

TODAY'S A/C

& REFRIGERATION NEWS

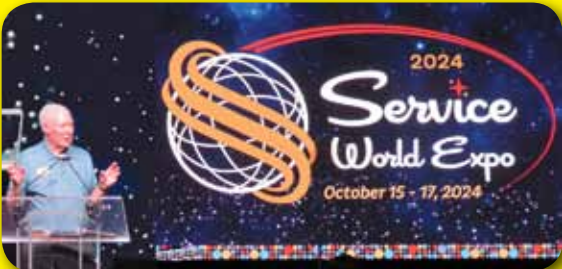
Serving the Southeast Region



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



Glasfloss, RUUD, & Tropic Supply in Support of Breast Cancer Awareness Month (See Page B5)



Service World Expo 2024 at Coronado Springs Resort in Orlando (see page 22)



PBACCA 22nd Annual Golf Tournament at Winston Trails Golf Club (see page B6-B7)



Women In HVACR Hosts 21st Annual Conference in Dallas (see page B3)



Uniweld Aluminum Coil Repair Training at Tropic Supply (see page 18)

Ecoer Introduces R454B Refrigerant for Heat Pumps



Jeff Schlichenmeyer
Publisher

October 18th, 2024 — Ecoer, a pioneer in innovative HVAC solutions, is proud to announce its adoption of R454B refrigerant across its heat pump product line. This strategic move highlights Ecoer's continued dedication to sustainability, energy efficiency, and environmental stewardship within the HVAC industry.

The R454B refrigerant blend, composed of R-32 and R-1234yf, boasts a Global Warming Potential (GWP) of just 466—more than 75% lower than the widely used R-410A. This significant reduction in GWP, a key environmental metric, aligns with global efforts to meet evolving environmental regulations while maintaining top-tier performance. Beginning in 2024, Ecoer will incorporate R454B into its product portfolio.

“Our decision to transition to R454B refrigerant reflects our unwavering commitment to advancing sustainable technologies in the HVAC sector,” said

Louis, CEO of Ecoer. “By integrating this next-generation refrigerant, we aim to provide our customers with efficient, reliable solutions that not only meet their needs but also contribute to the health of our planet.”

The adoption of R454B will optimize energy efficiency and enhance system performance across various operating conditions. Ecoer's heat pump systems utilizing this refrigerant will deliver superior heating and cooling capabilities while helping customers lower energy consumption and reduce carbon emissions. R454B is poised to become the industry standard for air conditioning and heat pump applications, and Ecoer is at the forefront of this transition.

Ecoer's unwavering commitment to sustainability drives its ongoing innovation in HVAC technology. By adopting R454B, the company reaffirms its role as an industry leader committed to developing solutions that support both customer comfort and environmental preservation.

Founded in the United States, Ecoer designs and manufactures high-efficiency HVAC systems. Focusing on sustainability and cutting-edge technology,

Ecoer remains dedicated to delivering innovative products that enhance comfort while minimizing environmental impact.



NCI Summit 2024 Breaks Records!

High-Performance HVAC™ contractors took center stage in Asheville, NC, from September 10 to 16th as National Comfort Institute's (NCI) 21st Annual Summit got underway. Once again, Summit was open to the entire HVAC Industry to spotlight like-minded people willing to share their high-performance experiences with peers.

This year, the event broke the all-time attendance record, with more than 200 contractors, preferred partners, and other industry luminaries gathered to network and learn. Summit 2024 set the stage for 2025 and beyond. It also broke the record for the most first-time attendees. It was the first Summit to host HVAC Industry influencers who conducted live streaming and podcasting directly from the conference headquarters in the Asheville Crowne Plaza.

Podcasters interviewed a series of other industry influencers, including: John Ellis from Dynamic Air Consulting Services, Louise Keller of UEI, Jim Bergman from measureQuick, Brian Orr from Kalos Services, and Steve Rogers from The Energy Conservatory and others.

This year's theme was “OUTPERFORM!” All workshops and sessions focused on helping contractors outperform

competitors in general and outperform attendees' own sales and profits.

NCI CEO Dominick Guarino welcomed attendees and said the Summit is an opportunity to shine a bright light on the High-Performance HVAC™ Industry.

Excitement radiated during the pre-conference Advanced Airflow Diagnostics recertification class on Tuesday, September 10, and continued through the evening welcome reception sponsored by Daikin Comfort Systems. With the “OutPerform” theme, workshops focused on everything from high-performance sales techniques to climate-resilient heat pump strategies.

During the Keynote delivery, Bryan Orr of Kalos Services and HVAC School shared his ideas on how to get and keep great people on your team. Orr spoke about recruiting the right people and keeping them engaged and fulfilled so they stay with your team.

As has been the NCI tradition for many years, Summit included hands-on testing experience on several working HVAC systems to learn about delivering high performance through diagnostics. NCI's John Puryear, Casey Contreras, and measureQuick's Jim Bergman guided participants through testing principles, instruments, mobile apps, and processes to help attendees discover the hidden defects impeding system performance.



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The Most Critical, Profitability Increasing, Number to Track

Ruth King's Contractors Cents



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

Reach her at ruthking@hvacchannel.tv.

Key Performance Indicators (KPI's) – percentages – numbers. You can drive yourself crazy trying to track every known KPI. What should you really be tracking to truly know, and be comfortable, that your company is headed in the right direction?

I'm going to make it simple...from my perspective. Get these right and the other "nice to know" metrics will be right too. Get these right and you will be building profits AND wealth. You can feel comfortable that your company is headed in the right direction.

I'm going to be asking a lot of questions. It's up to you to determine the right answers for your company and you. If you have questions call me at 770-729-0258, come to my Building Profit and Wealth class (see below), and/or subscribe to www.financiallyfit.business.

The most critical number – Net Profit per Hour

You must start with net profit per hour. This is the key to everything. Why net profit per hour? Our companies are controlled by our labor force. We are not a manufacturing company that uses robots to produce products. People install and service, period. The more productive your field personnel are, the more profitable your company is...assuming that you have priced correctly.

So, what are you earning for every billable hour? What do you want to earn? If your net profit per hour is negative, then you are paying your customers to do their work...not a good idea.

Most of you probably don't know the answer to this question. The best place to start is discovering what your net profit per hour is now.

Divide your net operating profit by total billable hours to get your net profit per hour. You can do this for last year, the year to date number this year or every month...even by department. Find out where you are

starting. And, if you don't like the number, figure out what net profit per hour you want and put a plan in place to get there.

Beware! Your best technician or most senior technician can have a negative net profit per hour. I know, this really hurts when you discover this. Every technician must be profitable or you don't need that technician. It doesn't make sense to keep a person who is a drain on company profits. Customers' jobs can have a negative net profit per hour.

Always job cost. You will discover who the really profitable customers are and who the customer drains on your company are. Raise the prices on the drains or don't do their jobs.

Crews can have a negative net profit per hour. If you have several crews, which ones are the most profitable? Which ones don't install jobs with much profit? Why? Is it taking too long or is it the sales person who is selling the job too low so he gets it and his commission?

Or, is it the crew that consistently complains there are not enough hours budgeted to do the work? Yet, other crews get the work done in the estimated time. Start with the net profit per hour you want to earn and build your pricing from this number.

Your profit and loss statement doesn't tell you whether you have profitability, long term profits. It simply states profit for a specific period of time.

Your current ratio tells you about profitability. An increasing current ratio, most of the time, tells you that your profitability is increasing. A decreasing current ratio, most of the time, means decreasing profitability. The times it doesn't mean increasing or decreasing profitability is when those of you got your PPP loan cash or when you buy a truck for cash or pay a large tax bill. These are non-operational increases or decreases of current ratio should not be considered when

looking at profitability. Current ratio is defined as current assets divided by current liabilities.

Current assets are assets that are cash or turned into cash within one year. Most current assets are cash, accounts receivable from customers (NOT employees or owns), and inventory.

Current liabilities are liabilities which must be paid within a year. Most are accounts payable, payroll taxes payable, deferred income (maintenance plans), and current portion of long-term debt.

If you don't have inventory on your balance sheet, your current ratio will not be accurate. However, you can still see the trends.

Productivity ratio is also call the percentage compensation ratio. This ratio tells you how efficiently you are using your labor: field, office, and owners. Productivity ratio is total payroll plus payroll taxes divided by sales.

Payroll includes all payroll: field, office, and owners. Payroll taxes include FICA, medicare, state, and federal unemployment. You might have additional city or state taxes, depending on your location, that you have to pay for each dollar of payroll. These taxes should be included too.

Do not include worker's compensation, health insurance or other benefits. Do not include bonuses unless you pay them every month. Commissions should be included.

Calculate this ratio each month. It should be consistent or decreasing which means your company is more productive.

Books/Audios that Could Help Your Business and You - Chad Jenkins gives you some creative and easy ways to collaborate with your team to add a Zero to your revenues, profits, or any other metric you want to increase. Click here to order on Amazon: <https://amzn.to/3Y67x4H>

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Copeland Unveils Unified Brand Identity Across Product Portfolio

ST. LOUIS (Sept 30, 2024) — Copeland, a global leader in sustainable climate solutions, announced today that it has transitioned its extensive product portfolio to align with the Copeland brand. This rebranding initiative represents a significant milestone in Copeland's journey as a stand-alone company, further solidifying its commitment to delivering innovative climate solutions across global commercial, industrial, refrigeration and residential market sectors. Backed by more than 100 years of innovation, Copeland's vision is to create sustainable solutions that improve lives and protect the planet today and for future generations.

"Our brand transition is a natural step forward in Copeland's transformation. With a more consolidated and connected portfolio of brands, we will make it easier for our customers and end-users to navigate our extensive product range," said Paul Mottershead, vice president of global marketing and communications at Copeland. "This strategic move allows us to meet the evolving needs of our customers, while unifying the next-generation climate solutions that address the HVACR industry's most pressing challenges."

Copeland's product portfolio was previously offered under various brand names. This strategic rebranding aims to provide customers with a more consistent and recognizable brand experience while reinforcing Copeland's core values of sustainability, reliability and innovation.

In addition to Copeland's line of compressors, variable speed drives, and refrigeration condensing units, the company is migrating its controls portfolio (i.e., rack, system, facility, environmental and flow controls), enterprise management software and services, leak detection, cargo monitoring, transport solutions and other system components to the Copeland brand.

Under the Copeland umbrella, the product brands above will retain their existing names with an updated look and feel. This approach retains the highly recognized brand names that customers and end-users know and value.

Product packaging and labeling updates to reflect the brand changes are being implemented over the next 6-12 months, ensuring a seamless and recognizable experience across all touchpoints by mid-2025.

Transforming HVAC Service Excellence with iFLO Pro



As HVAC contractors, maintaining a stellar reputation while managing warranty issues and reducing callbacks is paramount. The iFLO Pro, our innovative HVAC drain line solution, is designed to tackle these common challenges head-on. By incorporating the iFLO Pro into your service offerings, you can enhance system performance, minimize warranty claims, and turn potential negative customer experiences into positive reviews, elevating your business to new heights.

Reducing Warranty Pain Points and Minimizing Callbacks

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

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

Enhancing Customer Satisfaction

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

Simple Installation and Setup

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

Elevate Your Business with iFLO Pro

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

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

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by **resideo**



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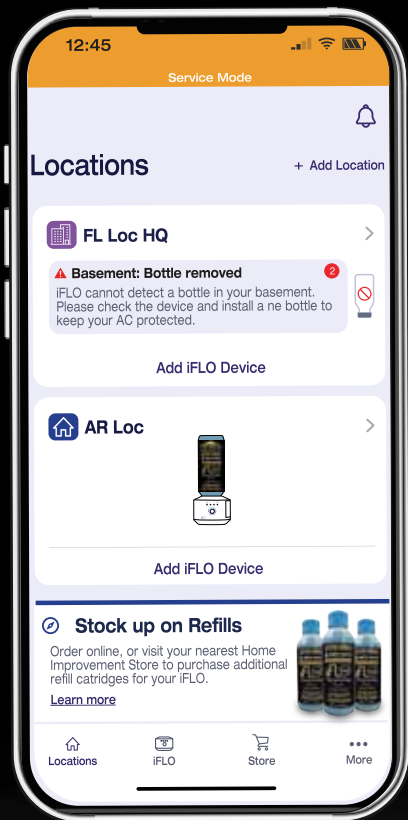
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NCI Summit 2024 Breaks Records!

(from cover story)

Contractors convened for the famous contractors-only Idea Meeting hosted by Chuck Worley of Worley's Home Services, Yorktown, VA, and Mike Weil of NCI. This meeting consisted of two one-hour sessions: one dedicated to High-Performance Lead Generation and the other to Sales. Attendees presented their ideas on each topic and then voted for those they felt were the best. The winning ideas were from:

- Lead Generation: Nick Lupo of Control Point Mechanical, Shrewsbury, MA, won for his customer lunch and learn focused on the new heat pump technologies.

- Sales: Creating a product demonstration kit for use at home shows and on sales calls won in this category. Will Horner of Canco ClimateCare, Newmarket, Ontario, Canada, won the cash prize.

Contractor attendee Tom Hearn of Hearn Plumbing and Heating, Madison, OH, says that the industry needs to pay attention to the concepts of high performance as NCI teaches them.

"NCI does a phenomenal job at setting the standard of how HVAC equipment should be installed in someone's home. Coming to Summit helps you understand what the standard should be for every homeowner and company across the country," he says.

Nineteen partner exhibitors managed tabletop displays around the general session ballroom so contractors could talk with them during breaks and regularly scheduled tradeshow hours. Exhibitors also participated in NCI's Annual Preferred Partner Prize Drawing. Attendees received "game cards"

that had to be stickered by each exhibitor and then turned in to be eligible for the drawing.

No Summit would be complete without the Annual Awards Banquet, where NCI recognizes outstanding achievements by High-Performance HVAC contractors across North America.

Dominick Guarino said, "Tonight's event is one of my favorite parts of every Summit. It's an opportunity for us to shine a bright light on the real heroes of this group – our amazing Award Winners. "More than just members and customers, you are the heart and soul of this great NCI family. Your success is what keeps us going. And we feel so blessed that you've chosen to become part of this caring group

that continues to selflessly share what is working for you and mentor each other."

Mark your calendars for the High-Performance HVAC Summit 2025. It will be held in Austin, TX, from September 9 through the 12th. We will have more information posted

on GoToSummit.com. Stay tuned for more information on pricing and registration.

The National Comfort Institute (NCI) is the nation's premier High-Performance HVAC™ training, certification, and membership organization focused on helping heating, air conditioning, plumbing, and electrical contractors to grow their businesses and become more profitable. The organization has trained and certified more than 30,000 industry professionals in various disciplines, including system diagnostics and design, indoor air quality, air balancing, carbon monoxide analysis, and combustion efficiency. To learn more, please visit the NCI website at www.nationalcomfortinstitute.com.



YORK® Launches New Mission Critical Vertical Computer Room Air Handler For More Sustainable Data Centers

MILWAUKEE, October 23, 2024 – Johnson Controls announced the launch of its new YORK® Mission Critical Vertical Computer Room Air Handler (MCV CRAH), engineered to meet the growing demand for sustainable data center technology.

Data centers are one of the fastest growing areas of new construction around the world. Ensuring they remain efficient and sustainable is critical. The new MCV CRAH is specifically designed to support rapid data center expansion while enabling highly efficient and sustainable energy use.

"HVAC equipment is responsible for as much as 40% of energy use within data center applications," said Merle Brubaker, director of air handling systems, Johnson Controls. "Optimizing efficiency within these facilities is critical, but solutions must be flexible to keep pace with the industry's rapidly changing landscape. The YORK® MCV CRAH was designed in close collaboration with data center operators to drive sustainability while meeting the unique requirements of data center facilities."


As the demand for data centers continues to surge, many building owners are turning to hyper-scale and colocation growth options to minimize construction timelines and overcome land shortages. These new data centers often require specialized HVAC considerations for adequate cooling and effective energy management.

Featuring a vertical downflow and draw-through layout, the YORK® MCV CRAH is engineered to deliver reliable cooling in above-floor or under-floor data center applications. It has a compact footprint, multiple cooling capacities and true plug-and-play functionality. High-efficiency electronically commutated (EC) motors, plenum fans and low heat-dissipation cabinets also contribute to lower PUE values.


To learn more about YORK® Mission Critical Vertical CRAHs, visit: www.york.com/commercial-equipment/industries/data-centers.

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Ritchie Engineering Company Hires Director Of Engineering



Eric Ruggles

BLOOMINGTON, MN (October 3, 2024) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, announces the hiring of Eric Ruggles as Director of Engineering.

Eric is responsible for driving product strategy and development, as well as contributing to the marketing and business strategy for the YELLOW JACKET HVAC/R and Division. “We are thrilled to welcome Eric to our team,” said Tom Ritchie, President. “He has a wealth of knowledge and experience in engineering that will serve our customers and brand very well.”

Eric Ruggles comes to Ritchie Engineering Company with experience in commercial HVAC and vehicle and engine heating/cooling/electrification products. He has held roles in field service, technical support, applications, design, development and management. Eric has four patents for the design of a battery-powered HVAC system for semi-trucks to eliminate idling.

The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to the 1940's when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1949. Since then, the company has been engineering, manufacturing, and continuously improving the YELLOW JACKET® hose while adding new products to its portfolio. Today, YELLOW JACKET® products are sold worldwide through a network of authorized HVAC&R and automotive wholesalers. For more information, visit our website at www.yellowjacket.com.

RGF® Environmental Group's PHI-Cell® Oxidation Technology Proven Effective at Controlling Listeria in Food Processing Plants

Port of Palm Beach, FL (October 23, 2024)

RGF® Environmental Group, Inc., a leader in environmental and air purification technologies, announced that its Photohydroionization® (PHI) oxidation technology has been proven highly effective in controlling *Listeria monocytogenes* in food processing plants. *Listeria*, a persistent and dangerous pathogen, is known for its ability to survive in extreme conditions such as freezer environments, food processing plants, and even HVAC systems. RGF's innovative PHI-Cell® and Lucidium® UV technologies offer an advanced solution for eliminating this threat in post-production environments that is quick and easy to install.

In addition to 20+ years of real-world success, a scientific study published in the *Journal of Food Protection* confirms the efficacy of PHI technology. The study demonstrated a significant reduction of *Listeria monocytogenes* on surfaces treated with PHI, validating the technology as a viable solution for food processing facilities. The research, available on PubMed, supports RGF's claim that its PHI system continuously inactivates *Listeria*, preventing the formation of biofilm, a protective layer that allows pathogens to thrive and evade traditional chemical sanitizers.

“Food processing facilities are particularly vulnerable to *Listeria* contamination during the post-production phase, where environmental factors can introduce the pathogen before products are packaged,” said Dr. James Marsden, Executive Director of Science and Technology at RGF®. “Our PHI technology addresses this critical issue by actively controlling the contamination in HVAC systems and production environments, where traditional sanitation methods are often inadequate.”

Proven Technology for a Critical Issue

Listeria can remain a post-production environmental challenge, capable of contaminating food processing equipment and HVAC systems. RGF's REME® ATS Air Treatment Systems with PHI oxidation technology targets this issue by addressing contamination in these hard-to-reach areas. For contamination within HVAC systems, RGF's Lucidium CUV® solution effectively controls *Listeria* at its source, safeguarding the air quality in food processing plants.

The USDA strictly regulates *Listeria*, requiring zero tolerance in food processing environments.

RGF's technologies provide a compliant solution for food processors looking to adhere to USDA's stringent *Listeria* guidelines, which are outlined in the agency's official guidance document USDA *Listeria* Guidance. By continuously targeting environmental contamination, RGF's technologies are

helping food processing facilities maintain the highest safety standards.

Ideal for Diverse Applications

RGF's PHI oxidation and Lucidium® UV systems are an ideal solution for food processing facilities across various industries, including frozen foods, dairy processing, and other sensitive production environments. In addition to eliminating *Listeria*, the technology also addresses other airborne and surface pathogens, offering a comprehensive sanitation solution that improves plant hygiene and product safety.

For more information about RGF's PHI oxidation and UV technology, and how it can benefit food processing plants, please contact: Christopher Portalatin at cportalatin@rgf.com.

Saini JK, Marsden JL, Getty KJ, Fung DY. Advanced oxidation technology with photohydroionization as a surface treatment for controlling Listeria monocytogenes on stainless steel surfaces and ready-to-eat cheese and turkey. Foodborne Pathog Dis. 2014 Apr;11(4):295-300. doi: 10.1089/fpd.2013.1512. Epub 2014 Jan 20. PMID: 24444302.



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2025 ASHRAE Winter Conference Technical Program To Feature AI, IoT, Climate Technology and More

ATLANTA (October 7, 2024) – The technical program is now available for the 2025 ASHRAE Winter Conference taking place February 8-12, 2025, in Orlando, Florida. The full conference schedule is available online and in the ASHRAE 365 app.

The event's more than 100 technical sessions will showcase on eight conference tracks will offer emerging approaches to building design, construction and operation.

“Our upcoming Winter Conference’s technical program will explore strategies and best practices for leveraging emerging technologies to address critical challenges in the built environment,” said 2024-25 ASHRAE President M. Dennis Knight, P.E., BEMP, Fellow Life Member ASHRAE. “With a record number of conference papers submitted, there’s clear interest from scholars and experts eager to share their insights. This means attendees will benefit even more from the technical sessions and will gain valuable expertise in on trending topics such as integrating artificial intelligence, advanced building controls and decarbonization efforts, while continuing to build on core HVAC&R fundamentals and equipment research.”

The technical tracks are as follows:

- Fundamentals and Applications
- HVAC&R Systems and Equipment
- Refrigeration and Refrigerants
- Energy Storage and Grid Resiliency
- Pathways to Building Decarbonization
- Artificial Intelligence, Building Automation and Controls
- Industrialized Construction: Opportunities and Challenges
- Ventilation and Indoor Environmental Quality
- Future-Proofing the Built Environment

Notable sessions include:

- Cutting Edge Japanese HVAC&R Systems and Equipment: SHASE Annual Award Winners
- Low and Ultra-Low GWP Refrigerants and Equipment to Comply with Current and Future Decarbonization Efforts
- Decarbonizing at Scale: Strategies for a Sustainable Energy Future
- ASHRAE IAQ Mythbusters: De-

bunking Misconceptions about ASHRAE Policy and Standards with Expert Insights

- Long Term Outlooks for the Built Environment

The ASHRAE Learning Institute will offer 20 courses during the Winter Conference and at AHR Expo, held February 10-12, 2025 at the Orange County Convention Center. All courses are approved for continuing education credits toward maintaining P.E. licensure.

Two new courses are being offered:

- Solar Energy Systems: Design, Applications, and Real-World Best Strategies
- Ultra-Low Energy Buildings and Microgrids: Tools for Resilience and Decarbonization

Several courses provide exam task content for ASHRAE Certifications.

For full technical program, registration and additional for the 2025 ASHRAE Annual Conference, visit ashrae.org/2025Winter.

Founded in 1894, ASHRAE is an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.

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



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RGF® Environmental Group Successfully Completes ISO 9001-2015 Surveillance Audit



RGF Environmental Group is pleased to announce that they have successfully completed the ISO 9001:2015 Surveillance Audit! A special thank you goes out to Nick Ortman and his QC Team for outstanding leadership in guiding them through the preparation and audit process.

RGF received the formal report this week and they just couldn't wait to share the perfect NO FINDINGS results (Major/Minor/OFI). Adding a cherry on top is a "Positive Aspect" reported - exceptional work environment, employee engagement and employee retention rates. What could be a better way to celebrate than with a Hawaiian Shirt Pizza Party?! Mahalo!

RGF® manufactures over 500 environmen-



tal products and has a 39+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals.

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

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

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



Ritchie Engineering Company Announces Promotion Of Matt Ingold To National Sales Manager



Matt Ingold

BLOOMINGTON, MN (October 3, 2024) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, announces the promotion of Matt Ingold to National Sales Manager.

Matt Ingold joined Ritchie Engineering Company in 2018 as the

Regional Sales Manager for the Eastern Region. By leveraging his creativity, sales skills and effective sales management, the Eastern Region has experienced continued growth. In his new role, Matt will continue to manage the Eastern region along with the addition of several national accounts and buying groups. "We look forward to continued growth in the HVAC/R industry with Matt as his career takes the next step," said Gary Lampasona, Vice President Sales & Marketing.

The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to the 1940's when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1949. Since then, the company has been engineering, manufacturing, and continuously improving the YELLOW JACKET® hose while adding new products to its portfolio. Today, YELLOW JACKET® products are sold worldwide through a network of authorized HVAC&R and automotive wholesalers. For more information, please call (952) 943-1333 or visit our website at www.yellowjacket.com.



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Learn About Two Ways to Prevent Freezing in 90%+ Furnace Condensate Lines



Bryan Orr

If we're draining our 90% furnaces (or any condensing heating system) outside the structure in a similar fashion as we would a standard AC condensate drain, we may run into an issue with freezing inside the condensate line. This issue is especially common during extended periods of below-freezing temperatures. When that condensate line freezes up, the resulting buildup of pressure inside the condensate line shuts our furnace down.

During a service call, the best thing we can do for the customer is to thaw that line, allow the condensate to drain, and get the furnace up and running to provide heat. However, that line will freeze again, and we will continue to have the same problem: shutting the furnace down. There is no simple, easy, or cheap fix to prevent this from recurring over and over.

Long-Term Solutions

Customers get frustrated when they have a recurring problem that the service technician can't fix with the tools they have. The best solution would be to run the drain to an interior drain where it won't experience freezing temperatures. However, depending on home construction, this is not always viable or could be cost-prohibitive. If draining into an interior drain, be sure to follow code according to the authority having jurisdiction.

To determine a suitable long-term repair for the freezing condensate lines, we must first address why the condensate line continues to freeze. There are two issues that contribute to the freezing of the condensate line: the slope of our condensate line as it exits the structure and the interior volume of our 3/4" inch condensate line.

Condensate Line Slope

Typically, the condensate line will exit the structure at a near-horizontal level, maintaining

that 1/8" to 1/4" of fall to the outside. This configuration provides a very slow-moving condensate as it transitions from inside the structure to outside the structure inside that condensate line. That slow movement gives the water more time to freeze inside the condensate line.

The recommendation for this would be to exit the structure at a 45° downward angle, which will dramatically speed up the velocity at which the condensate is moving as it penetrates the structure, reducing the time it has to freeze inside the condensate line. This is in no way an easy fix, but it will result in a much more effective long-term solution.

Interior Volume of the 3/4" PVC

The 3/4" PVC pipe is on the smaller side, and we don't have a lot of interior volume to work with. Small amounts of ice can quickly turn into a cascading problem. As we prepare to transition through the structure to the outside, it would be recommended that we upsize our 3/4" PVC pipe to 1 1/2" PVC pipe. This doubling of the PVC pipe greatly increases the interior volume and reduces the impact that any freezing condensate will have on the PVC pipe.

Again, the increased complexity of altering the exit angle to 45° and increasing the diameter of the pipe from 3/4" to 1 1/2" inches does come with a significant monetary cost; however, it does provide us with a long-term solution to a recurring issue.

Sharing a Drain Line with the Evaporator Coil

Another concern with furnace condensate lines is what happens when they share a drain line with an evaporator coil. In a typical installation, our evaporator coil will be above the heat exchanger. If we have any blockages in the condensate line beyond the connection point where the furnace and evaporator coil drain lines connect, the water coming out of the evaporator coil will back up into the heat exchanger, as it is the lowest point on that drain. We likely will not see any indications of this backup as water in the heat exchanger is not likely to impact or interfere with the operation of the air conditioning

unit or trigger any of the furnace fail-safes.

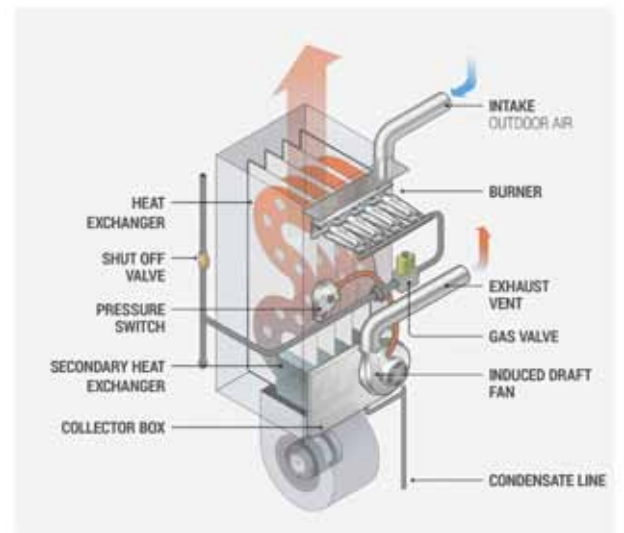
However, prolonged exposure to that kind of moisture can very quickly rust and destroy our heat exchanger. While it is already a customary practice to install condensate line safety switches with the evaporator coil, it is not customary to ensure that there is a condensate line safety switch beyond the connection of our furnace drain line.

To prevent a condition where we could have backup into our furnace heat exchanger, it would be best practice to ensure that we have an inline condensate switch downstream from the connection where the furnace and the evaporator coil drain lines connect. This solution ensures that the unit will shut down before the water has a chance to reach the heat exchanger if there is a blockage to our drain line downstream if there is a backup.

Long-term solutions are best implemented during the installation of a new unit or during the replacement of a unit to ward off future issues. Communication between the service and installation sides is critical to identifying these issues and implementing solutions to prevent them in the future.

—Adam Blunkall

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Decon7 Adds Southeastern Regional Sales Manager To Growing Team



Doug Gulley

COPPELL, TX – Oct. 15, 2024 – Decon7 Systems, manufacturer of a powerful cleaning and disinfection program for HVAC equipment, has added Doug Gulley as Southeastern Regional Sales Manager. Gulley brings more than 20 years of product sales experience in the HVAC, pump and irrigation markets.

“We at Decon7 are thrilled to welcome Doug to our team,” said Patrick Fagerquist, Senior VP of Sales - HVAC and Facilities. “Doug is a seasoned sales professional with deep knowledge of HVAC and he will be a valuable resource for our team and our customers. We are excited to begin this partnership and to continue to bring our indoor air quality (IAQ) solutions to the market.”

Decon7 has expanded their operations and product lines since entering the HVAC and plumbing industries in 2022. Their EPA-registered product, D7, is a disinfectant, sanitizer, deodorizer and powerful cleaner that kills up to 99.9999% of harmful pathogens, including mold, bacteria, viruses and mildew. It also eliminates allergens and odors, making it a key tool for improving IAQ.

When applied to HVAC systems, D7 works on coils, blower motor cabinets and drain pans, targeting pathogens at the source. It can also be foamed into HVAC and plumbing drains to eliminate pathogens such as mold and mildew, as well as fogged into ducts (except in California) for deodorizing purposes.

A complete guide to Decon7 products and services is available at Decon7.com.

Service Experts and Make-A-Wish® Maine Grant Little Westbrook Star the “She Shed” She’s Always Wanted



PORTLAND, MAINE (October 2024) – Family and friends joined Make-A-Wish® Maine and Pine State Service Experts to surprise seven-year-old Stella Axelsen of Westbrook at the reveal of her

very own rockstar-themed “She Shed” in her backyard. A huge fan of Taylor Swift and Jojo Siwa, Stella has a respiratory disorder and has wished for her own private getaway, a wish that was granted courtesy of Service Experts.

The Pine State Service Experts team put the finishing touches on the She Shed the day of the big reveal, after which a group that included Make-A-Wish Maine, Service Experts, and 50 of Stella’s family and friends lined the driveway to celebrate Stella’s arrival home to see her shed for the first time. Stella and her friends will get to rock out in her private getaway, which is complete with a karaoke machine, friendship bracelet supplies, and more.

“As a company, we have always been committed to delivering total home comfort to our local communities,” said Dave Moody, Chief Marketing Officer of Service Experts. “Our seven-year partnership with Make-A-Wish has given us the chance to bring that comfort to more than just our customers as we’ve given families like Stella’s the hope and healing a granted wish can bring.”

Johnson Controls Launches PENN System 550, First-Of-Its-Kind Modular Electronic Control Solution for Commercial Refrigeration and HVAC Control Systems

MILWAUKEE, Oct. 8, 2024 — Today, Johnson Controls, the global leader for smart, healthy and sustainable buildings, announced the launch of the new PENN® System 550, a modular electronic control solution that provides temperature, humidity and/or pressure control.

The user-friendly and intuitive System 550 is the first of its kind to include A2L refrigerant leak sensing and mitigation functionality and optional two-way cloud connectivity, providing a solution for HVAC contractors and building managers for low global warming potential (GWP) A2L refrigerant regulations ahead of January 1, 2025 when some take effect.

“The revolutionary System 550 was engineered to meet and exceed the evolving needs of the HVAC-R industry,” said Keith Gifford, Global Product Manager, Johnson Controls. “Transitioning to low-GWP refrigerants can be challenging but System 550 is a plug-and-play solution that enables equipment manufacturers to control space temperature, humidity and/or system pressures while complying with the latest A2L refrigerant leak detection and mitigation regulations.”

PENN A2L refrigerant sensors have the fastest response time on the market and feature speed of sound technology to quickly sense refrigerant leaks and ensure the safety of occupants while minimizing system downtime and product loss. Authorized users can easily monitor HVAC-R system performance and review and change System 550 menu settings by subscribing to the Controls System Cloud.

When a refrigerant leak is detected, the technician is notified of exactly which A2L refrigerant sensor detected the leak through Modbus communications, further simplifying and expediting maintenance and repairs. System 550 is designed so that in the future, sensors for detecting A3 refrigerant leaks (e.g., R290, Propane) can be used, preparing for the future as low-GWP refrigerant regulations continue to evolve.

The modular electronic control system allows up

to six A2L sensors to be connected to a C550CCN control module, and up to 10 relay and/or analog outputs can be added through plug-in expansion modules without the need for field wiring, allowing for versatility and customization. System 550 supports hundreds of applications with the most popular being heating and/or cooling control, staged boiler or chiller control, boiler and chiller loop water temperature reset control, modulated and staged temperature damper actuator control, humidification and dehumidification control and combination temperature and humidity control.

System 550 control modules feature a full-character display and rotary encoder dial to simplify menu navigation and allow for customized sensor and output naming. The rotary dial also features a quick-access feature that allows service technicians to easily change set-points. Two methods are available for HVAC-R equipment manufacturers to upload and/or save C550 configuration files, simplifying control set-up and commissioning.

With Controls System Cloud, authorized users can easily monitor system performance and receive SMS text and email alerts through cloud-based connectivity. This is especially important for A2L HVAC-R systems where service technicians want to know in real-time if there is a refrigerant leak or A2L sensor failure. Controls System Cloud can be configured to display all System 550 devices by location or enterprise, allowing users to quickly determine if equipment is operating correctly. Service companies can utilize data available through the cloud to determine if a technician needs to be dispatched to diagnose and service equipment.

System 550 is backed by the PENN three-year warranty and is supported by Johnson Controls expansive network of United States, Canada and Mexico-based authorized wholesalers that provide technical support and local access to replacement controls and accessories. To learn more, visit: <https://www.penncontrols.com/>.

Aspen Manufacturing Founder Passes

Humble, Texas, October 1, 2024— It is with profound sorrow that Aspen Manufacturing announces the passing of its esteemed founder, James ‘Jim’ Piccione. His visionary leadership, unwavering passion, and relentless dedication were the driving forces behind the company’s growth and the delivery of exceptional customer satisfaction.

Jim was a devoted family man, decorated veteran, and visionary entrepreneur who passed away peacefully at 92. Born in Jamaica, New York, Jim served with distinction in the U.S. Marine Corps during the Korean War, earning both the Purple Heart and Bronze Star for his bravery.

Jim’s passion for life extended beyond business—he was an avid fisherman, tennis player, skier, and golfer, finding joy in sharing these activities with family and friends.

His spirit will live on in the hearts of his children, grandchildren, great-grandchildren, nieces, nephews, fellow parishioners, and all who had the pleasure of knowing him. His legacy lives on through his son, David, now Chairman of the Board, and his grandsons, Trevor and Coltan, who serve as Regional Sales Managers for Aspen.



James ‘Jim’ Piccione

In 1975, Jim founded Aspen Manufacturing, which continues to flourish today as a testament to his leadership, innovation, and dedication. Today, Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and commercial heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada,

Founded in 1975 and based in Humble, Texas, Aspen Manufacturing is a leading independent manufacturer of evaporator coils and air handlers under the Aspen and Airmark brands.

Aspen’s current product offerings include a broad range of residential and light commercial evaporator coils, coils and blowers for manufactured homes, and air handlers sold throughout the United States and Canada by wholesalers and distributors.

Aspen utilizes state-of-the-art fabrication and assembly equipment and stringent quality inspections to maintain the highest possible quality in all its products.

More information about Aspen’s brands can be found at www.aspenmfg.com and www.airmark-ac.com.



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Mario van den Elzen
ph: 772-879-7755

Winsupply of Tampa Bay
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Tampa, FL 33771
John German
ph: 813-889-0191

Jacksonville Winlectric HVAC Divison
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Jacksonville, FL 32204
Cody Smith
ph: 904-350-1468

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Port Charlotte, FL 33953
Nick Goodarzi
ph: 941-883-2145

Tallahassee Winair
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Tallahassee, FL 32304
Richard Harsany
ph: 850-575-3755

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

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 975,841 units in August 2024, changed +11.2 percent compared to 877,200 units shipped in August 2023. U.S. shipments of air conditioners changed +5.6 percent, to 571,153 units, compared to 541,108 units shipped in August 2023. U.S. shipments of air-source heat pumps changed +20.4 percent, to 404,688 units, compared to 336,092 shipped in August 2023. during the same period in 2023.

Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +4.1 percent, to 6,735,792, compared to 6,469,355 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +3.2 percent, to 3,903,730 units, compared to 3,783,265 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed +5.4 percent, to 2,832,062, compared to 2,686,090 units shipped during the same period in 2023.

NAVAC Empowers Tradespeople Nationwide at ServiceTitan HVAC National Championship

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, hoses, recovery units and industry-specific items, was an official sponsor of the ServiceTitan HVAC National Championship. This premier national competition, part of the ninth annual ServiceTitan Elite Trades Championship Series (ETCS) owned and operated by Intersport, showcases the talent and dedication of skilled tradespeople across the country. Through its sponsorship, NAVAC aimed to support and celebrate the achievements of highly skilled HVAC technicians and other essential trades professionals, fostering recognition and growth within these vital industries.

The third annual ServiceTitan HVAC National Championship brought together top HVAC professionals and apprentices from across the United

States to compete in a series of challenging and skill-testing events. The competition culminated in a week of championship competitions in West Palm Beach, Florida, where finalists vied for a national title and more than \$250,000 in prizes. Beyond highlighting the depth of expertise within the trades, the events also promoted workforce development by inspiring the next generation of tradespeople to pursue careers in these essential fields. The series will air on CBS Sports Network on Friday, December 13th at 7PM ET.

As part of its sponsorship, NAVAC provided its state-of-the-art tools for use, empowering competitors to work more efficiently. In this year's championship, NAVAC's NP7DP2 vacuum pump and other A2L compatible products were used in the final round. Additionally, NAVAC Director of Customer Experience Andrew Greaves assisted in the final judging and was responsible for checking the vacuum status of the installed new systems. "NAVAC was thrilled to support the ServiceTitan HVAC National Championship as we firmly believe in the power of tradespeople and the vital contributions they make to our society," said Greaves. "Our sponsorship directly reflects our commitment to supporting their growth, innovation, and recognition within the industry."

"Our partnership with NAVAC underscores the shared commitment to elevating the skilled trades and providing a platform for HVAC professionals and apprentices to showcase their expertise," said ETCS General Manager, Scott Mendel. "NAVAC's support and cutting-edge tools strengthen our competition and highlight the importance of empowering tradespeople with innovative tools and resources to ensure the continued growth of these essential industries."

For more information about the ServiceTitan HVAC National Championship and the ServiceTitan Elite Trade Championship Series, visit elitetrades.global.

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

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Tropic Supply Hosts Uniweld Aluminum Coil Repair Training

In October, Tropic Supply hosted several Aluminum Coil Repair Training classes across Florida. These sessions were designed to enhance aluminum coil repair skills through hands-on training with various flame tools, emphasizing safe and effective usage.

Attendees learned about the differences and practical applications of several flame tools, including oxy-acetylene, air-acetylene, and MAP torches. They also covered proper handling techniques and safety proto-

cols essential for flame tool operations, along with specific methods for aluminum coil repairs.

The training was led by two experienced instructors:

Gil Ledoux has 31 years of industry experience and has represented Uniweld for 28 years. He has collaborated with distributors, contractors, and schools throughout the Southeast United States and has conducted training sessions for NATE, RSES, ACCA, and regional techni-

cal schools.

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

For more info on upcoming training classes and events, visit our website at www.tropicsupply.com/eventscalendar.



Tropic Supply North Miami had a full house in attendance for the Uniweld Aluminum Coil Repair Training.



Gil Ledoux of PED Associates demonstrates how to repair an aluminum coil leak that is within the fin section.



Sal Hamidi of PED Associates emphasized the importance of hands-on training, allowing technicians to experience brazing with aluminum firsthand.



Gil Ledoux of PED Associates elaborated on proper regulator pressure settings to obtain a proper flame temperature.



A whole segment of the training focused on safety, including proper storage, handling, and maintenance of equipment.



Gil Ledoux of PED Associates conducting Aluminum Coil Repair Training at Tropic Supply Jacksonville.



Gil Ledoux of PED Associates discussed Uniweld's large variety of welding tips available and their differences.



As aluminum coils are used more frequently in the market, technicians will need to learn how to handle repairs on these coils effectively.



Everyone who attended the training successfully repaired a leak in an aluminum coil using the appropriate torch and alloy.

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Performance Pointers

By James Ball



Take Care of Your Mobile Office

As the owner of a service business, are you proud of the way your vans look? Do they represent your business as a quality, professional organization? If not, do you have a policy that outlines your expectations for a clean, organized service van?

For HVAC technicians, the service van is more than just transportation — it's a mobile office, tool shed, and supply closet, all in one. Maintaining a clean and organized van is crucial not only for productivity but also for safety and professionalism. In the competitive world of HVAC services, the state of your van can make a lasting impression on clients while also improving your daily workflow.

In this article, we'll explore reasons why keeping your service van clean is essential and provide tips on how to maintain it efficiently.

First Impressions Matter

Professional Image -- Some estimate your service van makes 30,000 to 70,000 impressions a day. Your service van is often the first thing a customer

sees when you arrive at their home or business. Just as you'd take care of your appearance, your van's condition should reflect professionalism and attention to detail. A clean, well-maintained van shows you take pride in your work, are organized, and will handle their HVAC needs with the same level of care.

Customer Perception -- Customers might not say it directly, but they notice the cleanliness of your van. A cluttered, disorganized vehicle leads to doubts about the quality of service, while a clean, organized van builds trust. In a competitive industry, small details like this can set you apart from other companies. A spotless service van gives off the impression that you're prepared, efficient, and trustworthy.

Efficiency and Productivity

Quick Access to Tools and Parts -- There's nothing more frustrating than fumbling through a mess of tools and parts when you're in a rush to complete a job. Having a system in place where every tool and part has a designated spot not only speeds up the process

but also reduces stress.

When everything is in its place, you can focus on the job at hand rather than wasting valuable time searching for what you need.

Prevent Delays -- A clean van can also prevent job delays. Imagine pulling up to a job site only to realize you can't find the part or tool you need. This can result in wasted time or unnecessary trips to the supplier. Staying organized ensures you're always prepared for the unexpected, whether it's a small part or a piece of specialized equipment.

Safety First

Minimize Hazards -- Working as an HVAC technician involves moving in and out of your van frequently. A cluttered van can become a hazard, leading to potential accidents like tripping over loose tools or stepping on equipment. Keeping the floor space clear and organized will reduce these risks and ensure you can work safely and efficiently.

Secure Items Properly -- Beyond just being clean, a safe van is one where all tools and equipment are securely stored. Items that aren't properly tied down or stored can become dangerous projectiles if you need to stop suddenly. A quick brake can send loose equipment flying, potentially causing damage or injury. Heavy or sharp tools should always be properly stored to avoid accidents while driving.

Longevity of Tools and Equipment

Proper Storage -- HVAC tools and parts aren't cheap. When you keep them stored properly in your van, you reduce the risk of them being damaged during transit. Throwing tools into a pile at the end of the day increases the chance of wear and tear. Items like gauges, digital meters, torches, vacuum pumps, and refrigerant tanks require special care. Store them securely ensure they remain in good working condition for years to come.

Reduced Costs -- Maintaining an organized van can lead to significant cost savings over time. Lost or damaged tools can be expensive to replace. When you implement proper storage techniques and keep your tools in good condition, you'll avoid unnecessary expenses. Plus, when you know where everything is, you're less likely to lose tools and materials, saving both money and frustration.

Daily Cleaning Routine

End-of-Day Clean-Up -- At the end of each workday, take a few minutes to clean up the inside of your van. Toss out any trash and put away tools you've used during the day. A quick five-minute clean-up can save you time the next morning when you're rushing to your first appointment. By establishing a daily habit, you'll always start the day organized and ready to go.

Restock Essentials -- HVAC work often requires certain tools and parts repeatedly—such as refrigerant, fittings, or filters. Restock these items at the end of the day to ensure you're always prepared for the next service call. This can prevent a last-minute dash to the supply house and keep your workflow smooth.

Maintain a System

Tool Organization -- Establish a system for tool organization that works for you. Whether it's labeled bins, shelves, cases, or racks, have a place for each tool to keep things tidy. For instance, grouping tools by type—like electrical tools in one bin and plumbing tools in another—can make it easier to find what you need when you need it.

Using drawer systems or hanging racks for larger tools also helps maximize space. Create an identical 'layout map' for the location of tools and parts in all vans. This layout map identifies the storage location for each tool. When a supervisor looks in the van, they should quickly be able to see if any tools are missing. Also, your technicians will inevitably need to swap vans. If all the tools are stored in the same location the technician can quickly move them to the new van and store them efficiently.

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LG Wins 2025 AHR Innovation Award



ALPHARETTA, Ga., Oct. 24, 2024 — LG Electronics, a leading global player in air conditioning technologies, has been awarded the 2025 AHR Innovation Award in the Sustainable Solutions category for its advanced LG Residential Cold Climate Heat Pump. LG was chosen by an independent panel of ASHRAE member judges, who assessed entries based on their innovative design, creativity, application, value, and market impact potential.

The LG Residential Cold Climate Heat Pump, which will be featured at booth #6643 at AHR Expo 2025 in Orlando next February, offers opportunities to reduce energy consumption and carbon emissions while improving inhabitants' comfort.

Designed specifically for cold regions, it retains full heating capacity at -13°F (-25°C) and functions at 70 percent capacity even at -31°F (-35°C). The heat pump incorporates a refrigerant cycle to prevent frost accumulation on the outdoor heat exchanger,

enhancing its heating performance. It uses a high-capacity, high-efficiency twin rotary inverter compressor with low Global Warming Potential (GWP) R32 (GWP 675) refrigerant, available with HSPF2 13.4 Btu/Wh and 13.6 kBtu/h.

"The recognition from ASHRAE and AHR reflects LG's ongoing dedication to technological innovation and electrification in the HVAC industry," said Steve Scarbrough, Senior Vice President and General Manager for LG Air Conditioning Technologies USA. "The Residential Cold Climate Heat Pump represents a reliable and efficient choice when faced with the difficulties posed by cold weather conditions. Our focus remains on creating more environmentally responsible solutions that align with consumer needs."

LG's comprehensive suite of heating and cooling solutions, catering to commercial, light-commercial, and residential applications, continues to receive industry recognition. This is largely due to LG's consistent efforts in expanding its HVAC solution offerings, with a focus on innovation decarbonization and advancing electrification.

LG prioritizes heat pump advancement as a key component of the US's climate improvement efforts. Several states have committed to improving decarbonization, setting a goal for heat pumps to constitute at least 65 percent of all new HVAC and hot water heating systems by the end of the decade.

LG's commitment to these broader goals is fur-

ther demonstrated by LG's leadership in the Consortium for Advanced Heat Pump Research, founded in collaboration with the University of Alaska to establish an Advanced Cold Climate Heat Pump Laboratory in Alaska. Its goal is to drive HVAC innovation through specialized R&D and confront the complex issue of enhancing heat pump performance in regions subjected to severe cold, where low temperatures can result in reduced refrigerant circulation.

Understanding the necessity to develop and validate products under cold conditions, LG's technology incorporated into the award-winning Residential Cold Climate Heat Pump is a testament to these ongoing research and development efforts, according to Scarbrough. "By minimizing reliance on fossil fuel-driven heating systems and reducing the need for supplementary back-up heating, the heat pump can contribute to more environmentally friendly solutions that support the larger decarbonization and electrification movements," he said.

"To be recognized as an award winner is a true honor within our industry," said AHR Expo Show Manager, Mark Stevens. "We are thrilled to highlight the dedication of manufacturers and team members as they work to create real solutions. The Innovation Awards aim to highlight companies, professionals and their innovation trajectory and to celebrate those that are pushing the bar."

For more information about LG's air conditioning business, visit www.lghvac.com.

Malco's 7-in-1 C-RHEX® Flip Bit Earns Pro Tool Innovation Award



ANNANDALE, MINN. (Oct. 2, 2024) — Malco Tools announced that its new 7-in-1 C-RHEX® Flip Bit has earned a 2024 Pro Tool Innovation Award (PTIA) in the "Specialty Driver Bits" category.

Driver Bits" category.

Now in its 12th year, the Pro Tool Innovation Awards evaluate hundreds of cutting-edge tools from across a wide variety of industries and manufacturers. This year, over 100 different manufacturers and brands submitted nearly 400 products in dozens of categories for a chance to take home a 2024 Pro Tool Innovation Award.

The awarded products were evaluated by a distinguished panel of judges, including contractors, construction business owners, tradespeople and media professionals. Winners stood out for their innovative features, superior power delivery, revolutionary ergonomics, technological advancements, improvements in jobsite safety or exceptional value.

Malco's 7-in-1 C-RHEX® Flip Bit Series, which come in three integrated driver head options -- #2 Phillips (MTP2), #2 Robertson (MTS2) and T25 Star (MTT25), was recognized for its combination of quality and performance. Each model comes with six easy-to-clean C-RHEX® reversible and stackable hex driver sizes (1/4" & 5/16", 11/32" & 3/8", 7/16" & 1/2") that stay tight on the shaft during work and while moving around the job site. The driver heads are impact-rated and compatible with any driver.

"It's an honor to earn the Pro Tool Innovation Award for our new 7-in-1 C-RHEX® Flip Bit," said Rebecca Talbot, vice president of marketing at Malco. "We designed this tool with precision and durability in mind, making Malco the top choice for superior quality and fastening performance on the job site."

"This marks our 12th year of hosting the PTIA Awards," said PTIA executive director Clint DeBoer. "Every Pro Tool Innovation Award celebrates a product developed by passionate people who, like us, believe the standard we're used to is no longer good enough."

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



Ladies in the 80's Event

Lady Titans, Women in Plumbing and Piping, Women in HVACR

Amazing night at the 80s Ladies in the Trades party! It's always such a treat to spend time with these incredible women. Feeling inspired and grateful to be part of such a strong community! Three dynamic women's groups came together to show how joining each other empowers more when across all verticals of the trades. The event took place alongside the Pantheon Conference, allowing the women in the trades a fun evening full of networking.





Service World Expo 2024 at the Coronado Resort in Orlando October 15-27, 2024

Hurricane Helene did not hamper Service World Expo which was held on October 15th-17th, 2024, at the Coronado Springs Resort in Orlando, FL. It was three unforgettable days, one amazing event!

Service World Expo is the largest premier contractor event in the nation, and the #1 event for HVAC, Plumbing, Electrical, Smart Home, Remodeling and General Business Contractors. It's where growth-minded leaders like you, are pushing the industry forward, and where you'll discover a busi-

ness-enhancing combination of fresh thinking, innovative products, proven business strategies, and invaluable connections. Attendees discovered the industry's latest trends, hottest tips, and newest ideas, in hand-picked.

Service World Expo provided proven strategies for growth, by applying the highly inspiring lessons that were presented from this year's breakout sessions and keynote speakers. Daymond John of Shark Tank was one of the keynote speakers.

The exhibit hall was packed with hundreds of industry partners pitching virtually endless ways to optimize operations and improve your business.

The social activities were non-stop starting with the Opening Party at Coronado Springs, Happy Hour at the Expo Hall, and an evening party at Pandora - Disney's Animal Kingdom. What a great conference! Get ready, the next Service World Expo will be at Ceasers Forum in Las Vegas from October 27-30, 2025.



One of the breakout session topics was "Stop Selling Start Helping" by Andy Hobaica who said "people buy from people they like and trust"



Clifton Beck of Esco Group with Brian Orr of Kalos Service and HVAC School, and Eugene Silberstein of Esco Group



This lessons learned contractor panel discussion was facilitated by David Dennis, Steve Miles, and Scott Krahling



The Rheem Team: Travis Moore, Deshandra Henderson, John Grindle, Tom McConahay, and Brian Detrich



Jayson Espinal, Lynnette Alvarez, Jose Ramos, Jesús Quiles, and Alejandro Billoch of Oldach



Jim Hinshaw and Michael Rudowitz of Service Nation



Scott Russell of Ultravation, Dustin and Jen Vetter of Fast Air, Reno Angle of Ultravation



Keynote speaker, Matt Michel, talked about building your best business, taking your best exit, living your best life, and leaving your best legacy!



Meg Gresham of Ferguson with Hall of Fame recipient Steve and Charlotte Howard of ACT Group



Romulo Laureano, Chris Portaletin, and Chris Novak of RGF Environmental Group



Shannon Plamondon of Atlas Accounting, Amy O'Grady of Women In HVACR, and Shannon Hunter of Hot Springs Air Conditioning



Bruce Pilbeam of Winsupply, Al Mickiewicz of Compressor Solutions Group, and Alyssa Hildreth of Winsupply



Ben Middleton, Brittany Goodridge, and Jeff Bledsoe of Daikin Comfort Technology



Stephanie Callahan of Lightspeed Electric with Ken Lyons and Tom Sullivan of Rectorseal



Fidel Martinez, Jim Fultz, and Chuck Hernandez of Copeland



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- Cereal
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- Ketchup/Mustard
- Pancake Mix
- Canned Meat
- Cooking Oil

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*Minimum of one winner per Tropic Supply Resource Center

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- One Milwaukee power drill courtesy of Allied
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- Two 14K BTU Portable A/C units courtesy of Cooper & Hunter
- One CPS VP6D vacuum pump courtesy of CPS
- Three UV germicidal light sticks courtesy of Dust Free
- Two jugs of Honeywell R454-B freon courtesy of Honeywell
- One Tradesman Pro Tool Master backpack courtesy of Klein Tools
- One \$250 e-Tango gift card courtesy of MA-LINE
- Two \$100 Tropic Supply gift cards courtesy of Nu-Calgon
- One Polyken-branded Thule backpack courtesy of POLYKEN
- One Milwaukee PACKOUT toolbox, tool bag, and storage system courtesy of Precision Aluminum
- One REME HALO and one REME HALO LED courtesy of RGF
- Two \$100 Tropic Supply gift cards courtesy of Russell
- Three GLO Seal EZ-Ject Complete Fluorescent leak detection kits courtesy of Spectrolin
- Two \$100 Tropic Supply gift cards courtesy of Ruud
- Two Sporlan-branded backpacks courtesy of Sporlan
- One \$200 Visa gift card courtesy of Target Sales
- One refrigerant cylinder tank rack courtesy of The Metal Shop
- One Sensi smart Wi-Fi thermostat pro and two Sensi room sensors courtesy of White-Rodgers
- One alloy ratchet tube bender kit courtesy of Yellow Jacket
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Women in HVACR Hosts their 21st Annual Convention in Dallas

Women in HVACR (WHVACR), a nonprofit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, hosted their 21st Annual Convention at the Dallas Renaissance Hotel in Dallas, on Oct. 21-23.

The conference had record attendance with almost 600 attendees, and could have fit more in if they could, but maxed out the capacity of the venue. That excitement and enthusiasm to be in attendance brought the event to life. The conference was entitled "Lone Star Leadership - Rising Above the Crowd."

There were many surprises that took place during the conference, such as the Synchrony partnership, and the announcement of the 2025 President, Kristin Gallup. The conference also featured great keynote speakers like Amanda Brinkman, of the Emmy-nominated TV show, "Small Business Revolution," and Maureen Zappala, former NASA propulsion engineer and founder of High Altitude Strategies.

In addition to two full days of educational programming, the conference also featured several optional networking events, including the Boot Scootin' Networkin' event from 1 to 3:30 p.m. on Monday, Oct. 21, and the Competition and Convo event on Wednesday, Oct. 23 from 5 to 7 p.m. There were also two evening events on Monday and Tuesday, Oct. 21-22.

One of the big announcements was the 100K donation from Synchrony, starting a great partnership that will make lasting impacts on the lives of women

in the trades. It is just the beginning of the funds that will build the 1million dollar endowment that the organization is looking to develop in the coming years.

Kristin Gallup of Carrier Enterprise, and 2025 President stated, "What a remarkable two days it has been! The energy has been infectious and over the course of this time, you've seen that 2024 has truly been a year of growth and change for us. This community is rooted in three core pillars: education, mentoring and networking. And in each of these areas, we've made strides that show how dedicated we are to our mission and your success."

"An area of focus for 2025 is driving awareness to women and men in our industry. The labor shortage in our industry is real and therefore we are looking at two opportunities to introduce the possibility of HVAC to kids early on, inspiring the next generation to join us."

"Women in HVACR exists to improve the lives of their members by providing professional avenues to connect with other women in the HVACR fields, and this conference was an extension of that commitment," Women in HVACR Executive Director Amy O'Grady said. "Whether you are just starting out in your career or have spent years working in the industry, we believe this conference will provide you with education and networking opportunities."

O'Grady said Women in HVACR got its start as a conversation during the AHR Expo in Chicago in 2002. The group held a roundtable discussion about

women in the industry at the Comfortech conference in Dallas the following year. By 2004, Women in HVACR was formed and began offering its own conferences.

"We've come full circle," O'Grady said. "From a roundtable discussion in Dallas in 2003 to our 21st annual conference in the same city, we're proud of the more than two decades we've worked to provide women in HVACR with mentorship and guidance."

Women in HVACR was organized exclusively for educational purposes to further the growth of women in all areas of the HVACR industry, including in technical, sales, management and ownership positions.

Since 2002, Women in HVACR has worked to increase the number of women in the Heating, Ventilation, Air Conditioning and Refrigerant (HVACR) industry and empower women to succeed by providing members with a variety of opportunities to network and develop a professional environment through education and mentorship. The 1,200-member nonprofit organization holds a variety of regional and national events each year and provides scholarship opportunities for women who pursue careers within the HVACR industry, including those who seek engineering and business degrees or a trade school education.

The location of the 2025 Annual Women In HVACR Conference will be held in Las Vegas. For more information about Women in HVACR, visit <https://www.womeninhvacr.org/>.



The Women In HVACR Scholarship winners were announced at the 21st Annual WHVACR Convention held in Dallas



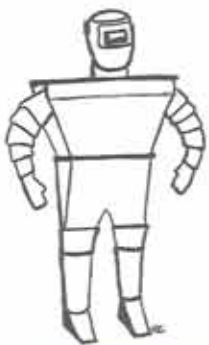
Women in HVACR celebrates the incredible \$100K donation from Synchrony for the Women in HVACR Endowment fund



Women in HVACR Directors and Board Members having a grand time at the Lone Star Leadership Rising Above the Crowd conference

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Message from FRACCA President Will Barnes



I wanted to provide a detailed update on the state's recovery efforts following Hurricane Milton, reflecting key announcements from Governor DeSantis and various state agencies. This information comes from our FRACCA Lobbyist Edward and his team at RSA

1. Major Announcements by Florida Governor DeSantis:

- \$9.5 million has been awarded to SeaPort Manatee to support infrastructure repairs due to significant damage caused by Hurricane Milton.

- \$500,000 has been allocated from the Florida Disaster Fund to support non-profit organizations that are providing free services like muck-and-gut, debris removal, tarping, and temporary home fixes for residents with damaged homes.

- \$400,000 has been designated to support Florida's first responders, who have been working tirelessly to help rescue and assist impacted residents.

- The Florida Disaster Fund has raised over \$12.2 million to aid communities recovering from disasters like Hurricane Milton and Helene. To contribute, visit www.FloridaDisasterFund.org.

2. Federal Disaster Relief:

- The Governor has secured a major disaster declaration from FEMA, which includes Individual Assistance for residents and households in 36 counties, and Public Assistance (Category B) for emergency protective measures and infrastructure repairs in 52 counties. This declaration will significantly bolster the state's recovery capabilities.

3. Statewide Power Restoration:

- As of 3 PM, approximately 51,701 Floridians are still without power. The state has successfully restored power to over 4.1 million accounts.

4. Fuel and Emergency Supplies:

- Public fuel distribution sites will be open across impacted areas, including locations in St. Petersburg, Tampa, Port Richey, Wesley Chapel, and Largo. Residents can use the code MILTONRELIEF24 for free rides to and from shelters, courtesy of the partnership with Lyft.

- Additionally, Operation Blue Roof, offered by the U.S. Army Corps of Engineers, is providing free temporary roof tarping services in over 20 counties.

5. Health and Human Services:

- Special needs shelters are operational in Manatee, Pasco, Pinellas, Polk, and Sarasota counties, providing critical care and housing for those affected.

- Boil Water Notices remain active in 24 counties, including Hillsborough, Pasco, and Pinellas, but over 30 notices have already been rescinded as water safety improves.

6. Road and Infrastructure Updates:

- The Florida Department of Transportation (FDOT) has deployed over 2,000 team members to assist with storm recovery, debris pickup, and road repairs. Over 49,000 cubic yards of debris have been cleared so far.

- Bridge inspections have been completed for more than 2,400 bridges across the state, ensuring safe passage as residents return home.

7. Support for Businesses and Small Enterprises:

- Governor DeSantis has activated the Florida Small Business Emergency Bridge Loan Program, making \$50 million available to businesses impacted by Hurricane Milton. Small business owners can apply at FloridaJobs.org/EBL. So far, over \$3.2 million has been approved for 81 businesses, helping them bridge the gap until insurance funds are received.

8. Agricultural and Environmental Impact:

- Commissioner Wilton Simpson has approved an emergency order to suspend movement restrictions for livestock fleeing the storm, while 42 generators were deployed to agricultural facilities to maintain food production.

Additional News Highlights:

- St. Pete Beach has enacted a 60-day emergency code amendment allowing storm-damaged items like air conditioners to be replaced on properties considered non-conforming, ensuring quick recovery of vital infrastructure.

- Flooding continues to affect neighborhoods in Seffner. Residents have reported lingering floodwaters, with some areas still submerged, particularly impacting homes that have been part of the community for decades. For a full list of available county resources, please visit FloridaDisaster.org/Counties.

Milwaukee Tool Opens New Manufacturing Facility in Grenada, MS

GRENADA, MS - Milwaukee Tool has, once again, expanded their presence in the United States with the opening of their newest manufacturing facility located in Grenada County, Mississippi. The new location will employ more than 800 people, marks Milwaukee's eighth location in Mississippi, and is the company's largest manufacturing facility in the United States to date.

"Our rapid growth continues to accelerate, and this new facility in Grenada plays a crucial role in maintaining our trajectory of excellence in serving our distributor and user partners," said Scott Griswold, Group President of the Professional Accessories Business Unit at Milwaukee Tool. "This success is the direct result of recruiting some of the best talent around the nation, especially in the state of Mississippi. Our strong people and our unique culture are unlike anything else in the industry."

Milwaukee Tool invested more than \$60 million into the more than 500,000-square-foot facility. Equipped with state-of-the-art technology and manufacturing capabilities, the Grenada location will initially produce Milwaukee's robust line of accessories, including their legendary SAWZALL® Blades, and will expand into additional product lines over time.

Milwaukee Tool, celebrating its 100th anniversary this year, has seen remarkable double-digit growth every year for more than a decade. With a workforce of over 10,000 in the U.S. alone, the company has expanded its footprint both domestically and globally, driven by this consistent growth. In Mississippi, Milwaukee Tool has invested more than \$250 million over the last five years and employs more than 4,000 people.

Milwaukee Tool is a global company with manufacturing, distribution, and operations presences across North America, South America, Europe, Asia, and Australia. The company has designed, engineered, and manufactured products in the United States for 100 years.

Over the last 5 years, Milwaukee® has invested \$675 million in domestic expansion projects. In addition to this new Grenada location, the company's other domestic presences include Greenwood, Olive Branch, and Jackson, MS, as well as in Brookfield, Menomonee Falls, Milwaukee, West Bend, Mukwonago, and Sun Prairie, WI, Cookeville, TN, Chicago, IL, and Greenwood, IN.



Put yourself
in the mix.



A-Gas Recovers Refrigerant in North Carolina

Bowling Green, OH – A-Gas, a world leader in responsible lifecycle refrigerant management, offered its Rapid Recovery® services in the cleanup of Western North Carolina following Hurricane Helene.

With a Rapid Recovery location in Charlotte, North Carolina, A-Gas is poised to provide the region with on-site refrigerant recoveries as needed. In the aftermath of Hurricane Helene, the Rapid Recovery Team collected refrigerant from big-box stores that experienced damage from the storm, minimizing the risk of the refrigerant causing environmental damage if released into the atmosphere.

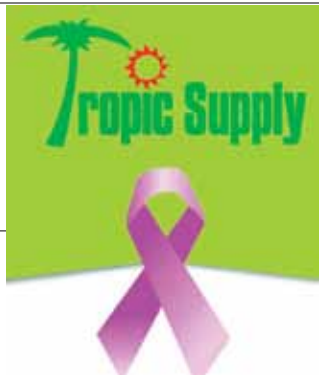
"Across Western North Carolina, our expert technicians were able to recover over 7,800 pounds of refrigerant from damaged buildings while ensuring the recoveries were compliant with regulatory standards. Based on the Global Warming Potential (GWP) of the gases recovered, over 12,000 metric tons of carbon dioxide equivalent (CO₂e) was abated, preventing it from being released to the atmosphere. This is equivalent to 2,858 cars being taken off the road for one year," said Kira Harman, Territory Account Manager for A-Gas. "We are committed to providing responsible solutions tailored to the needs of local communities and are ready to help in the course of normal operations and at times of crisis."

"My team and I are always ready to help local

businesses when they need us, day or night. We could not be prouder to help the folks in our state get back to normal while helping to reduce the negative impacts of Hurricane Helene," said Jason Cantrell, Field Service Manager for the A-Gas Rapid Recovery Charlotte location. "Refrigerant is something easily forgotten in situations like these, but there is a big risk of leaks from damaged systems. We are proud that we are continuing to support the area and here to minimize that environmental risk."

At A-Gas, the Rapid Recovery Team understands the critical nature of safe, time-efficient refrigerant recovery. The Rapid Recovery service is the foundation for lifecycle refrigerant management, as without safe refrigerant recovery, there cannot be reclamation or reuse. Rapid Recovery's EPA-certified technicians provide a turnkey solution, ensuring all aspects of compliance, safety, and documentation are handled seamlessly. With this service,

A-Gas continues to build on its mission of supporting the circular economy and promoting environmentally conscious business practices. A-Gas has supported our clients and partners on their environmental journey by supplying lower global warming gases and actively increasing the circularity of the industries we serve, building a sustainable future. For more information, please visit www.agas.com/us.



Glasfloss, Ruud and Tropic Supply In Support of Breast Cancer Awareness Month

October is a special time at Tropic Supply as we join forces with Glasfloss, RUUD, and our community to support Breast Cancer Awareness through our "Cool for a Cause" initiative. We're dedicated to making a difference and fighting back against breast cancer.

Thanks to the support of our customers, we're proud to announce that Glasfloss and Tropic Supply have made a \$6,000 donation to Susan G. Komen,

providing financial assistance, education, and support services for underserved individuals undergoing breast cancer treatment.

Our annual Breast Cancer Awareness SELFIE Contest invites Tropic Supply customers to participate by:

1. Purchasing any two cases of Glasfloss filters on a single invoice to receive a free "Cool for a Cause" t-shirt.

2. Taking a SELFIE while wearing the LIMITED-EDITION t-shirt during the installation of a

Glasfloss filter.

3. Emailing the SELFIE to marketing@tropic-supply.com.

4. Encouraging friends and family to vote for their SELFIE.

SELFIES are posted on our social media channels (Facebook, LinkedIn, and Instagram) every Friday. The contractor with the most votes wins an Igloo Seadrift 12-can cooler. Winners are announced on October 7, 14, 21, and 28, contacted by phone the same day, and receive their prizes by mail.



Tropic Supply Team laced up their sneakers and joined the 2024 Susan G. Komen "More Than Pink Walk" to support the fight against breast cancer.



The Tropic Supply Naples Resource Center team—Jeff, Jesus, Yeni, Berto, Justin, Jorge, Tony, and Javier—proudly wearing their limited edition "Cool for a Cause" T-shirts!



Maddie from Cool Country proudly shows her support in a "Cool for a Cause" T-shirt after purchasing Glasfloss filters!



The Tropic Supply Jacksonville Resource Center team unites in support of Breast Cancer Awareness!



Steven, Daniella, and Jack from Gulfstar Services proudly show their support for "Cool for a Cause"!



Second week winner of the Selfie Contest was Tristan Hayes from Sterling Service of Florida. He received a Tropic Supply branded IGLOO Seadrift Snap-Down 12-Can Cooler.



Celi from Cold Front Air Conditioning sports his "Cool for a Cause" T-shirt after purchasing Glasfloss filters!



The Tropic Supply Corporate Office in Sunrise united in their "Cool for a Cause" T-shirts to show support for Breast Cancer Awareness!



The Tropic Supply Orlando Resource Center is making a difference and helping to raise awareness for breast cancer!



Armando and Ysmael from Cool Air Today supporting Breast Cancer Awareness



Tropic Supply Ft. Lauderdale South is proudly taking care of customers while supporting "Cool for a Cause"!



Third week winner of the Selfie Contest was Austin Bryant from Thermal Engineers. He took home a Tropic Supply branded IGLOO Seadrift 12-Can Cooler. Congratulations, Austin!



Fourth week winner of the Selfie Contest is Josh Klemmens from Keep It Cool in Ocala, FL! He won a Tropic Supply branded IGLOO Seadrift 12-Can Cooler. Congratulations, Josh!



Tropic Supply of Tallahassee proudly supports "Cool for a Cause" with team members Hunter Weeks, Austin Harrell, JR Anderson, Jason Godwin, and Brandon Tilley!



Tropic Supply Ft. Myers is proudly supporting "Cool for a Cause," which helps fund life-saving research, treatment, education, and community health programs!



22nd Annual Golf Tournament at Winston Trails Golf Club October 26th, 2024



On October 26th, PBACCA held their 22nd Annual Golf Tournament at Winston Trails Golf Club, with around 100 Golfers who teed off at 8:30am. Breakfast sandwiches and coffee were provided before tee time. The awards lunch followed the tournament.

Over \$2,000 dollars were raised at this event to help support the Maury Jacobson Scholarship and Education fund. Beneficiaries of the Education & Scholarship Fund were, The Royal Palm Beach High School Air Conditioning Program, and The

Maury Jacobson Scholarship Fund.

PBACCA would like to thank all of the sponsors, participants, volunteers and Winston Trails Golf Club for helping make this tournament possible! Winners are as follows:

1st Place Tournament Winner was Palm Beach School District, Nick Fabra, Nick Kucharski, Frank Adam, Adam Mentzer.

2nd Place winner was Ritchie Brothers, Mike Schwartz, Allen Schartz, Chris Carr, Tammy Carr.

3rd Place winner was Ferguson, Matt Daniele,

Brian Saltzman, Brad Lindstrom, Craig Sanscrainte.

Longest Drive Winner was Rob Mayhew of Tropic Supply. Straightest Drive Winner was Will Hall of ProTech. Closest to the Pin Winner, was Caybron Klesner of CMi Air Conditioning.

The Mission of the Palm Beach Air Conditioning Contractors Association is to better assist its members to manage their companies more efficiently, acquire, serve and satisfy their customers.

Looking forward to see everyone again next year at the 23rd Annual Golf Tournament!



The registration process included a tournament hat and goodie bag



The Ladies of RGF Environmental serving at the "Best Shot" Tent



Arturo Alba, Tory Orr, John Jonathan, and John Lee of Arco Supply



Rob Mayhew, Brandon Lay, Brian Smith and Rick Healy of Tropic Supply



Jeff Jones, Juan Cambroneros, Leonardo Rafael, and Rafael Perez of Arco Supply



Nick Fabra, Nick Kucharski, Frank Adam, and Adam Mentzer of Palm Beach School District



Jeff Foster, Jeff Rowell, Tommy Cobbs, and Chuck Duval of Smyth Air Conditioning



Kevin Beatty of McAllister Group, Drew Garland of DiversiTech, Jeff Snead & Matt Carter of Ferguson



Zac Linde, Steve Bashwiner, Mike Lloyd, and Hiram Frank of Germaire



Matt Daniele and Brian Saltzman of Ferguson with Brad Lindstrom and Craig Sanscrainte of Lindstrom



Ryan Clapp of Kyzar with Nick Johnson of Ferguson



Steve Rominger, Seth Rominger, Chris Dennis, and Richie Bittles of Integrated Building Technologies



John Thome, Alex Ryuzicki, Steve Abbot, and Charles Shoemaker of Thome Services



Marques Pflum of All County Sheet Metal with Tim Klaus of Klaus Air Conditioning



Reno Angle of Ultravation, Chris Messier of Best AC, Harry Christiansens and Chris Baso of Ultravation



Randy Castricone, Heidi Bauer, Joe Von Stetten, and Travis Depanicis of iFLO Pro



William Enriquez, Scott Anthony, Gregg Zielinski, and Billy Sanchez of Robert McGill Air Conditioning



Ross Collette, Alex Dukeshire, Paul Wesolowski, and Austin Dukeshire of Unifirst



22nd Annual Golf Tournament at Winston Trails Golf Club October 26th, 2024



Sean Whalen, Sean Whalen Jr, Marc Rieser, and Cory Dearduff of Whale'n Air



Sean Caplan, Seth Robbins, Andrew Hofstand and Jonathan Shipp of EDS Air Conditioning



Eric Boisse, Billy Comfort, Rick Boisse and Lucy Boisse of Federated Insurance



Jim Packard, Rich Petricine, Jacob McQueen, and Caybron Klesner of CMI Air Conditioning



Mike Schwartz, Allen Schartz, Chris Carr and Tammy Carr of Ritchie Brothers



William Hall of HRT Construction, JR Reyes, Bryan Benecome, and Andy Sanchez of ProTech



3rd Place Winner was Ferguson, Matt Daniele, Brian Saltzman, Brad Lindstrom, Craig Sanscrainte



2nd Place Winner was Ritchie Brothers, Mike Schwartz, Allen Schartz, Chris Carr, Tammy Carr



1st Place Winner was Palm Beach School District, Nick Fabra, Nick Kucharski, Frank Adam, Adam Mentzer

Daikin Announces Initiative with ESCO Institute to Educate HVAC Industry on Next-Generation Refrigerants

WALLER, Texas, October 14, 2024 — Daikin Comfort Technologies North America, Inc. (Daikin), a global leader in Heating, Ventilation, and Air Conditioning (HVAC) manufacturing, is proud to announce a groundbreaking initiative aimed at educating the HVAC industry on the transition to Low Global Warming Potential (GWP) Refrigerants and the advanced equipment designed to utilize them.

As the HVAC industry continues to evolve, traditional refrigerants and the equipment that operate with it are being phased down/out in favor of alternatives known as Low-GWP refrigerants. These new refrigerants, many of which are classified by ASHRAE as A2L, along with the HVAC equipment utilizing the new Low-GWP refrigerants, do not currently require specialized training for safe handling and transportation, but it is recommended for technicians and others who will be working with these new A2L refrigerants to become comfortable with the changes.

To support HVAC professionals in navigating these changes, Daikin has teamed up with the ESCO Institute to offer the “Low-GWP Refrigerant Safety: Flammable and Mildly Flammable (A2L) Refrigerants” course. This immersive learning course makes it simple to learn about the essential knowledge and skills needed to safely work with these refrigerants through interactive exercises.

Key Topics Covered:

- Refrigerant Safety: Fundamental principles and best practices.
- Introduction to Low GWP Refrigerants: Understanding the environmental and regulatory landscape.

• Refrigerant Properties and Characteristics: Detailed insights into various refrigerants.

• The Refrigeration Cycle: Core concepts and applications.

• Working with Refrigerant Blends: Techniques and considerations.

• Proper Installation and Service Guidelines: Standards for effective practices.

• Flammable Refrigerant Considerations: Safety measures and protocols.

• Associated Codes and Standards: Compliance with EPA SNAP Program, ASHRAE Standards 15 and 34, UL 60335-2-40, NFPA 55, and Safe Refrigerant Transition Task Force (SRTTF) guidelines.

Target Audience

This course is designed for all HVAC industry professionals who will be working with the new A2L refrigerants, regardless of what stage they are at in their HVAC career, or brand of equipment.

How to Enroll

This immersive learning course is available through the HVAC Learning Campus. To enroll and start enhancing your expertise in next-generation refrigerants, follow the steps below. In addition, contact your local Daikin distributor to learn more about the array of in-person and online training available.

Enrollment Steps:

1. Go to HVAC Learning Campus
2. Click “Sign In” in the upper right corner
3. Click “Create Account” or enter username and password if you already have an account
4. From the drop-down menu next to your name

in the upper right corner, select “My Trainings”

5. Search for “ESCO Institute Low GWP (A2L) Refrigerants”

Did You Know?

• A2L cylinders will feature a spring-loaded pressure relief valve instead of a rupture disc.

• A2L cylinders will have a red marking for easy identification.

• Most A2L equipment will require refrigerant detection systems (RDS).

• New NFPA fire safety storage requirements apply to Low GWP Refrigerants.

• There are over 280 million Low GWP Systems already installed in more than 60 countries.

These essential updates are crucial for working with new equipment. Daikin is committed to making it simple for HVAC professionals to educate themselves on the next generation of refrigerants.

Are You A2L Ready?

”At Daikin, we understand that leadership in manufacturing requires a commitment to standards, excellence, and education. As the HVAC industry transitions to next generation refrigerants and equipment, we are dedicated to educating not only our clientele but the entire industry. It’s not about making an immediate sale; it’s about building a pipeline of qualified technicians,” said Jeff Bledsoe, Manager Contractor Development, Daikin Comfort Technologies North America, Inc. “As one of the world’s largest HVAC manufacturers, we view this as part of our commitment to the industry. We are extremely proud to provide these resources and assistance to those who want to be proactive in their preparedness for the refrigerant transition.”

Performance Pointers

By James Ball

(continued from page 20)

Inventory Checks -- Make it a habit to do regular inventory checks. It's easy to miss the daily routine, so set a weekly and monthly reminder to review what's in your van -- from tools to parts. This helps prevent running out of essential items at inconvenient times. Plus, it allows you to restock before you need something, saving you from the stress of last-minute supplier runs. Again, with a service van layout map, inventory and restock is much more efficient.

Your Service Van is More than a Vehicle

Remember, your service van is more than just a vehicle — it's a reflection of your professionalism, a key to your productivity, and a mobile toolkit for your success.

Keeping service vans organized is an intentional process: it doesn't happen on its own. Having standards and assigned locations for tools and parts reinforce your expectations. When you keep vans clean and organized, you not only make a great impression on customers but also improve your efficiency and ensure your tools last longer. Take pride in your workspace, even on the go, to set up for success in every aspect of your work. A few minutes each day to maintain order will quickly reap the benefits in both your work and your bottom line.

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 HYPER-LINK "<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 "NationalComfortInstitute.com" NationalComfortInstitute.com or call 800-633-7058.

HVACR Bootcamp for Educators and Trainers

Technological advancements are reshaping our industry. Adapting to new technologies is not optional—it's a necessity.

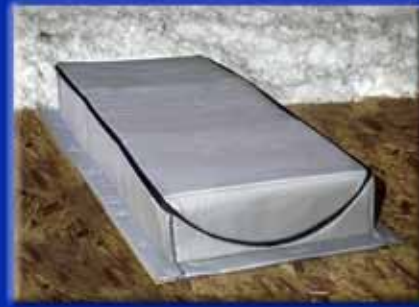
To help you navigate these changes, leading manufacturers and industry organizations from across the HVACR industry will be participating in the HVAC Excellence National HVACR Education Conference to ensure you have access to usable, firsthand, reliable, and vetted information.

Today's students/technicians must be prepared to work on advanced systems that didn't exist just a few years ago.

Yet, many educators and trainers are tasked with teaching technologies they haven't experienced firsthand. Leading manufacturers have raised concerns that many programs are falling behind on the latest advancements.

HVACR instructors don't need to travel across the country to stay informed. At the National HVACR Education Conference, educators can connect with industry-leading manufacturers, learn about emerging technologies, and gain essential insights into code and standards updates—all in one location.

Join us from March 16-19, 2025, for this invaluable professional development opportunity designed for HVACR educators and trainers. Don't miss out! Learn more and register at escogroup.org.



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PHCC's CONNECT Delivers a Successful Conference Experience in Birmingham

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FEBRUARY 10-12, 2025

Lennox Donates 400+ HVAC Units to Homeowners in Need to Provide Year-Round Comfort



RICHARDSON, Texas, October 16, 2024 – Marking its 15th year anniversary, Feel The Love, sponsored by the LII Lennox Foundation, donated 413 heating and cooling (HVAC) units to deserving homeowners during Installation Week, which occurred from October 5-12.

Dealers across 45 states in the U.S. and several Canadian provinces

worked alongside Lennox to install HVAC units for nominated recipients and beloved local heroes free of cost. Whether the recipient had been affected by financial challenges, unexpected injury or illness or other difficult circumstances, Feel The Love supported their needs by providing perfect air to keep their home at the ideal temperature through increasingly extreme winter and summer seasons.

“The hard work and generosity of our dealers and their employees have allowed us to bring comfort to deserving members of the community,” says Gary Bedard, EVP & President, Lennox Home Comfort Solutions. “Over the past 15 years, we’ve made a positive impact, and we look forward to continuing our mission of providing essential HVAC solutions to our neighbors in need.”

The donated units are the most efficient and modern designs, helping to keep energy bills down for recipients, heat and cool the home with less energy and reduce greenhouse gas (GHG) emissions, ultimately showcasing Lennox’ dedication to long-term investments in the community.

“We were really taken aback because this is a huge relief for me as a father,” says Mike Hooper, 2024 Feel The Love recipient. “When we heard about the (Feel The Love) program, we were just taken away. I am just really grateful for the relief this program has provided for us.”

Feel The Love is sponsored by the LII Lennox Foundation. Established in 2023, the LII Lennox Foundation is committed to improving the communities where Lennox employees work and live through impactful programs, strong partnerships and an emphasis on employee volunteerism.

Over 2,750 families in need have benefited from Feel The Love since it was first launched in 2009. Stay up to date on Feel The Love by following along with @LennoxFeelTheLove on Facebook. To nominate a member of your community for next year’s Installation Week, visit FeelTheLove.com.

YORK® Factory Direct Announces New Store Expansions in Tennessee and Alabama

MILWAUKEE, Oct. 4, 2024 – YORK® factory direct, a leader in heating, ventilating and air conditioning services, is excited to announce today contractors can order its award-winning products, technical expertise and fast delivery at <https://www.yorknow.com/> and starting November 1, 2024, these services will be available to contractors through its brand new factory direct store locations.

This direct-to-contractor offering provides high quality and expedient delivery of the company’s full line of residential and commercial HVAC ducted and ductless systems, parts, supplies and components. Contractors can fulfill any warranty needs they may have, as well as benefit from the YORK® advantage, which includes competitive pricing, a dedicated delivery service, e-commerce, marketing assistance, and live customer service reps.

“This is a strategic growth opportunity for us to be closer to our customers and provide better quality, delivery, and support to the contractors in these new markets,” said David W. Budzinski, president, global residential & light commercial at Johnson Controls. “We are committed to helping contractors succeed through a best-in-class technology portfolio with top-notch customer service, and the highest quality standards.”

These new locations will also offer the latest in HITACHI® ductless products including single and multi-split units, variable refrigerant flow systems, and air to water heat pumps. These products provide contractors with an unmatched portfolio of the newest technologies and brands all backed by the factory direct reputation for quality service, and more than 24,000 industry-leading parts and tools.

“We are proud to be able to offer new direct-to-contractor support in these new markets,” said Joshua Coaten, YORK® vice president and general manager for Ducted Factory Direct & Source One. “Contractors in the Tennessee and Alabama region can now take advantage of these offerings to ensure they have what they need to get the job done right – the first time, every time.”

Contractors can continue to work with regional locations including Little Rock and Fort Smith, Arkansas, Tallahassee, Florida, and Marietta, Georgia. More locations in Tennessee and Alabama will be opening soon. Additional information on YORK® factory direct can be found by visiting the YORK® site, here: <https://www.yorknow.com/>.

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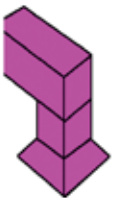
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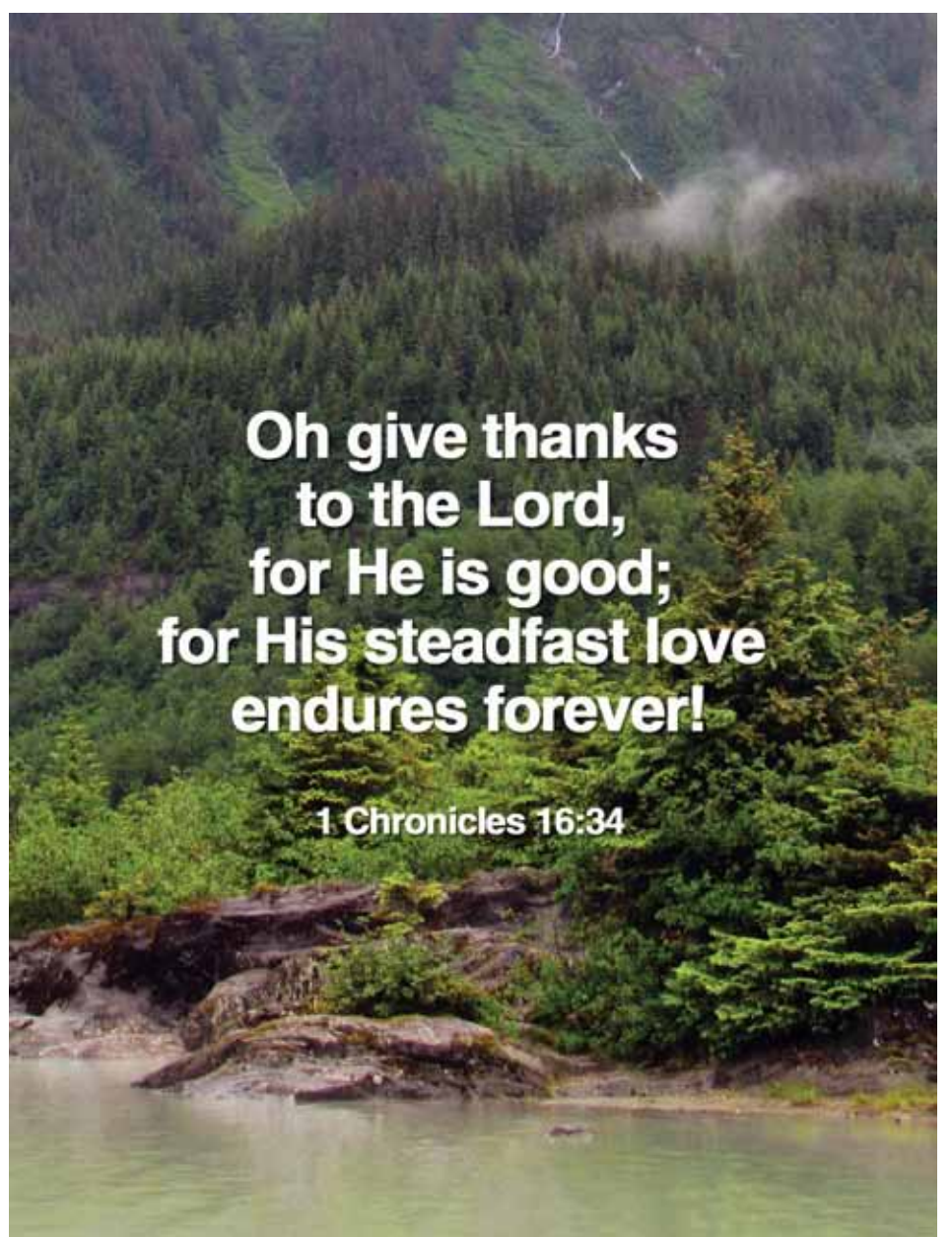
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asknate@natex.org



Oh give thanks to the Lord, for He is good; for His steadfast love endures forever!

1 Chronicles 16:34

UPCOMING EVENTS

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