wood rot, and other structural damage.
- Improper drainage—leading to water backing up to the evaporator coil and reducing the energy efficiency and performance of the HVAC system.
- Stagnant water—producing foul odors indoors when condensate drains are contaminated with mold, bacteria, and other pollutants.

ClearDrain PVC employs zinc in the manufacturing process, resulting in a smooth and slippery inner wall to prevent the buildup of condensate-clogging growth. Its polymer surface is electrostatically repulsive, offers low surface energy, and, with its hydrophobic properties, protects against bacteria, viruses, molds, biofilm, and other microorganisms.

ClearDrain PVC employs zinc in the manufacturing process, resulting in a smooth and slippery inner wall to prevent the buildup of condensate-clogging growth. Its polymer surface is electrostatically repulsive, offers low surface energy, and, with its hydrophobic properties, protects against bacteria, viruses, molds, biofilm, and other microorganisms.

Tested independently to ISO-22196:2011 Standard, zinc-infused ClearDrain PVC is up to 1,000 times more effective at preventing blockages caused

by white slime than a standard SCH40 PVC pipe. ClearDrain PVC is biocide-free and can reduce the growth of white slime by up to 98% or higher and reduce the growth of slime-blocking bacteria by up to 99.9% compared to the SCH40 PVC pipe.

"Because ClearDrain PVC doesn't lose effectiveness over time, it's a long-lasting solution for HVAC professionals," said Stephanie Welda, Director of Product Marketing at RectorSeal. "With the addition of this new product to our portfolio, RectorSeal has significantly reduced the possibility of white slime and clogged condensate drain lines."

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 plays a leading role in CSWI's Contractor Solutions segment. Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

RectorSeal, LLC, a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], is a leading provider of quality solutions for the professional trades serving heating, ventilation, and air conditioning (HVAC/R), plumbing, electrical, and construction markets



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Performance Pointers

By James Ball



Think Horses – Not Zebras

“When you hear hoofbeats, think horses, not zebras” is a medical proverb that means doctors should first consider the most likely diagnosis when thinking about a patient’s symptoms. The phrase is attributed to Theodore Woodward, a professor at the University of Maryland School of Medicine, who coined the aphorism in the late 1940s. The idea is that many diagnoses are common, like horses, and the chance of a rare diagnosis, like a zebra, is small.” – from Google.com AI search by Jim Ball of Dewberry.

Doctors are the most schooled and practiced professionals in diagnostics. Medical schools spend years teaching doctors how to measure, interpret the measurement, and then make a diagnosis. After school they work under professionals to have some on-the-job training. After all this training and tutoring they finally get to practice on their own. Every day they measure, evaluate, change (or prescribe meds), then re-measure. Sounds like the recipe for becoming a

High-Performance HVAC™ Contractor. So, this leads me to question, are we looking for Zebras all the time in our HVAC service businesses. Let’s think about a service call to a homeowner, ‘Mrs. Jones’ who has a no-cooling complaint. Mrs. Jones is a regular customer with a system our company installed a few years ago. Our technician arrives and Mrs. Jones meets him on the porch. She points the tech to the side of the house where the outdoor unit is waiting. The technician hooks up their gauges and finds the system refrigerant pressures low.

Zebras!!

One too common, reply might be: “Well, Mrs. Jones, your system pressures are low, and I bet you are at least a couple pounds low of refrigerant. Now that means your system has a leak somewhere. We can do a leak search for at least \$500 dollars, but I don’t recommend that because chances are that leak is in that indoor coil.”

“I see that your unit is still in warranty. How about I just put a little refrigerant in your system to get you by? I will get the coil ordered and when it comes next week, we will call and schedule a day and time to install it.”

“That coil change out is \$1800 for our labor but you’ll have a new coil, and you won’t have to pay us the extra \$500 for that leak search.”

In medical circles this type of conversation leads to a malpractice lawsuit.

I am sure most of us are begging for our technician to continue taking measurements. Our technician doesn’t even know if the indoor unit is running. Here are a list of questions we need answered by making a few observations and measurements.

- Is the blower running and is the motor operating within specifications? – **measure voltage and amps**
- Is the filter clean? – **Observe filter**
- Is the coil clean? – **Observe coil**
- Are there closed registers throughout the house? – **Observe all supply registers**
- Is the duct system in good condition? – **Observe duct and check for crushed or kinked ductwork**
- If it is a zone system, are all the zone dampers responding as expected? **Observe each zone damper.**

Horses

The questions above are answered with measurements and observations. These simple steps may take the technician an additional 30 to 45 minutes to perform. By finding answers to these questions he will discover whether the blower is moving the rated amount of air.

Or, if your technician is trained to measure Total External Static Pressure (TESP), in less than five minutes he can take that measurement to be sure the system is moving the rated amount of air.

National Comfort Institute (NCI) has found that the average TESP is 0.8-in. WC on systems rated at 0.5-in. WC. That means most residential permanent split capacitor (PSC) blowers are not moving the amount of air needed. Instead of 400 cfm per ton, average systems are only moving 300 cfm per ton. Do you hear the horses?

Sad Reality

Here is the sad part for your customer. If the technician convinced Mrs. Jones to go ahead and replace that coil, the real source of her problem will remain undiscovered. She’d spend \$1800 dollars to replace the coil rather than have it cleaned or replace air filter replaced for much less expense. It is also sad; we may never realize that we are mis-diagnosing systems and being unfair -- even unethical -- to our customers.

This low charge example at Mrs. Jones is just one area where we may be hearing zebra’s. Have you ever mis-diagnosed a compressor? Or, have you sent a crew to replace a system that failed, only to find out your technicians ran the unit to pump it down? We may need to start paying more attention to the horses.

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](https://www.NationalComfortInstitute.com)” or call 800-633-7058

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August Demo Days with Ritchie YELLOW JACKET® at Tropic Supply Resource Centers

During the month of August, Tropic Supply hosted several Demo Days with YELLOW JACKET®, showcasing the future of HVAC/R diagnostics with the TITANMAX™ Digital Manifold.

Demo Day attendees learned how TITANMAX™ provides the easiest path to system measurement and how to achieve fast and accurate measurements for refrigeration and A/C systems using TITANMAX™.

They also explored TITANMAX™'s high-

resolution, backlit touchscreen display, which saves time by eliminating the need for multi-function buttons, and the integrated magnets for mounting on the equipment cabinet, which also serve to store the new TITAN® Temperature Clamps.

Users were shown how to connect via Bluetooth® to the YJACK VIEW® App or measureQuick® App for further analysis.

The two YELLOW JACKET® representatives for the Tropic Supply Demo Days were:

- Ryan Reynolds - E.V. Dunbar Co. With over 20 years of experience in the industry, Ryan has spent the last 17 years with E.V. Dunbar Co., covering Central and South Florida as well as Puerto Rico.
 - Don Griscom - E.V. Dunbar Co. A seasoned professional with 29 years of dedicated service at E.V. Dunbar Company, Don has developed deep expertise in the HVAC/R industry.
- Please visit our website at www.tropicsupply.com/eventscalendar for upcoming training and events.



Ryan Reynolds of EV Dunbar, Vielka Escovar, Joseph Giliberti, Todd Poirier of Tropic Supply in Delray Beach, Russell Jennings of Cool Cats Cooling, and Gustavo Lopez of SmithCo AC



Frankie Edwards of Shaboon AC is viewing the YELLOW JACKET® YJACK™ View App from Ryan Reynolds of EV Dunbar Company



Ryan Reynolds of EV Dunbar Company, Jackson Silver and Luca Junior of ASAP Air Conditioning, Todd Poirier of Tropic Supply in Delray Beach



Joseph Giliberti of Tropic Supply in Delray Beach asking Ryan Reynolds of EV Dunbar Company some questions on the TITANMAX™ Digital Manifold



Joe Zvolenski of Tropic Supply, Ryan Reynolds of EV Dunbar, John Masullo of Bentley AC, and Brianna Davis of Tropic Supply



Kirill Panyukov of Tropic Supply with Ryan Reynolds of EV Dunbar Company getting a product demo on the TITANMAX™ Digital Manifold



Jose Rosado and Derrick Marrero of Tropic Supply, Ryan Reynolds of EV Dunbar Company, and Stephen Conley of CA Mechanical



Florin Ehaqi of AIR Anytime with Ryan Reynolds of EV Dunbar Company



Team Tropic hosted Ritchie YELLOW JACKET® Demo Day at Tropic Supply in North Ft. Lauderdale



Ritchie YELLOW JACKET® cutting-edge HVAC products were showcased throughout all the Demo Days at Tropic Supply Resource Centers



Travis Oberst of Tropic Supply in Sunrise with Ryan Reynolds of EV Dunbar Company



Ben Harris of Tropic Supply in Daytona Beach with Don Griscom of EV Dunbar Company



Technician from FAS Parts & Service speaks with Don Griscom of EV Dunbar Company during Demo Day at Tropic Supply in Tallahassee



At Tropic Supply in West Palm Beach, a customer tests the cutting-edge Ritchie YELLOW JACKET® TITANMAX™ Digital Manifold



At Tropic Supply in St. Petersburg, a customer learned how to use the YELLOW JACKET® YJACK™ View App from Ryan Reynolds of EV Dunbar Company



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T-22 Ocala 7:30am-10:30am

Thursday, September 5

T-18 Jacksonville 7:30am-10:30am

Friday, September 6

T-19 Daytona Beach 7:30am-10:30am

Tuesday, September 10

T-21 Tallahassee 8:00am-10:30am

Thursday, September 12

T-17 Orlando 7:45am-10:45am

Monday, September 16

T-6 Fort Pierce 8:00am-10:30am

Tuesday, September 17

T-3 S Miami 7:30am-10:30am

T-15 E Tampa 12:45pm-3:45pm

T-16 W Tampa 7:45am-10:45am

Wednesday, September 18

T-23 St. Petersburg 7:45am-10:45am

T-7 Mid Miami 7:30am-10:30am

Thursday, September 19

T-1 N Miami 7:30am-10:30am

T-14 Sarasota 7:45am-10:45am

Friday, September 20

T-5 West Palm Beach 7:30am-10:30am

Tuesday, September 24

T-2 N. Fort Lauderdale 7:30am-10:30am

T-12 Port Charlotte 8:00am-11:00am

Wednesday, September 25

T-11 Cape Coral 7:45am-10:45am

T-20 Sunrise 7:30am-10:30am

Thursday, September 26

T-8 Fort Myers 7:45am-10:45am

Friday, September 27

T-9 Delray Beach 7:30am-10:30am

T-10 Naples 7:45am-10:45am

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MEET OUR EXPERTS:



Gil Ledoux – Uniweld

With 31 years of industry experience, Gil Ledoux has represented Uniweld for 28 years, working with distributors, contractors, and schools in the SE United States. He has conducted trainings for NATE, RSES, ACCA, and regional tech schools. He currently serves as a sales representative for Uniweld Products.



Sal Hamidi – Uniweld

Sal Hamidi, with over 7 years of experience in sales, marketing, and operations, holds a bachelor's degree in engineering. He has served in various roles, including independent sales rep, manufacturer factory rep, and national sales manager. He currently serves as a sales representative for Uniweld Products.

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Message from FRACCA President Will Barnes



Broward County vs. Miami-Dade: A Comparison of HVAC Ductwork Regulations

Fort Lauderdale, FL — Broward County’s recent mandate for HVAC contractors to use Schedule 40 Plenum PVC for all plenum spaces contrasts with Miami-Dade County’s regulations, reflecting different approaches to ensuring HVAC system safety and performance.

Broward County’s New Regulation: Broward County has mandated the use of Schedule 40 Plenum PVC for HVAC ductwork in plenum spaces. Schedule 40 Plenum PVC is noted for its durability and resistance to high temperatures, making it a preferred choice for enhancing safety and reliability in HVAC systems. The regulation aims to improve the performance of HVAC installations and reduce maintenance issues.

Miami-Dade County’s Approach: In comparison, Miami-Dade County follows a different set of guidelines. Miami-Dade does not have a specific mandate for Schedule 40 Plenum PVC but requires HVAC installations to adhere to standards outlined in the Miami-Dade County Building Code. This code specifies the use of materials and methods that meet

certain safety and performance criteria, but it does not singularly endorse Schedule 40 Plenum PVC. Instead, it allows for a range of materials that comply with the broader safety standards established by the code.

Key Differences:

Material Specificity: Broward County’s regulation is specific, mandating Schedule 40 Plenum PVC for its known benefits in safety and durability. Miami-Dade, however, provides more flexibility in material choice as long as they meet code standards.

Regulatory Focus: Broward’s regulation aims to standardize materials used in HVAC systems, whereas Miami-Dade focuses on a broader set of criteria that includes various acceptable materials.

Implications for Contractors: HVAC contractors working in Broward County will need to adjust their practices to comply with the new requirement, while those in Miami-Dade have more flexibility but must ensure all materials used adhere to the county’s building code standards.

Contractors operating in both counties should stay informed about these regulations to ensure compliance and optimize their HVAC installations accordingly.

HARDI Distributors Report 1.9% Revenue Increase in June

COLUMBUS, August 1, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 1.9% during June 2024. The annual sales growth for the 12 months through June 2024 is an increase of 2.5%.

“It was warmer than normal in all seven of our regions during June, and there were twice as many cooling degree days than the prior year in four of our regions,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “Another big difference is there were two fewer billing days than last year. We estimate the sales growth would have been closer to 12% with the same number of billing days.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 38 days during June. “The 38-day DSO for June was a bit better than recent results,” said Loftus. “June of 2021, 2022, and 2023 was near 39 days. Softer demand has not been a noticeable drag on customer’s abilities to pay their bills.”

“That annual rate is showing some life after being about flat during the first calendar quarter,” said Loftus. “We hope that will continue with easy comps during the back half of the year, steady or improving economic conditions in most of our seven economic regions, and it starts with two extra billing days this July versus last year.”

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

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

A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events.

Flammable Safety Training & Certification Workshop

As the HVACR industry continues to move forward and innovate, the refrigerants that were once so commonplace are now being phased down. Replacing them are more energy efficient and environmentally friendlier refrigerants, know as Low GWP refrigerants. Many of these new refrigerants are classified by ASHRAE as A2L or slightly flammable.

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

This Safety Training Workshop (with study guide)

and ESCO Certification Exam covers: 1. Refrigerant safety 2. Introduction to Low GWP refrigerants 3. Refrigerant properties and characteristics 4. The refrigeration cycle 5. Working with refrigerant blends 6. Proper installation and service guidelines 7. Flammable refrigerant considerations 8. Explanation of the associated codes and standards for A2L refrigerants

Industry Expert Instructors: Bob Feathers, HVAC Specialties (English version) Andres Ponce, Milestone Services (Español version)

September 12, 2024 en español 8:30am-2:30pm @ Saez Distributors - Miami and September 13, 2024 8:30am-2:30pm @ Saez Distributors - Broward

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Inficon Refrigerant Leak Detector Test and Tune Days

In August, Tropic Supply Resource Centers hosted a series of Inficon Refrigerant Leak Detector Test and Tune Days across their Florida locations. These events showcased the D-TEK Stratus, D-TEK 3, TEK-Mate, Compass, and Whisper Leak Detectors, along with other leading Inficon A2L products. Contractors had the opportunity to ensure their leak detectors were operating at peak performance by bringing them in for a free multi-point inspection. The inspection included complimentary filter analysis and replacement for Inficon products. Inficon representatives provided testing services for

refrigerant leak detectors from any brand, offering valuable insights into identifying signs of component wear and tear that could lead to underperformance. Inficon Leak Detectors, tested and certified by independent labs for A2L refrigerants, continue to provide HVAC/R professionals with confidence and peace of mind. The events also featured experts from J. Nichols & Associates:

- **Johanne Bueno**, a valued team member for 8 years, with over 20 years of experience in the

HVAC/R industry.

- **Nick MacFee**, who has represented J. Nichols & Associates since 2018, covering both Central and West Coast Florida, from Gainesville to Port Charlotte.
- **Jim Nichols**, a manufacturers' representative in the HVAC/R industry for over 30 years. J. Nichols & Associates remains a leading force in serving Florida's HVAC/R industry.

For information on upcoming training and events, please visit our website at www.tropicsupply.com/eventscalendar.



Johanne Bueno of J. Nichols & Associates, Mark Hucko of Inficon, and Noslen Gonzalez of Supermarket Refrigeration and Air Conditioning



Nick Trotta and David Richmond of Richmond Air Conditioning with Johanne Bueno of J. Nichols & Associates



Rafael Ramirez of Tropic Supply in Sunrise with Johanne Bueno of J. Nichols & Associates



Christian Smith of TempZone with Johanne Bueno of J. Nichols & Associates holding the Inficon Stratus Leak Detector



Santier Perez of DEEM with Johanne Bueno during the Inficon Refrigerant Leak Detector Test & Tune Day posing with Team Tropic in Sunrise



Victor Llampallass of Always Done Right Services testing his Inficon Leak Detector by Johanne Bueno of J. Nichols & Associates



All smiles as Team Tropic in South Miami posed with Johanne Bueno during the Inficon Refrigerant Leak Detector Test & Tune Day



Salvatore Sorbara of RCI Air Conditioning, Johanne Bueno of J. Nichols & Associates, and Lester Orteaga of Tropic Supply



Julio Escalante of NexTech testing his Inficon Leak Detector by Johanne Bueno of J. Nichols & Associates, and assisted by Mark Hucko of Inficon



Chris Novak of J. Nichols & Associates, Sean Byrnes of Inficon, Austin Harrell and Jason Godwin of Tropic Supply in Tallahassee



Olman Jr. & Sr. Vazquez of CSR Air Conditioning Johanne Bueno of J. Nichols & Associates Mark Hucko of Inficon



Tim McFee of J. Nichols & Associates, Tod Sutherland of Tropic Supply, Felix Vazquez of Ultimate Air, and Chris Novak of J. Nichols & Associates



Carlos Calberol and Elizer Illes of Unlimited Air Solutions with Johanne Bueno of J. Nichols & Associates



Chris Novak of J. Nichols & Associates giving a product demonstration at Tropic Supply in Tallahassee



Posing for the camera was Tropic Team in North Miami with Johanne Bueno for the Inficon Refrigerant Leak Detector Test & Tune Day



Contractor Growth Rebate Program

July 1 through December 31, 2024



SAMSUNG

Contractors who have been enrolled in the Samsung HVAC Preferred Dealer Program on or before July 1, 2023 automatically qualify for the promotion!

How it Works

Performance will be calculated based on the total number of systems registered during the promotional period.

Tier	Growth Rate*	Earnings Per System
T1	5%	\$50
T2	10%	\$75
T3	15%	\$100
T4	20%	\$125

*Growth rate will be determined by comparing the number of systems registered in the Samsung HVAC dealer program between July 1 – Dec. 31, 2023, and July 1 – Dec. 31, 2024.

Calculate your earnings

Example: Systems registered July 1 – Dec. 31, 2023¹ vs. July 1 – Dec. 31, 2024²

Payments are based on the incremental number of outdoor units purchased.

2023 ¹	2024 ²	Growth Rate	Total Earnings
5	30	> 20%	25 x \$125 = \$3,125

TERMS AND CONDITIONS: Contractors must be enrolled in the Samsung HVAC Preferred Dealer Program before July 1, 2023 to participate. Contractors that enrolled in the program after July 1, 2023 are not eligible to participate. This offer applies to qualifying outdoor units purchased and installed during the promotional period from July 1 to December 31, 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. Products must be registered within 60 days of installation or by January 15, 2025, whichever comes first. Products installed during the promotional period but registered after January 15, 2025 are not eligible for promotion. Contractors may register systems through the Samsung HVAC Mobile App, Samsung HVAC Dealer Link, or by visiting SamsungHVAC.com. Earnings from this promotion will be paid directly to the contractor by Samsung HVAC's official 3rd party Channel Fusion via Visa® or Mastercard® reloadable card. Contractors must have a W-9 tax form (US) or T-4 form (Canada) tax form on file by December 1, 2024, to receive payment. All earnings will be paid out by January 31, 2025.

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	



Refricenter Hosts Ducane Counter Day and BBQ at their Miami North Location

Refricenter hosted a Ducane Counter Day and BBQ at their Miami North location on August 7th, from 11am-2pm. Burgers and Dogs were grilled right on site by branch manager Lazaro Masjuan. Glenn Paetow from Allied Air was in attendance to answer any technical questions and discuss the features of the Ducane products on display.

When you think about everything Ducane delivers, your decision is easy. With Ducane, the performance and reliability you want are right here, and ready to go to work.

Refricenter International has long been committed to being one of South Florida's leading stocking distributors of HVACR equipment, parts and supplies.

Refricenter has also strived to be a trusted name among South Florida contractors and distributors. Refricenter prides themselves on maintaining a well-stocked inventory, so when you come into one of their stores you will always find what you're looking for. Their experienced sales staff can also help facilitate any special requests, no matter how big or small.



It was a hot sunny day at Refricenter North Miami for the Ducane Counter Day and BBQ



The Refricenter North Miami Ducane Counter Day Team!



Lazaro Masjuan, branch manager at Refricenter Miami North grilled up some tasty burgers and dogs!



Refricenter customers enjoyed a break from their busy day to have lunch and learn more about the Ducane line of equipment



Lazaro Masjuan and Pedro Bazo of Refricenter with Glenn Paetow of Allied Air - Ducane



Glenn Paetow of Allied Air - Ducane with Noel Wright of Noel Air Conditioning



Glenn Paetow of Allied Air - Ducane with Avi Mosly of Florida Clean Air Plus



Glenn Paetow of Allied Air - Ducane checking availability with Lazaro Masjuan on a Ducane package unit for a customer



Glenn Paetow of Allied Air - Ducane with Marlon Menendez of Chanin Mechanical & Air Conditioning

Addressing the Need for Professional Development in HVACR Education

As HVACR technologies are advancing, many educational programs are falling behind. Consequently, your students may be lacking important instruction, and your program may not be receiving the industry support it needs to succeed.

For example, the Training for Residential Energy Contractors (TREC) Program recently made \$200 million available to every state energy office, encouraging them to partner with nonprofit programs, community colleges and public schools, to develop and offer training on next generation comfort cooling systems. Unfortunately, most schools are unable to provide this training.

The Energy Skilled Recognized Program, another prime example, spearheaded by the United States Department of Energy, seeks to connect consumers with HVACR professionals who can install and service next generation systems such as heat pump water heaters and inverter-driven electric heat pumps. Consumers will soon be seeking technicians who have Energy Skilled Recognition. If your program doesn't presently offer the recognized credentials, it should!

In most fields, including medical and automotive, we embrace change and revise our programs to keep pace with change. We recognize that new procedures and technologies require students have the latest knowledge, skills and tools to succeed in these industries. Despite HVACR technology advancing at an unprecedented rate, many programs struggle to keep up, while their students are often trained on outdated technologies, leaving them unprepared for the demands of today's workforce. By not embracing change in HVACR education, we risk not only the relevance

of our programs but also the success of our students in a rapidly evolving industry, which plays a crucial role in energy efficiency, environmental sustainability, and public health.

As the HVACR industry undergoes unprecedented changes designed to improve system efficiency and address environmental sustainability, our programs and instructors must also adapt if they are to remain relevant.

While you may see 100% graduate placement, with whom are they being placed? Are they joining companies primarily seeking installers, or are they being recruited by leading organizations focused on growing the next generation of skilled HVACR service technicians? If your graduates are not being placed with organizations that offer competitive salaries, insurance, retirement plans, and lifelong learning opportunities, there may be a disconnect between the program you are offering and the current needs of the HVACR industry.

Our students are entering a workforce where they will be expected to install, maintain, and repair advanced systems that may not have existed just a few years ago. Similarly, our instructors are being asked to teach on equipment they may never have worked on. To prepare them adequately, our educators must have up-to-date knowledge and hands-on experience with the latest technologies. Leading HVACR manufacturers have expressed concern that many educational programs are not keeping pace with technological advancements.

The importance of keeping our HVACR programs up to date is not always fully understood. The lack of

funding and support for professional development in this area puts our educators—and by extension, our students—at a disadvantage. Without the necessary training on emerging technologies, our programs risk becoming outdated, and our students may find themselves ill-prepared for the challenges that await them.

We invite you to consider the perspectives of leading manufacturers such as Fujitsu who can explain why professional development directly related to our industry is essential. These insights are critical for ensuring our programs remain relevant and our students competitive.

To address this issue, we urge you to consider the points assigned to instructors and the requirements on this evaluation form developed for manufacturers to identify educational partners that qualify for discounts and donations. If you are not providing your HVACR instructors with professional development directly related to emerging technologies, you may be missing out! By investing in our educators, we ensure that our programs remain relevant and that our students are well-prepared to succeed.

Fortunately, your instructors don't need to traverse the country visiting manufacturers to stay informed. Many organizations that often compete for sales are gathering in one place, the National HVACR Education Conference. This event enables your instructors to obtain firsthand information from those on the front lines of these technological changes, as well as those tasked with updating codes and standards.

Join us March 16-19, 2025 for the National HVACR Education Conference, professional development, designed for HVACR educators and trainers.



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Florida Air Conditioning Apprenticeship Graduation

August 1st, 2024



The Florida Air Conditioning Apprenticeship Association (FACAA), in conjunction with the Palm Beach Air Conditioning Contractors Association (PBACCA), honored 10 2024 graduates at a banquet held on August 1st at The Beach Club in Lake Worth, FL. More than 35 instructors, employers, friends, families and other industry members attended the event to congratulate the graduates and celebrate with them. FACAA Program Director and past PBACCA

President Steve Sparks and FACAA Committee Member Rhonda Beeler hosted the banquet. Steve congratulated the graduates for their commitment and thanked their families for the sacrifices they endured and also recognized the sponsoring employers for enabling the students to participate over the past four years. Lori Berman, Fla State Senator, spoke about the history of HVAC in Florida and mentioned that one

of Florida's Statutes in the Capitol building (Washington DC) is of a Floridian who is noted as one of the founders of modern A/C – Dr. John Gorrie from Apalachicola. Steve Sparks introduced the instructors and presented the graduates, along with Rhonda Beeler and Alexa Lee. Austin Osberg was named Graduate of the Year and received an award from Peter Montana of ACProsite.com.



More than 35 instructors, employers, friends, families, and other industry members attended the event to congratulate the graduates and celebrate with them!



Rhonda Beeler of Florida Air Conditioning Apprenticeship with Alexa Lee Executive Director of PBACCA



Past President Steve Sparks of PBACCA congratulates to the graduates about their commitment to learn the past four years



Special guest speaker was Florida State Senator Lori Berman who spoke about the history of HVAC in Florida



Steve Sparks reminded them of the PBACCA Maury Jacob Scholarships that is available to assist all motivated students



Instructors: Mike Swartz, Kelly McCann, Josiah Katanic, Eli Collazo, Travis Miller, Byron Hooppell and Dennis Linin



The buffet prepared for the graduates by The Beach Club was delicious!



Joseph Leo, Osveli Hernandez, Deana Germano, Corey Mahoney, Jeremy Mohammed, Ricardo Mondragon, Bradley Small, Trent Morris, Austin Osberg



Peter Montana of ACProsite.com presents an award to the Graduate of the Year Austin Osberg



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www.aspenmfg.com

ZONEFIRST Launches New App-Based Home Climate and Lighting Control Solution

Company's Bliss Zoning System offers room-by-room temperature and lighting control via user-friendly app, without the need for additional wiring or thermostats.

Randolph, NJ – ZONEFIRST, a leading manufacturer of HVAC zone dampers and zoning systems, has launched a new home climate control solution, the Bliss Zoning System.

The first app-based combination light switch and thermostat, Invis-A-Stat™, the solution offers precise room-by-room temperature control without the need for additional wiring, separate thermostats or cumbersome mini-split systems, while also integrating lighting control.

Utilizing the company's Internet of Zoning™ (IoZ) technology, the Bliss Zoning System enables homeowners to easily manage both lighting and temperature settings through a single, user-friendly app, allowing for customized comfort in every zone.

At the technology's core is the patented Invis-A-Stat™, a sleek, dual-function device that combines a light switch and thermostat into a single, user-friendly unit. The Invis-A-Stat™ fits effortlessly into any standard light switch box, making it an ideal retrofit solution without the need for complex wiring or intrusive equipment.

By integrating temperature and lighting control into one system, the Bliss System not only simplifies home comfort management, but also enhances overall energy efficiency in both new and existing homes. Third-party validation has confirmed zoning system, like the Bliss System, efficacy, with users reporting reduced energy consumption up to 30%.

The Bliss Zoning System is comprised of four key components:

- Invis-A-Stat™: A sleek, dual-function device that combines a light switch and thermostat into a

single, user-friendly unit.

- HVAC Control Module (HCM): Manages and activates the HVAC system to maintain optimal temperatures throughout the home.

- Wireless Damper Sensor (WDS): Monitors and adjusts damper positions, duct temperature, pressure and humidity to ensure precise climate control.

- Zone Control Gateway (ZCG): Facilitates smooth communication among system components for consistent performance, and connects to the home's network for remote access.

"Our Bliss Zoning System represents a significant leap forward in home comfort and lighting control," said James Foster, Marketing Director at ZONEFIRST. "By combining cutting-edge technology with user-friendly design, we've created a solution that not only enhances comfort and

convenience but also delivers real energy savings, making it an optimal choice for homeowners seeking advanced zoning solutions."

For over 60 years, ZONEFIRST has been a leader in home climate control solutions, specializing in HVAC zoning since the development of the first zoning dampers and registers in the 1950s. Renowned for pioneering innovations like centralized zone controllers and zoning systems for heat pumps, ZONEFIRST continues to set the standard with advanced products such as EZ-Wire controls and energy-efficient Plug-In Dampers. The company champions the integration of zoning systems into all new HVAC designs, emphasizing the practicality of zoning, much like the dual-zone climate controls in modern vehicles. For more information, visit www.ZONEFIRST.com.



Ferguson is a 2024 ENERGY STAR® Partner of the Year!



We are committed to driving sustainable product innovation and helping our customers achieve their sustainability goals. This award is the highest level of Environmental Protection Agency (EPA) recognition for corporate energy management programs. As an ENERGY STAR partner, we lead the industry in the sale of energy-efficient products, including ENERGY STAR products like heat pump water heaters, thermostats, HVAC and appliances. See our favorite Energy Star product pairings from Durastar®




H2O Degree's LoRaWAN Display Gives Tenants Visibility Into Their Utility Consumption


H2O Degree's new L4000 is a LoRaWAN enabled display that allows tenants to easily access their utility consumption data. The unit is designed for use in both hot and cold water applications to provide tenants with accurate meter readings, helping to avoid disputes with landlords over utility usage.

The L4000 can be installed in tenant accessible areas, such as lobby or utility room, and will automatically detect installed water meters. It offers a large, high-definition color screen for easy viewing and integrates seamlessly with LoRaWAN network, ensuring reliable and long-range data transmission.

This innovation is part of H2O Degree's broad offering of advanced submetering and water leak detection solutions to enhance utility management and conservation in multi-family, commercial, educational and institutional facilities.



ENGINEERING COMPANY, INC.





RITCHIE ENGINEERING COMPANY / YELLOW JACKET® CELEBRATES 75 YEARS OF INNOVATION.

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

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

"While a lot has changed in the last 75 years, one thing has remained the same...our philosophy of providing HVAC/R and automotive service professionals the quality products they need, at a competitive price," said Tom & Kristen Ritchie, Owners. "The relentless commitment of our people over the last 75 years has led to best-in-class products, first-class customer service and innovations that make the contractor's job easier - worldwide. The YELLOW JACKET® brand is not only the industry standard, it has become legendary. As we look towards the future, we recognize the need for automated solutions when it comes to innovation, product development, packaging, shipping and manufacturing."

Ritchie Engineering Company is kicking off its 75th year with a marketing campaign highlighting the company's history of innovation and commitment to excellence. The campaign is topped off with a 75 Years logo, which includes the nostalgic yellow charging hose (the product that started it all).



Let's Play Golf

Support your local trade organization and become a member today!

September 21, 2024 @ 7:00 AM - 1:00 PM
2024 MACCA Annual Golf Outing
Pelican Pointe Golf & Country Club

September 27, 2023 @ 8:00 AM - 1:30 PM
2024 NFACCA Fall Golf
Blue Sky Golf Course

October 05, 2024 @ 7:00 AM - 2:00 PM
SWACCA 2024 Golf Tournament
Spring Run Golf Club

October 19, 2024 @ 7:00 AM - 1:00 PM
RACCA 2024 Annual Fall Golf Tournament
Westchase Golf Club

October 26, 2024 @ 8:30 AM - 1:00 PM
PBACCA 22nd Annual Golf Tournament
Winston Trails Golf Club



SFACCA August Program Meeting Annual Inspectors Panel Broward & Miami

There were two SFACCA August Program Meetings which featured the Annual Inspectors Panel. The Broward meeting was held on August 7th at 5:30 p.m. at Galluppi's in Pompano Beach. The Maimi meeting was held on August 14th at 5:30pm at The Tank Brewery in Miami.

This always popular annual forum was designed to encourage dialogue between city and county inspectors and contractors, regarding areas of mutual

concern and interest. This was a great opportunity to get first-hand information and updates on new and current regulations. The meeting included discussions on proper power connections for add on accessory items like condensate pumps and UV lights. Another topic was if AC contractors can install their own disconnects to bring power to the unit and are there any special requirments for installing A2L equipment. A returning item was wind load approvals for tie downs.

Fleet management in South Florida is changing quickly. Many companies are now using electric and hybrid vehicles to cut down on pollution and follow new rules. Technology like GPS and telematics is helping businesses find better routes, save fuel, and keep their vehicles in good shape. Join SFACCA on Sept. 4th at Galluppi's in Pompano Beach for an informative program on the state of Fleet Management presented by Enterprise and sponsored by GeoTab.



Patrick Ahern and Christian Bhim of Gemaire Distributors, Tony Ferrara of Ferrara's Air, and Jacques Leotaud of Gemaire Distributors



Paul Tunney of Ameritech, Ben Stegman, Inspector, of City of Tamarac, and Dan Stegman of Ameritech



Randy Castricone and Heidi Bauer of iFLO Pro, Kevin Beatty, Colin Pikula, and Evelio Mata of The McAllister Group



Jaime Bernat of Saez Distributors, Andy Taylor of Leone Green, Andy Saez and Luis Chinaea of Saez Distributors, Chris Erickson of Leone Green



Inspectors: Eric Dawson & Jose Jimenez - Pompano Beach, Rolando Soto & Timothy De Carion - Broward, Tony Palacios - Tamarac, Fred Stoeger - Coral Springs



John Bueno of Gemaire, Andres Ponce of AMP Strategic, Karl Geus of Kwik Kool, and Ryan Charles of AMP Strategic



Jeff Lindstrom of Lindstrom AC, Chris D' Attile and Gregg D' Attile of Art Plumbing, AC & Electric, Doug Lindstrom of Lindstrom AC



Bob Volin of Design Concepts, Tony Palacios of City of Tamarac, Viviana Maguire of Daikin Comfort, and Volph Lafortune of Winsupply



Eddie Figueroa of AC Warranty, Scott Behanna of McLaughlin - Behanna Associates, Fernando Joseph of AC Warranty



Peter Noble of Ferguson, Volph Lafortune of Winsupply, Bob Volin of Air Design Concepts, Jaime Bernat of Saez Distributors, and Gustavo Corral of Winsupply



Amador Barzaga and Pete Quintela of Miami Dade County Code Enforcement, Kelly Dexter and Stacey Miller of SFACCA, Andy Saez of Saez Distributors



Pete Quintela, Senior Code Officer of Miami Dade County with Amador Barzaga, Miami Dade Code Enforcement



There was a excellent turnout the SFACCA Inspectors Panel meetings held both in Broward and Miami



Anthony Merkel of Advance Work Vans with Gabriel Rodriguez and Orlando Perez of Brophy Air Conditioning



Tien Ho, Keith Tiuomg, and Richard Salas of AirTech Air Conditioning



Andres Ponce of AMP Strategic with Pete Quintela, Senior Code Officer of Miami-Dade County



The Saez Distributor Team with some industry friends!



John Gibbs and Christopher Jones of Sansone Air Conditioning, with Tiffany Bausch of Enterprise Leasing

Titus Unveils New Operating Room Air Distribution and Lighting System

PLANO, TEXAS – Aug. 30, 2024 – Titus, a world leader in air distribution, has launched the Nexus OR (Operating Room) Suite, an all-in-one OR system that delivers clean air and high-quality lighting, while maximizing space and performance in hospital operating rooms. The fully-customized system features a modular design using combinations of airflow diffusers, gel-seal HEPA filters and LED lights that allow for virtually unlimited layout options. With this flexibility, the system can be designed to meet exact OR specifications with fast and quiet installation.

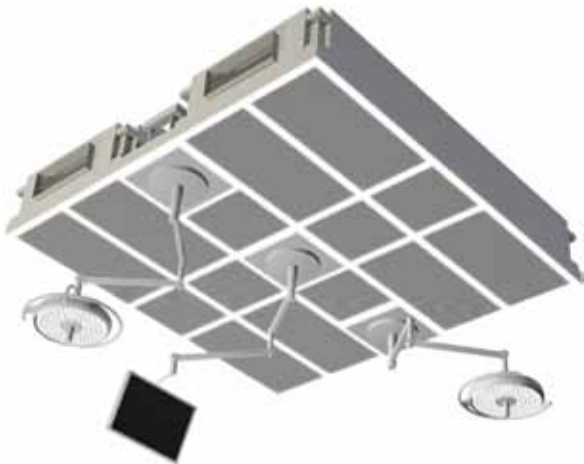
“As operating rooms become more complex with advancements in technology and the continuous desire to enhance patient care, the amount of surgical and communication equipment has expanded,” said Steve Attri, product manager, Air Distribution Technologies. “The state-of-the-art, ceiling-mounted Nexus OR Suite seamlessly connects air, light and more while freeing up room space crucial in today’s designs. Surgical teams will appreciate improved visibility thanks to direct, high-output LED lighting.”

The Nexus OR Suite has been specifically designed to make the best use of limited ceiling space by integrating OR-grade LED lighting within laminar airflow diffusers, which help isolate and protect the patient from contaminated air. It simplifies compliance with the requirements for airflow and coverage area for ASHRAE 170, which provides guidance for ventilation in healthcare facilities (including surgery rooms), along with IEC Standard 60601-2-41:2021, which outlines requirements for safety and performance of surgical luminaires. Further, the customizable Nexus OR Suite uses a common, low-profile plenum, and the factory-assembled, pre-fabricated, ready-to-install modular sections can easily fit through doors and elevators to allow quick and easy installation in new construction or retrofit applications.

The Nexus OR Suite is available in two customizable models – a standard model and a heavier-duty model, the Nexus OR Suite-S, that can accommodate a wide range of suspended equipment, including all necessary lighting and booms.

To learn more about the Nexus OR Suite by Titus, visit www.titus-hvac.com/Products/CriticalEnvironmentDiffusers/NEXUS. For more information about Titus, visit www.titus-hvac.com.

As the world leader in advancing the science of air distribution, Titus works to make life better by improving the health, efficiency, sustainability, comfort and aesthetics in commercial building environments. Founded in 1946, Titus provides a breadth and depth of air management products and design tools, including displacement ventilation, chilled beams, underfloor, grilles, diffusers, terminal units, fan coils and advanced training. Titus University offers trade-oriented air management training to enhance technical skills. For more information, visit www.titus-hvac.com, call 972-212-4800, or connect with us on social media via Facebook, YouTube or X.



The Nexus OR Suite is an all-in-one OR system that delivers clean air and high-quality lighting, while maximizing space and performance in hospital operating rooms

Jennifer Beaudry Named New NFACCA Executive Director

The North Florida Air Conditioning Contractors Association (NFACCA) is thrilled to announce the appointment of Jennifer Beaudry as our new Executive Director. With over 16 years of experience as the Operations Manager of a successful family-owned HVAC company, Jennifer brings a wealth of knowledge, passion, and a deep commitment to the HVAC industry.

Jennifer’s connection to the Jacksonville area spans 38 years, giving her a unique understanding of the community we serve. Her dedication to fostering growth and innovation aligns perfectly with NFACCA’s mission to enhance the professionalism and image of the HVAC industry. As someone who has worked tirelessly to support and expand her family business, Jennifer understands the challenges and opportunities facing our members. Her experience will be invaluable in guiding our association toward new heights.



Jennifer Beaudry

She has also demonstrated exceptional skills in social media marketing, creating and managing campaigns to promote services and engage with the community. Jennifer’s strong organizational and time-management skills, coupled with her ability to handle multiple tasks simultaneously, make her an outstanding leader for our association.

Under her leadership, NFACCA will continue to provide outstanding support to our members, advocating for their needs and promoting excellence within the HVAC industry. Jennifer’s vision for the future, combined with her hands-on experience in operations and community engagement, will be instrumental in driving the association’s success.

Please join us in welcoming Jennifer Beaudry as the new Executive Director of NFACCA. We are confident that her leadership will inspire growth, innovation, and continued excellence within our association and the broader HVAC community.

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- More economical than OEM
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8 Reasons Why Teamwork is Important in HVAC

(Continued from page 12)

It can be tempting to open Facebook, Instagram, or TikTok while you're waiting for a decay test, but if someone needs you to help clean up parts of the job site or check their work on the duct system, that's a better use of time.

6. Enhanced creativity - Collaborative problem-solving can lead to innovative solutions and more effective system designs. There isn't nearly as much energy in a one-on-one conversation with your boss as there is in a meeting with all the people on your team. While the adage "two heads are better than one" is definitely true, "the more the merrier" is even truer. When you have meetings with a team, you can apply more minds to the problems you're all facing in the field.

Sometimes, these issues are related to the way houses were built in specific neighborhoods (e.g., with space constraints or issues with the building envelope), and techs can share their ways of dealing with these issues.

How can we make the most of tight spaces? What are your teammates doing to keep themselves from getting hurt (or at least sore) in less-than-ideal crawl space or closet installation tasks?

At Julian Heat & Air, the team has weekly roundtable meetings for that very purpose. A roundtable is a great idea for people to bounce ideas off of each other.

When leadership is also involved, team members feel like their contributions and concerns are being heard. When everyone can comment on an issue, leadership can understand the true scope of the situation and be held accountable for making changes that benefit everyone.

7. Better work distribution - Workload management is key to maintaining a low callback rate. Callbacks especially happen when techs or installers have too much to do and feel rushed. While service calls are a bit more random, installation and maintenance procedures can benefit from thoughtful scheduling.

Delegating tasks among team members allows you to be clear about what needs to be done and the timeline of completion. Everyone should know what their role is without the burden of the entire install or PM on their shoulders.

Then, instead of spending eight hours on an installation and leaving it all to one person, can we cut that down to five or six hours with thorough commissioning? The leftover time can be spent optimizing the system, and customers are usually happy when you finish ahead of schedule anyway. Not to mention, technicians who have less on their plate are less likely to make mistakes due to the high-stress nature of HVAC work.

8. Professional growth - At the end of the day, we're all in this trade together. There are trade communities everywhere—whether you frequent the HVAC-Talk forum, r/HVAC on Reddit, or the HVAC School Facebook group, there's something for everyone. We can find that camaraderie and support in person every single day? While a spouse or friend in a different line of work can be a source of motivation and support, they won't be able to provide the same professional support that your HVAC brethren can. Has someone tried a different niche in HVAC that you want to get into? Talk to them about it! Want to go to a trade event like the AHR Expo or HVAC Excellence but don't feel comfortable going alone? There's surely someone on your team who'd like to join you!

For a lot of people, working with their brothers and sisters in the trade is much better than feeling like the responsibility of a tradesperson is theirs to carry alone.

Teamwork is an often overlooked aspect of the industry, but it can elevate businesses and individual HVAC professionals alike. By prioritizing teamwork, HVAC companies like Julian Heat & Air provide exceptional service and develop their talent all at once. When everyone on a team is committed to doing the best work possible, teamwork is one of those things that creates a win-win-win situation that benefits the HVAC professionals, the customers, and the business.







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LG's Mobile Showroom Educates, Energizes Industry Pros About Heat Pump Technologies

ALPHARETTA, Ga., Aug. 22, 2024 — Supporting the increasing interest in building electrification across the country, LG Air Conditioning Technologies USA's mobile HVAC showroom is on the road for its national tour. Now in its eighth year, the mobile tour offers immersive hands-on demonstrations and expert insights for attendees, helping them gain invaluable knowledge about today's cutting-edge HVAC technologies and LG's commitment to innovation, electrification and efficiency.

The re-energized and reimagined 2024 mobile tour offers contractors, distributors, building owners, and other industry professionals the opportunity to dig deeper into heat pump technology, a key driver of America's electrification movement. This experiential showcase serves as an educational platform to spotlight LG's extensive range of HVAC product solutions and energy storage solutions, including ducted and duct-free systems, whole building electrification options, LG's Inverter Scroll Heat Pump Chiller, controls and more.

With scheduled stops across the country throughout the remainder of the year, the tour serves as an interactive tool to allow LG partners and their customers access to comprehensive demonstrations, expert guidance, and interaction with LG's team of specialists, fostering a thorough understanding of LG's HVAC offerings.

"Industry training is one of the most important

ways that we can increase adoption of sustainable HVAC solutions, especially heat pumps," said Chris Ahn, president of Air Solutions, LG Electronics USA, recently named 2024 ENERGY STAR® Partner of the Year. "Through LG's mobile showroom interactive experience, we look to empowering professionals with the comprehensive knowledge and expertise essential for helping the U.S. get closer to climate goals and make a real impact."

As leading player in the U.S. electric HVAC market, LG is dedicated to delivering energy-efficient, environmentally-conscious solutions that prioritize both comfort and performance, according to Ahn. "LG's diverse product range supports the global transition towards cleaner energy sources and reduced greenhouse gas emissions. Our technologies seamlessly integrate the latest sustainability innovations to facilitate electrification, assisting professionals and homeowners in reducing their carbon footprint and decreasing energy expenditures," he said.

Products to be featured in the showroom include the Inverter Scroll Heat Pump Chiller, Inverter Heat Pump Water Heater, High Temperature Hydro Kit, Air-to-Water Heat Pump, Energy Storage Systems and more.

Find comprehensive details about LG's air conditioning systems portfolio for the United States at lghvac.com.

Current Administration Approves Major Disaster Declaration for Florida

WASHINGTON -- FEMA announced that federal disaster assistance is available to the state of Florida to supplement recovery efforts in the areas affected by Hurricane Debby from Aug. 1, 2024, and continuing.

The President's action makes federal funding available to affected individuals in Columbia, Dixie, Gilchrist, Hamilton, Lafayette, Levy, Manatee, Sarasota, Suwannee and Taylor counties. Assistance can include grants for temporary housing and home repairs, low-cost loans to cover uninsured property losses and other programs to help individuals and business owners recover from the effects of the disaster.

Federal funding is also available to state, tribal and eligible local governments and certain private nonprofit organizations on a cost-sharing basis for emergency work in Columbia, Dixie, Gilchrist, Ham-

ilton, Lafayette, Levy, Madison, Manatee, Sarasota, Suwannee and Taylor counties. Federal funding is also available on a cost-sharing basis for hazard mitigation measures statewide.

John E. Brogan has been named the Federal Coordinating Officer for federal recovery operations in the affected areas. Additional designations may be made at a later date if warranted by the results of damage assessments.

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

Carrier Reimagines Possibilities with Updated Ductless Product Line, Highlighting Cutting-Edge Technology and Sustainable Innovations



INDIANAPOLIS, IN, August 7, 2024 – Against the backdrop of back-to-back regulatory changes impacting the HVAC industry, Carrier is once again taking the opportunity to redesign its systems from the inside out, putting dealers, technicians, and homeowners at the forefront of innovation. Carrier’s latest portfolio relaunch includes the entire lineup of ductless systems; expanding offerings, incorporating new platforms and technologies, and integrating R-454B, Carrier’s refrigerant of choice known commercially as Puron Advance™. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

“The 2025 refrigerant phasedown set the timeline, but improving serviceability and installation while maximizing energy-efficiency was the priority,” said Tyler Oehlman, Associate Director, Ductless and VRF Product Management, Carrier. “We’re not just adding to the lineup, we’re improving the full portfolio and helping to establish ductless as a viable, sometimes even preferred, home heating and cooling solution for North America.”

Changes to the Carrier ductless portfolio include refrigerant specific components, new control technologies, and additions to the Crossover portfolio. Carrier’s Crossover Solutions provide a system that maintains the traditional ducted heating and cooling characteristics while leveraging elements of ductless technology. Enhancements made to the ductless lineup include:

- NEW Puron Advance components:
- Expanded portfolio with enhanced capabilities and capacities.
 - Refrigerant leakage detection sensors included in most indoor units.
 - Enhanced compressors in select equipment.
 - One more connection port added to multi-zone condensers.
- NEW controls features:
- New wireless and wired controllers, with built-in wifi option.
 - Optimized, user-friendly and easy-to-read display screens.
 - Remote upgrades with over-the-air updates.
- NEW additions to the Crossover lineup:
- New air handler unit with multi-poise design configuration.
 - Single fan chassis up to 5 ton.
 - Larger service port available.
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 - Improved performance across all sizes.
 - To learn more about Carrier, visit www.carrier.com/residential.

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God is our refuge and strength,
an ever-present help in trouble.
Therefore we will not fear, though the earth give way
and the mountains fall into the heart of the sea,
though its waters roar and foam
and the mountains quake with their surging.


There is a river whose streams make glad the city of God,
the holy place where the Most High dwells.
God is within her, she will not fall;
God will help her at break of day.
Nations are in uproar, kingdoms fall;
he lifts his voice, the earth melts.

The Lord Almighty is with us;
the God of Jacob is our fortress.

Come and see what the Lord has done,
the desolations he has brought on the earth.
He makes wars cease to the ends of the earth.
He breaks the bow and shatters the spear;
he burns the shields with fire.
He says, “Be still, and know that I am God;
I will be exalted among the nations,
I will be exalted in the earth.”

The Lord Almighty is with us;
the God of Jacob is our fortress.

Psalm 46



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