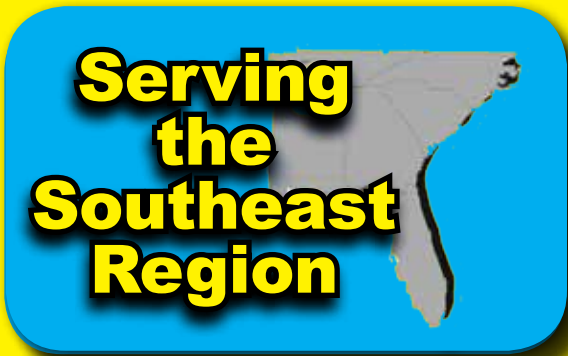


TODAY'S A/C

& REFRIGERATION NEWS



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



Tropic Supply's Food Drive to Help Fight Local Hunger was a Great Success! (see page 8)



SFACCA November Dinner Meeting on Blower Door Testing (see pages B3)



Oldach Distributors Hosts A2L Refrigerants Seminars at all Florida Locations (see page 23)



Tropic Supply-Ruud A2L Training Best Practices for Sensor Operation & Installation (see page B5)

AHR EXPO Releases 2025 Education Program



Jeff Schlichenmeyer
Publisher

WESTPORT, Conn., October 28, 2024 – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) today released the full schedule for the 2025 AHR Expo Education Program. This year's program will feature more than 250 sessions, including free industry seminars, a robust panel series lineup, new product presentations and more. "Educating our current and future workforce is an area of dedicated attention and effort across most industry conversations," said Show Manager, Mark Stevens. "Over the years, the AHR education program has grown into an important complementary asset to the show floor experience, lending an opportunity for deeper understanding of what's happening within the industry, how to apply skill and knowledge, and how to prepare for shifts."

The AHR Expo Education Program provides attendees with expert advice aimed to better understand real-world application and learning relating to current trends and practices across the industry. Areas of niche discipline, as well as broader discussion of topics that stretch the full supply chain, will be available to stimulate industry conversation and

professional development. "AHR Expo is a unique opportunity to pair session learning with application practice due to the complementary aspect of our education programming and the exhibition floor," said Kim Pires, Director of Education. "Taking learning one step further, attendees can apply what they've just learned in a classroom to products, technology, or conversations on the show floor—creating a valuable opportunity that's hard to find elsewhere in the industry." Attendees are encouraged to sit in on exhibitor presentations in the New Product Theater. More than 145 presentations lasting approximately 20 minutes each are planned across all three days of the show. These free presentations will provide brief overviews of new product announcements and technologies that can be found in exhibitor booths on the show floor. Attendees are invited to follow up presentations with a visit to the booth for a more in-depth explanation and 1:1 interaction with products and representatives. No fee or individual session registration is required, however, show registration is required.

Attendees can view the complete AHR Expo Education Program schedule, including the New Product Theaters, on the AHR Expo website. Additionally, attendees are encouraged to manage their show floor and education program agenda by creating a free MyShow Planner account and downloading the AHR Expo app.

Steps to Help You Align with the Emission Reduction and Reclamation Program

Charles Allgood, PhD, Technical Fellow, The Chemours Company, FC, LLC

In late September the U.S. EPA announced a final rule establishing the Emissions Reduction and Reclamation (ER&R) program under the American Innovation and Manufacturing (AIM) Act of 2020. Considered the third pillar of the AIM Act, the ER&R supports efforts to phasedown use of higher global warming potential (GWP) refrigerants and pave the way for the industry's transition to low-GWP A2Ls. The program has three main objectives—maximizing refrigerant reclamation, minimizing release of hydrofluorocarbons (HFCs) and substitutes from equipment, and ensuring the safety of technicians and consumers. As it currently stands, the ER&R program aims to support faster leak detection and repair; expanded reclamation of HFCs and use of reclaimed HFCs; and record keeping, reporting,

and labeling. Now more than ever it's important for members at every level in the HVACR industry to employ a strong refrigerant management strategy. Creating a strategy around the following "Eight Rs" can prepare you for the rollout of ER&R regulations and help ensure your business has the resources necessary to continue servicing equipment with legacy refrigerants and successfully introduce A2L solutions to customers. Regulations. Whether you're manufacturing, installing, or servicing equipment, keeping up to date with regulatory changes is key to compliance. In addition, because regulatory changes will impact both legacy and new-generation refrigerants and equipment, understanding changes offers an important tool for planning for what's next.

go to page 5



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Avoid Basing Bonuses on Emotion Rather than a Standard Format

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.

“He can afford it. He’s made of money.” That’s what employees think when they don’t understand costs and profit. When you establish a standard bonus structure, employees learn about cost and profit. They care because it impacts their compensation.

Bonuses and profit sharing plans are put in place to reward managers and employees for helping the company achieve profits. Company owners “share the wealth” with those who have helped create it. Using the method described below, bonuses are not “the throw of a dart” or emotional decisions. It is a standard method that everyone understands...without emotion.

Bonuses and profit sharing are distributed two months after the fiscal year ends. They are distributed according to the program described below for managers and a separate program for all other employees. They are not distributed at holiday time because if they are distributed at holiday time, then employees look at the distributions as gifts and expect them - whether the company has a good year or a loss.

Bonuses are divided into two areas: manager bonuses and employee bonuses.

Managers Bonus Plan - Each manager’s department is individually evaluated to determine profitability. If profits are realized, the department manager will participate in sharing a percentage of those profits. The percentage of profits paid to each manager will be equal to the percentage of net operating profit (relative to gross sales) his department achieved (before extraordinary expenses).

Net operating profit margin is defined as normal sales minus those expenses that the department normally experiences before bonuses and extraordinary expenses that aren’t a normal department expense (i.e. owner deciding to take a bonus).

Example 1--Department Manager A runs a de-

partment that nets a 10% net operating profit margin on gross sales of \$600,000.00. This means that Department A had profits of \$60,000.00. Department Manager A would then receive 10% of the profits for their department (in this case 10% of \$60,000.00, or \$6,000.00).

Example 2—The same department has sales of \$600,000.00 and nets 15% or \$90,000.00. Department Manager A would then receive 15% of the \$90,000.00 or \$13,500.00.

Employee Profit Sharing Plan - Employees are paid based on their compensation (hourly wage plus bonus or salary) and the number of years’ employment. The company owner determines the percentage of net operating profit to be distributed each year. Generally this percentage ranges from 10% to 25%. The remainder is kept for company growth, manager bonuses, and owner distributions.

Employee profit sharing is calculated according to that employee’s percentage of the total compensation and number of years employed for all employees.

Assume the following:

Employee 1: \$20,000 total compensation; employed 3 years

Employee 2: \$60,000 total compensation; employed 1 year

Employee 3: \$30,000 total compensation, employed 5 years

The company total percentage is: $(20,000) (3) + (60,000) (1) + (30,000) (5) = 270,000$

Employee 1 percentage is $60,000 / 270,000 = 22\%$

If the total net operating profit to be distributed is \$10,000 then Employee 1’s share is \$2,200.

Next Topic is Dumb Direct Cost Mistakes
“Our gross margin is 60%. We’re doing really

well.” “What costs do you have in direct costs?” “Just labor and equipment.” “You’re missing a lot of cost that should go in direct cost.”

What did I mean? Direct costs or cost of goods sold are costs incurred when you produce revenue. Many companies just include labor and equipment to produce a product or service. This is only part of the direct cost that should be shown on your profit and loss statement.

Overhead costs are costs incurred to stay in business. These include rent, utilities, etc. and must be paid whether or not you produce revenue.

One of the biggest mistakes is not including commissions in direct cost. Commissions are not paid unless a sale is made and revenue is produced. Therefore, it is a direct cost. Another is forgetting credit card charges or financing fees. You don’t incur these costs unless you sell a product and a customer pays for it by credit card or finances the purchase. Finally, you might have costs for shipping, permits, and warranty.

All of these costs go into direct costs which lowers your gross profit and gross margin.

What doesn’t go into direct cost? Unapplied time – labor for meetings, vacations, etc. Your customers won’t pay for this time.

What may go into direct cost? Some companies put truck expenses for field labor in direct cost with the reasoning that the technician can’t be without his truck. Personally, I don’t put truck or payroll expenses in direct cost. I price by overhead cost per hour and net profit per hour. The important number is what dollars amount flows to the bottom line...irrespective of where you put an expense on your P&L.

To be accurate, make sure that all of the direct costs you incur to generate revenue are in cost of goods sold or direct cost. Then you’ll have an accurate gross margin.



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The drive to lower global warming potential refrigerants with increased flammability has necessitated the evolution of the market leading YELLOW JACKET® HORNET™ RecoverXLT2-AP™ Recovery Machine with twin cylinder 1/2 hp oil less compressor and gravity drain condenser. The unique “ambient pressure switch” and three meter power cord comply with the current safety requirements. The HORNET™ RecoverXLT2-AP™ is specifically designed for the new lower GWP refrigerants including R-32, R-1234yf and R-1234ze as well as the most common CFC, HFC and HFO refrigerants, including R-22, R-404A, R-407, R-410A, R-448A and R-449A.

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HVAC/R service professional by YELLOW JACKET®.

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- Low pressure switch stops recovery above ambient pressure for leaking systems to prevent pulling air into recovery cylinders
- Low pressure bypass for recovery of leak-free systems
- Patented single valve control for easy changeover from liquid to vapor to purge
- Auto purge clears residual refrigerant for quick change from one refrigerant to another
- Condenser with gravity drain keeps recovery tank up to 10° cooler for reliable operation in high ambient conditions
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- One-year warranty
- Designed and manufactured in the USA



Revolutionizing HVAC Maintenance with iFLO Pro: Now a Proud Nexstar Network Member



In today's competitive HVAC landscape, innovation is key to staying ahead. That's where iFLO Pro comes in, a game-changing solution designed to address one of the most persistent issues faced by contractors and wholesalers alike: clogged drains and water damage. Since its launch just five months ago, iFLO Pro has already made a significant impact with over 30,000 devices live in the field, transforming how HVAC professionals serve their customers.

Why iFLO Pro Stands Out

- 1. Efficiency at its Core:** iFLO Pro's AI-powered technology provides proactive drain pan and line cleaning, significantly reducing warranty claims and service callbacks. This efficiency not only saves time for contractors but also ensures peace of mind for homeowners.
- 2. A Sustainable Solution:** With sustainability increasingly at the forefront of the HVAC industry, iFLO Pro's advanced design supports environmentally responsible practices by preventing water waste and minimizing the use of harmful cleaning agents.
- 3. Revenue Growth for Contractors:** iFLO Pro enables HVAC contractors to establish a recurring revenue model through device monitoring and maintenance programs. This business model ensures long-term relationships with customers while driving profitability.
- 4. Seamless Integration:** With an intuitive dashboard and a focus on ease of use, iFLO Pro integrates seamlessly into your operations. Contractors and technicians can quickly learn the system, minimizing the learning curve and maximizing adoption.

30,000 Reasons to Believe

The numbers speak for themselves. In just five months, more than 30,000 iFLO Pro devices have been installed, with contractors and wholesalers reporting significant reductions in drain-related issues. This rapid adoption demonstrates the trust HVAC professionals place in iFLO Pro to deliver consistent results.

Proud to Join the Nexstar Network

We are thrilled to announce that iFLO Pro is now a proud member of the Nexstar Network. This partnership reinforces our commitment to innovation, education, and excellence within the HVAC industry. By aligning with Nexstar, we gain access to invaluable resources and insights that will further empower our contractor partners to succeed.

Join the iFLO Pro Movement

The success of iFLO Pro isn't just a testament to its groundbreaking technology but also to the contractors and wholesalers who have embraced it. If you haven't yet explored how iFLO Pro can transform your business, now is the time. Together, let's shape the future of HVAC maintenance.

For more information, visit www.iflopro.com or contact us directly to learn how you can become part of the iFLO Pro revolution.

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Steps to Help You Align with the Emission Reduction and Reclamation Program

(continued from cover story)

Recordkeeping. Regulatory bodies conduct audits—relying heavily on recordkeeping and reporting—to ensure compliance. This will mainly impact manufacturers, importers, and equipment owners. However, accurate and consistent recordkeeping on the contractor side can prove to be incredibly beneficial to your business's operating efficiency, bring added value to your customers, and support sustainability objectives.

Repair leaks. Practicing consistent, effective leak detection and repair is an important part of regulatory compliance that can also impact your bottom line by reducing service gas costs and keeping systems operating at peak efficiency. In addition, it's the first line of defense in reducing HVACR systems' impact on the environment.

Replace equipment. As systems approach the end of their serviceable lifetime, define which new, higher-efficiency units utilizing A2L refrigerants offer the best replacements. Remind customers of benefits such as reduced energy consumption and operating costs.

Retrofits. If equipment is in good condition and not nearing the end of its serviceable lifetime, it may still make sense, where applicable, to perform a refrigerant conversion, allowing it to operate with a more sustainable and readily available refrigerant.

Recovery. The first step in supporting refrigerant circularity, recovery means removing refrigerant from a system and placing it into a separate container. During this process it's important to maintain its value/purity as much as possible by not mixing gases.

Reuse/Recycle. This means returning recovered refrigerant to the same system, or another system with common ownership. Removing oil, moisture, or other contaminants via minor "cleanup" or filtering of the recovered gas may be part of the process.

Reclamation. Reprocessing recovered refrigerant to meet approved industry purity specifications (refer to Subsection (b)(9) of the AIM Act) allows it to be reintroduced commercially for industry use and is becoming increasingly important in ensuring ample legacy refrigerant supply exists to meet current servicing needs. In the US, reclamation must be performed by EPA-certified reclaimers.

The above steps offer insights on best practices to help guide refrigerant management at your business. To ensure compliance with regulations, proper steps should be taken—starting with a thorough review and understanding of specific definitions and requirements as outlined by the US EPA and any applicable state/local agencies, and consulting with your regulatory and technical experts before acting or refraining from acting when it comes refrigerant use and reclamation.

The new EPA Emissions Reduction and Reclamation Program will impact a significant percentage of the HVACR industry, including companies and individuals who own, operate, service, repair, recycle, dispose, or install equipment containing HFCs or their substitutes, as well as those that recover, recycle, or reclaim HFCs. Practicing the Eight Rs can keep your company several steps ahead and support you in maintaining, and potentially growing, your business. Moreover, it will help ensure sufficient supply of phase-downed legacy refrigerants for maintenance and repair needs while supporting the industry's transition to lower GWP A2Ls.

Charles Allgood, PhD, Technical Fellow, The

Chemours Company, FC, LLC Charles "Dr. Chuck" Allgood holds a PhD in chemistry, has more than 30 years of experience in the HVACR industry, and is a respected speaker at many industry events. In addition to Chemours, he's worked for the National Institute of Standards and Technology. Dr. Allgood has held a variety of research, development, business, technical service, training, and applications development positions with Chemours. Most recently, he has focused on the development of low-GWP refrigerants—including Chemours Opteon™ brand refrigerants—and educating industry professionals about the changing regulatory landscape and A2L refrigerants on the market.

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Del-Air Expands Throughout Florida's Fun Coast with Colman Heating & Air Acquisition

ORLANDO, Fla., Nov. 20, 2024 /PRNewswire/ -- Del-Air Plumbing, Air Conditioning and Electric, Florida's foremost indoor comfort provider, continues its expansion across Florida with the acquisition of Colman Heating & Air. Del-Air now serves Volusia and Flagler counties including Daytona, Titusville, Cape Canaveral, Cocoa, New Smyrna, Ormond Beach and Palm Coast.

Since opening in 1980, Colman Heating & Air has been a leading provider of home comfort along Florida's Space Coast. Located in Titusville, the company committed itself to excellent customer service while providing customers with top-quality services in air conditioning repair, installation, ductless HVAC, heat pumps, light commercial HVAC and much more.

"Through the acquisition of Colman Heating & Air, homeowners in Volusia and Flagler counties will have access to the services provided by our excellent team at Del-Air," said Rick Rogers, CEO of Del-Air. "We remain dedicated to creating premier home comfort for homeowners and businesses in these two communities. Through our full suite of HVAC, plumbing and electrical services, we commit ourselves to being an asset in the community."

For over 40 years, Del-Air has created a reputation as the air conditioning and heating contractor of choice for Florida homeowners, homebuilders and commercial businesses. As part of their dedication to the community, customers in their service areas can save \$100 on their A/C tune-up when they donate five cans of food. For more information about Del-Air or to see their discount offers, visit <https://www.delair.com/>.

Since 1983, Del-Air has served Florida residents, businesses and homebuilders with quality air conditioning, heating, plumbing and electrical products and services. Del-Air's warranty programs and flagship Precise Comfort Plan includes regular professional maintenance for all household plumbing, air conditioning and electrical systems where applicable. Visit <https://www.delair.com/> or call 888-831-2665 to contact Del-Air. Del-Air is majority owned by Astara Capital Partners.

Explore Johnson Controls' Latest Innovations at AHR Expo 2025

Johnson Controls-Hitachi airCore 700 with HeatForce is Hitachi's newest ENERGY STAR® certified cold-climate heat pump for light commercial and residential applications. Available up to 3 tons and utilizing low-GWP refrigerant R-32, it features a best-in-class piping length and a universal single-split outdoor unit with multiple indoor options to fit a wide variety of applications. With HeatForce technology, it offers 100% heating capacity at 5°F and 70% heating capacity or greater at -13°F, meeting most cold region climate rebates and incentives.

Ducted Systems – Residential

The cold climate-compatible YORK® HH8 Side-Discharge Heat Pump features variable-speed drive technology and can deliver approximately 70% heating capacity at 0°F. This sustainable residential solution has been optimized for use with low-GWP refrigerant R-454B, qualifying it for the Energy Efficient Home Improvement Credit (25C). With a side discharge, compact footprint, and the ability to be stacked, the highly adaptable HH8 can be hidden under raised decks or installed in zero lot-line neighborhoods.

Ducted Systems – Commercial

Available within the company's Ducted Systems Solutions App, the new Refrigerant Detection System (RDS) Calculator is a first-of-its-kind tool. After entering details about a job, such as refrigerant volume, supply air discharge height and total area being conditioned, the calculator provides contractors with an immediate report confirming if an RDS is required for A2L equipment or not. This ensures an installation is compliant with current regulations without requiring contractors to complete complicated calculations.

BAS/Controls

The newest iteration of the industry-leading Building Automation System, Metasys 14.0, is designed to elevate a commercial building's overall performance and sustainability while enhancing occupant comfort, health and safety. It builds on the proven Metasys plat-

form with revolutionary new features that offer an improved user experience, enhanced network efficiency, flexibility and security, simplified administration and improved energy management.

PENN

The new PENN® System 550 is a user friendly modular electronic control solution that fulfills temperature, humidity and/or pressure control needs. System 550, the plug-and-play solution, is the first of its kind to include A2L refrigerant leak sensing and mitigation functionality and optional two-way cloud connectivity, providing a complete solution to meet A2L refrigerant regulations.

Applied Equipment

The next-generation YORK® YMAE Air-to-Water Inverter Scroll Modular Heat Pump is a high efficiency, future-ready HVAC decarbonization solution for commercial and institutional buildings that want to minimize their environmental impact. The modular YORK YMAE is available in 2-pipe and 4-pipe configurations and can be configured with as many as 32 modules

in a single control array, making it highly flexible to serve a wide range of applications. Variable speed inverter scroll compressors with enhanced vapor injection (EVI) technology efficiently widens the YMAE operating map, allowing it to provide water temperatures up to 130°F (55°C) at low ambient conditions of 0°F (-18°C).

OpenBlue

The OpenBlue Enterprise Manager suite of digital solutions, part of the OpenBlue digital ecosystem, now features significantly expanded AI capabilities. The updates include the first customer-facing generative AI applications, more autonomous building controls, and a significantly improved user experience. Coupled with equipment upgrades and proactive services, OpenBlue customers can reduce energy spend by up to 30%, reduce maintenance spend by up to 20%, and optimize space utilization by up to 10% - a win for the environment and the bottom line.



Wishes You Happy Holidays!

AMP Strategic thanks our friends and partners for a successful year!

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



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

Tropic Supply's Food Drive to Help Fight Local Hunger was a Great Success!

Tropic Supply is proud to announce the tremendous contractor and customer participation in their 9th Annual November Food Drive! This year's event was a resounding success, thanks to the collective efforts of their 22 Resource Centers across Florida. Together they collected nearly 2,400 items, including canned goods, dry food, and water, along with over \$400 in

cash donations. Additionally, more than 600 pounds of food was gathered, providing vital support to families in need. These donations were distributed to 19 different organizations throughout the state, making a meaningful impact in local communities.

Tropic Supply was inspired by the creativity and teamwork displayed by its Resource Centers in driv-

ing this initiative forward. Special thanks go to the many customers who contributed generously. In appreciation, each donor was entered into a drawing for one of 29 prizes, each valued at \$200 or more.

This year's food drive reflects Tropic Supply's ongoing commitment to making a meaningful difference in the fight against local hunger.



Working together to fight local hunger at Tropic Supply East Tampa.



The biggest food donation: 432 items! Collected by Jonathan, Bryan, Parker, and Jason from The Cooling Company in Sarasota.



The Tropic Mania 2024 Food Drive display at Tropic Supply Tallahassee won third place in the contest!



My bags runneth over at Tropic Supply Daytona Beach.



Tropic Supply Sarasota takes first place in the 2024 Food Drive Display Contest with their creative 'Feed Me, Seymour!' display inspired by Little Shop of Horrors!



Generous giving to fight local hunger takes a big heart—and a big box too—at Tropic Supply East Tampa.



James Micolo and employees from Sailfish Mechanical unload their donation at Tropic Supply West Palm Beach.



It is amazing what takes place when everyone gives something to Fight Local Hunger!



Tropic Supply Ocala earns second place in the 2024 Food Drive Display Contest with their creative 'The Feel Good Vending Machine' display!



Wishing our valued customers, distributors, and manufacturers a very

Merry Christmas

and a Healthy, Happy New Year!



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RectorSeal® Introduces Dust Free® Platform Media Air Cleaner for Space-Constrained HVAC Installations

Houston, TX, November 12, 2024—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced the launch of the Dust Free Platform Media Air Cleaner (PMAC) designed for vertical, bottom-return ducted residential and commercial HVAC installations.

The Dust Free PMAC is a compact, high-efficiency air cleaner featuring a MERV 11 filter for superior air quality and a durable, galvanized steel frame. Its 90-degree duct transition allows for flexible installation in tight spaces for furnace or air handler HVAC installations. Each unit can be configured to unique duct and equipment opening sizes, making it suitable for almost any ducted installation. Dual filter access doors allow for easy access in left- or right-handed applications, adding to the unit's ease of installation.

Designed as a two-in-one filtration and transition solution for space-constrained vertical upflow applications, the Dust Free PMAC reduces installation time and saves space for HVAC contractors. It also captures a broad range of airborne contaminants.

“Our Dust Free product line continues to deliver innovative and timesaving solutions for HVAC contractors,” said Gregg Burnett, VP and GM of Dust Free. “The PMAC offers a simple solution to previously complicated installations with limited transition space for a high-efficiency air filter.”

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

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



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Product Specifications
Please see the YJACK® Tool Bag/TITANMAX® Backpack Product Spec Sheet for specifications. For more information, go to: <https://yellowjacket.com/product/yjack-bag/>

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RETRACTION:
Inclusion of Speedlogix
Inc in RGF® Environmental
Group Press Release

Port of Palm Beach, FL (November 22, 2024) — RGF® Environmental Group, Inc. wishes to issue a correction regarding our press release titled “RGF® Environmental Group Announces Strategic Acquisition to Expand its Vertical American Manufacturing,” dated June 11, 2024.

The release inferred that Speedlogix Inc was a potential powder coating client of RGF® Environmental Group. We wish to clarify that Speedlogix Inc is not currently, and has previously never been, a client of RGF®. We regret this error and any confusion it may have caused.

We are committed to providing accurate information and have reviewed our processes to prevent such occurrences in the future. For further questions or concerns, please contact: Angela Solland, Media Contact, asolland@rgf.com

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 903,856 units in September 2024, changed +18.4 percent compared to 763,301 units shipped in September 2023. U.S. shipments of airconditioners changed +12.8 percent, to 520,197 units, compared to 461,330 units shipped in September 2023. U.S. shipments of air-source heat pumps changed +27.1 percent, to 383,659 units, compared to 301,971 shipped in September 2023. Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +5.6 percent, to 7,639,648, compared to 7,232,656 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +4.2 percent, to 4,423,927 units, compared to 4,244,595 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed +7.6 percent, to 3,215,721, compared to 2,988,061 units shipped during the same period in 2023.

NAVAC Strengthens Industry
Leadership with HARDI Supplier
Council Presence and Upcoming
Presentation at Annual Conference

Keith Keller, NAVAC’s Director of Sales, to represent the company at HARDI Annual Conference as a member of the prestigious Supplier Council.

Lyndhurst, NJ – NAVAC, a global leader in HVAC vacuum pumps and HVAC/R tools, continues to expand its influence within the HVAC industry through its active participation in the Heating, Air-conditioning & Refrigeration Distributors International (HARDI). Since becoming a HARDI Supplier Member in 2018, NAVAC has played a key role in fostering industry advancements. This year, NAVAC’s Director of Sales, Keith Keller, will once again solidify the company’s leadership by presenting at the HARDI Annual Conference in Atlanta, GA, representing the industry as a member of the prestigious HARDI Supplier Council.

Since 2022, Keller has held a seat on the HARDI Supplier Council, joining a select group of top HVAC manufacturers including Trane, Honeywell, Rheem, DiversiTech, Advanced Distributor Products (ADP), and Chemours. The council meets monthly to address key industry changes and develop strategies for collaborating with HVAC distributors, ensuring suppliers stay at the forefront of evolving market trends.



Keith Keller, NAVAC’s Director of Sales

“NAVAC’s participation in HARDI’s Supplier Council has been instrumental in shaping our understanding of the challenges and opportunities within the HVAC industry,” says Keith Keller. “It’s an honor to collaborate with other leaders in the field and offer our insights to help the industry thrive.”

Keller’s upcoming presentation at the HARDI Annual Conference will focus on improving communication between distributors and suppliers as well as fostering stronger relationships

with distributors. His insights will provide valuable takeaways for attendees as the industry navigates the rapidly changing HVAC landscape.

NAVAC’s continued involvement in HARDI underscores the company’s dedication to providing top-tier tools, technology, and support for the HVAC industry. As part of the Supplier Council, NAVAC is positioned to further its mission of delivering cutting-edge solutions while enhancing the ways in which suppliers and distributors collaborate to meet the growing demands of customers all while keeping the company mantra “empowering you to work smarter.”

“Having NAVAC on the HARDI Supplier Council has been a valuable addition,” said Brandin Bursa, Associate Member Account Manager at HARDI. “Their expertise helps us better address the evolving needs of HVACR industry, and they remain a strong partner and voice in the channel.”

NAVAC is a global manufacturer that has dedicated over 20 years to the R&D and manufacturing of vacuum solutions and HVAC/R tools. NAVAC draws upon its commitment to technical innovation, strong customer service and robust R&D allocation to deliver solutions offering leading technology, superior quality, and best experience. Comprising a full lineup of vacuum pumps, recovery units, tubing tools, gauges, and detectors, among other solutions, NAVAC’s product portfolio is designed with one overarching concept in mind: to enhance the work precision, efficiency, and ease for HVAC professionals. For more information, visit www.navacglobal.com.

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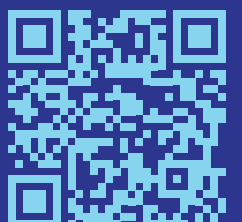
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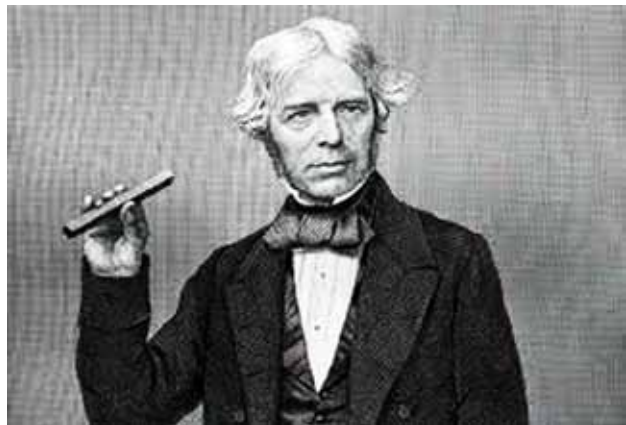
HVAC School
For Techs by Techs

Michael Faraday: Patron Saint of HVAC Technicians



Bryan Orr

He was an experimental scientist who had little to no formal education but is considered one of the greatest scientists of all time. Einstein had a picture of him on his desk.



I recently finished a book about the life and work of Faraday called Faraday, Maxwell, and the Magnetic Field by Nancy Forbes and Basil Mahon. It was a challenging read because it made me realize how little I understand about the fundamentals of electricity and physics. When a man who lived 200 years ago understands more about electricity than you do, it's humbling. Here are a few reflections from his life that I hope will challenge and encourage you.

The Hands-On Approach

In the early 1800s, most of the great scientists were mathematicians. Faraday was trained as a blacksmith, spent time as a bookbinder, and worked his way into the scientific field as a lab assistant. Perhaps these early hands-on experiences gave him

a unique approach to studying electricity, which was not well understood.

Scientists at the time wrote long, elaborate mathematical formulas about how electricity worked. These were based on assumptions drawn from Isaac Newton's laws of physics. During Faraday's life, there were theories about a mysterious "fluid" (either one or two, depending on your ideological camp) that held and carried energy. Although these math formulas mostly worked on paper, they did not explain the real phenomena that Faraday and other experimenters encountered when testing in the field.

Faraday's break from accepted thinking at the time began with his experiments on induction. If a magnet passed through a metal winding in a rotating pattern, it would produce electricity. This discovery was groundbreaking. It left many questions in Faraday's mind. Why was constant oscillation required for the generation of electricity? How did that fit into the widely accepted "fluid theory" that most scientists accepted?

From Experimentation to Theory

In the later years of his life, Faraday wrote a series of papers proposing the field theory of electromagnetism that is widely accepted today. According to Newtonian physics at the time, objects needed to directly interact with each other in order to transmit force. When one ball is rolled into another, we can see how the force and energy from one transfer to the other. So, how did energy transfer work when there was no direct interaction? Newton was aware of this question but avoided this issue altogether.

Faraday's experiments and observations led him to believe there was a circular force that actually had a presence in space. This idea came from his direct experimentation and creation of the first electrical generator or "dynamo," as well as many of his other experiments.

Being a Modern-Day Faraday

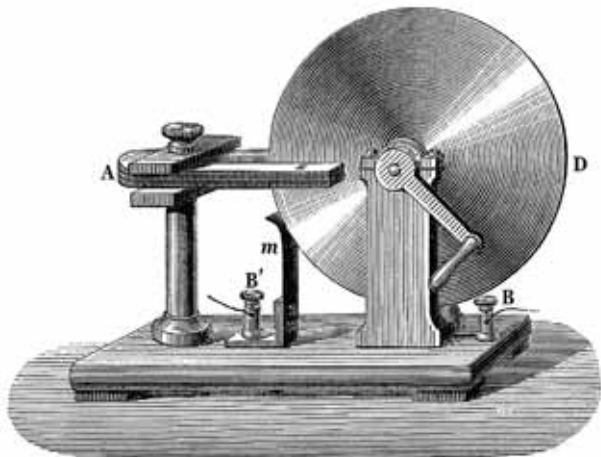
In the spirit of Faraday's hands-on approach to discovery, field technicians and "experimenters"

can and should bring valuable knowledge back to the office staff/design team. When we take actual field readings and find results that don't make sense, we need to have confidence and curiosity to pursue the "why." One example that immediately jumps to mind in the HVAC field is duct design.

Many times, I have been assigned to commission a system after a full duct and system installation. If the static pressure numbers don't match our design targets, we should not shy away from providing that technical data to our office and design staff. Just because someone is "further up the ladder" than you within the company does not mean you are wrong. Tests, when done correctly, don't lie. We are in the business of providing results.

Another example that comes to mind is evacuation. As Bryan has noted many times, previous evacuation methods just didn't get us the results we were supposed to get. Why was that? As it turned out, the methods we were using, like pulling through 1/4 inch hoses and a manifold, were never going to work. Only actual experimentation in the field proved this. A lot of educational resources still teach using 1/4 inch hoses and a manifold because theory is so far removed from practice. As technicians, we simply can't divorce theory from practice. That only works on paper.

—Matt Bruner



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Decon7's New "Disinfect and Donate" HVAC Promotion Supports Homes For Our Troops Charity



COPPELL, TX – Nov. 1, 2024 – From now through year-end, wholesalers can help an organization build homes for injured Veterans when they stock up on Decon7's powerful HVAC cleaner and disinfectant, D7. In a promotion sponsored by Decon7, the company will make a donation to Homes For Our Troops (HFOT) for every D7 quart kit sold from Oc-

tober through December 31, 2024.

"Disinfect and Donate" is a partnership between Decon7 and HFOT to drive awareness of the non-profit's mission to build and donate specially adapted custom homes nationwide for severely injured post-9/11 Veterans, to enable them to rebuild their lives. HFOT has been designated as one of America's Top-Rated Veterans and Military Charities. It has also been the official charity of HARDI (Heating, Air Conditioning & Refrigeration Distributors International) for over a decade.

"We are honored to support Homes For Our Troops, which does such meaningful work in helping our injured Veterans live better lives," said Matt Bluhm, CEO of Decon7 Systems. "Our origins are rooted in serving the U.S. Military, and this promotion is a way for us to give back to the brave men and women who have given so much for our country."

D7 was originally created during the Iraq war to counter dangers that military and first responders could face due to chemical attacks and biohazard contaminants. The product was later introduced to the food processing industry and more recently was approved by the EPA for use as a disinfectant and cleaner for the hard surfaces of HVAC equipment such as evaporator coils and drains.

Wholesalers who participate in the "Disinfect and Donate" promotion receive a free point-of-purchase display for each quarter pallet of one-quart kits that they order. Decon7 will donate \$5 to HFOT for every kit sold, which is the equivalent of \$160 per quarter pallet sold.

Wholesalers can learn more about the promotion by visiting Decon7.com and submitting a contact form, or by calling 844-727-3626, ext. 1.

D7 is an EPA-registered 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 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 for deodorizing purposes (except in California).

Homes For Our Troops is a 501(c)(3) non-profit organization that was founded in 2004. Most of the Veterans served have sustained injuries including multiple limb amputations, partial or full paralysis, and/or severe traumatic brain injury. The homes restore some of the freedom and independence the Veterans sacrificed while defending our country, and enable them to focus on their family, recovery, and rebuilding their lives.

Decon7 Systems, Inc., is a research-based manufacturer whose flagship product, D7, is one of the most powerful EPA-registered disinfectants available. D7 is used in multiple industries, including HVAC for improved indoor air quality (IAQ). D7 is a disinfectant, deodorizer, sanitizer and powerful cleaner that eliminates up to 99.9999% of harmful pathogens such as mold, bacteria, viruses and mildew that collect in HVAC equipment and can impact IAQ. The company was established in 2012, with its headquarters in Coppell, Texas. <https://decon7.com>

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JUMO DELOS S02: Reliable Pressure Transmitter for a Wide Range of Industries

The JUMO DELOS S02 is a compact, reliable “powerhouse” – it is easy to configure and offers high process reliability as well as accuracy.

What’s more: In addition to a classic analog output, the digital and innovative technologies IO-Link and Single Pair Ethernet (SPE) are available as interface. Therefore the devices can be used in many different industries.

The pressure transmitter is used to acquire relative and absolute pressures in liquid and gaseous media. It offers a high degree of process reliability through maximum accuracy and long-term stability. Measuring ranges are from 0.4 to 60 bar relative or 0.4 to 60 bar absolute.

The successor for the current JUMO DELOS SI can be configured via Bluetooth/app or IO-Link. Thanks to the Ethernet-capable (Single Pair Ethernet/SPE) version and the cloud connection, it is used in a wide range of industries (food and beverage, water and wastewater, heating and air conditioning, mechanical and plant engineering, test equipment construction, and laboratories).

“The JUMO DELOS S02 is absolutely user-friendly. This saves time and costs for the customer. The wide range of versions and interfaces enables a tailor-made selection for the respective area of application,” says JUMO product manager René Krug.

Siemens and Genea Team Up to Create Future-proof Security

Users can upgrade to a cloud-based, open API security platform without the cost of replacing their existing hardware infrastructure

Siemens and Genea recently announced a second collaborative effort to provide security professionals and facility managers with improved security using the cloud. The security solution allows teams to leverage their existing technology, like security cameras, door readers, controllers and more, and manage it all from a modern dashboard, anytime, anywhere.

Through Genea’s customizable, cloud-based, open API platform, Siemens’ security customers can now integrate various current building systems or applications, such as visitor management, Apple Wallet, video management or identity management. Genea makes it possible to assign and distribute NFC and Bluetooth mobile credentials directly to users’ smartphones. As an added convenience, credentials can also be stored in Apple and Google Wallet, for easier accessibility.

Since Genea runs on non-proprietary door readers and Mercury controllers, customers can transition to the cloud without paying to replace their entire hardware system. This commitment to open standards helps guarantee that the integrated systems will provide exceptional performance while safeguarding customers’ investments in security infrastructure.

“Teaming up with Genea underscores our dedication to expanding the Siemens Connect Ecosystem

program by delivering top-tier security solutions using non-proprietary Mercury hardware,” said Rich Reidy, US Security Segment Head of the Buildings business at Siemens Smart Infrastructure USA. “As a trusted and proven leader in the industry, Genea’s advanced platform and flexible technology align perfectly with our goal of offering cutting-edge, adaptable solutions for the future.”

Genea and Siemens first collaborated five years ago with the goal of enhancing commercial real estate operations. With Genea On-Demand HVAC and Genea Submeter Billing, property teams were able to drive significant energy savings and operational efficiencies.

This latest joint effort gives Siemens’ customers a flexible security solution that remains adaptable to the evolving needs of enterprises, universities, schools, healthcare facilities, commercial real estate properties and other markets.

“We are excited to once again collaborate with Siemens, a company that shares our dedication to innovation and excellence,” said Eric Moe, Senior Vice President of Sales, Security at Genea. “This latest endeavor that targets the physical security market allows us to pair with an industry leader and help more organizations transition to cloud-based security.”

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Johnstone Supply Ware Group Hosts Resideo Blitz Week on New FocusPro Thermostats

During the last week in November, Johnstone Supply Ware Group hosted a Resideo Blitz Week at all of their locations.

There were great deals on their new FocusPro line of thermostats and double ProPerks points on select Resideo products, as well as a great crew to update you with their incredible portfolio of products!!

Daniela Barbar and Erik Johns of Resideo had on display the new FocusPro thermostats and all of the new Resideo products available at Johnstone Supply. They gave product demonstrations and

helped contractors get set up with their new FocusPRO thermostats.

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

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Erik Johns of Resideo, Javier Mayor, Resme Reifsnider, Michael Weber, and Ramon Delgado of Johnstone Supply Ware Group Dania Beach



Javier Caban, Jennifer Shorrock, and Nelson Carrenza, of Johnstone Supply Ware Group Boynton Beach, with Erik Johns of Resideo



Erik Johns of Resideo, displaying the New Focus Pro line of thermostats at the Doral Johnstone Supply Ware Group location



Ozzie Sanchez of Johnstone Supply, Erik Johns and Daniela Barbar of Resideo, Jose of Guines AC, and Max Castellon of Johnstone Supply Ware Group

Aspen Manufacturing Unveils Enhanced Website for Improved User Experience



Humble, Texas, October 29, 2024 — Aspen Manufacturing, LLC (Aspen), one of the leading independent manufacturers of evaporator coils and air handlers for the residential and commercial heating, ventilation, and air conditioning (HVAC) marketplace in the U.S. and Canada, proudly announces the launch of its newly redesigned website. This upgrade offers a user-friendly, streamlined platform tailored to meet the needs of Aspen's customers, providing easy access to their full range of high-performance coils and air handlers.

The website overhaul includes enhanced navigation, making it simpler for users to find essential resources like technical documents, product details, warranty information, and company insights. Customers can now access everything they need with just a few clicks, ensuring a seamless and efficient experience.

“Our new website mirrors Aspen's dedication to delivering the same high-quality experience customers have come to expect from our products,” said Riley Archer, Vice President of Sales and Marketing. “We've modernized and improved every aspect—aside from keeping the same URL.”

Designed with the user in mind, the website's intuitive layout saves time and simplifies interactions, further demonstrating Aspen's commitment to innovation and customer satisfaction. With a fresh, modern look and enhanced functionality, the new site showcases Aspen's ongoing drive for continuous improvement and innovation in the HVAC marketplace.

For additional information, visit www.aspenmfg.com or email info@aspenmfg.com.

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Performance Pointers

By James Ball



What Is Building Commissioning?

This year I started a new career as a commissioning engineer for a national engineering firm. Working in the HVAC industry for 30 years and holding a professional engineering license uniquely prepared me to serve others in this field. In August, I passed the Building Commissioning Certification Board's rigorous Associated Commissioning Professional Exam. It is possible to teach an old dog new tricks. Hopefully you will allow me to continue to share my experiences. Measure, don't guess.

Commissioning, what is that? Over the past few months, I have been asked many times to define commissioning. Even my mom has asked me this a few times now. So, here is a quick overview.

Building commissioning is a quality assurance process that ensures a facility's systems are designed, installed, tested, and functioning as intended. It is a systematic approach used to verify that a building's systems meet the owner's requirements for performance, energy efficiency, and operational

reliability.

Below are some organizations who have developed building certification programs that define the methods and processes used to certify a building. 1) Building Commissioning Association (BCxA) 2) American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) 3) Association of Energy Engineers (AEE) 4) AABC Commissioning Group (ACG) 5) National Environmental Balancing Bureau (NEBB) 6) U.S. Green Building Council (USGBC)

Each organization trains and tests individuals to certify they are qualified to commission buildings to their standards.

Building commissioning is much the same process that takes place for a ship. Ship commissioning happens after the build is completed. The ship is launched, and all its systems and controls are tested live during a shakeout operation.

All of the systems aboard the boat or building

need to function properly and work together.

Recently a building was turned over to us for functional testing which is the final step to complete the commissioning process. Everything seemed to be working fine except we found the building automation system did not have a schedule programmed. The building worked great, just 24 hours a day every day, forever. Imagine the first power bill for this building!

You can see how this small issue can create rather large, and expensive consequences. Most buildings have at least temperature control, humidity control, lighting management, emergency power, domestic water, drainage, and a sewage system. Remember, each system must perform and work together.

The Goals of Commissioning

1. Operational Performance: To confirm that all systems—like HVAC, electrical, plumbing, and lighting—work individually and as an integrated whole.

2. Energy Efficiency: Ensuring systems are optimized to reduce energy waste and meet sustainability goals.

3. Owner Satisfaction: Verifying that the building meets the owner's needs and expectations in terms of comfort, functionality, and long-term reliability. Did the owner get what they paid for?

Commissioning begins as early as the design stage and carries throughout the construction or replacement process. The following details what I am talking about:

Key Stages in the Commissioning Process

1. Design Phase:

- The commissioning agent meets with the owner to understand the Owners Project Requirements (OPR).
- The commissioning agent collaborates with the design team to incorporate the OPR for performance goals and quality benchmarks into the construction documents.
- The agent then reviews drawings and specifications to identify potential issues early.

2. Construction Phase:

- The agent reviews submittals to verify conformance with the design.
- He or she ensures equipment delivered to the project is the approved equipment for the project.
- Then the agent verifies that systems are installed as specified.
- And the agent's final construction phase job is to oversee pre-functional testing to ensure individual components, like chillers, boilers, and air handlers, are operating as expected.

3. Functional Testing:

- This is where the magic happens! The systems are tested under real-world conditions to confirm they work both independently and as part of an integrated system (e.g., HVAC, lighting, and controls working in harmony). Yes, I sit on every toilet.
- The agent tests every sequence of operation in the design. Deficiencies are reported to the team and re-testing may be required.
- Then the agent issues a Commissioning Report to confirm the building meets the OPR.

4. Occupancy and Beyond:

- Here is where the rubber meets the road. Commissioning doesn't end with the building commissioning. It should include training for facility managers and delivering comprehensive documentation.
- Finally, the commissioning agent conducts follow-up inspections to ensure long-term performance and resolve any post-occupancy issues.



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Houston Astros Announce New Ballpark Naming Rights Partnership with Daikin Comfort Technologies



Jim Crane, Owner, Houston Astros; Satoru Akama, Jiro Tomita, and Takayuki “Taka” Inoue, of Daikin Comfort Technologies North America Inc.

WALLER, Texas, November 18, 2024 – The Houston Astros and Daikin Comfort Technologies North America, Inc (Daikin) today announced they have reached an agreement on a 15-year, exclusive naming-rights partnership that brands the home of the Astros as Daikin Park.

The agreement, effective January 1, 2025, will run through the 2039 season, and includes official naming rights, other partnership benefits, and giving back to the Greater Houston community through educational programming and youth sports development in underserved communities.

Daikin Industries, Ltd. (DIL) is a leading global indoor comfort solutions provider with over 98,000 employees around the world, and over 22,000 employees across Daikin group companies in the U.S. The company was founded in Japan on Oct. 25, 1924, and recently celebrated its 100th anniversary.

Daikin constructed and operates a 4.2 million square-foot campus, the largest HVAC manufacturing facility in North America (Daikin Texas Technology Park), located in Waller, Texas, a part of the Greater Houston community. Daikin provides jobs for approximately 10,000 people in the Greater Houston area.

In addition to Daikin products, the company also provides Goodman, Amana®, and Quietflex brand products, three of the most well-known and respected brands for HVAC in North America.

“We are excited to be partnering with Daikin for our ballpark’s naming rights,” said Jim Crane, Owner and Chairman of the Houston Astros. “Daikin is an international company that proudly calls the Greater Houston area its North American home. The Houston Astros and Daikin share the same values, a commitment to excellence and a desire to give back to our local community. As we celebrate the 25th anniversary of this ballpark in 2025, I am proud to have Daikin alongside us to create even more special memories for our fans now and in the future.”

The partnership strengthens both organizations’ shared vision and long-standing commitment to the Houston community and broader region.

“Daikin is a well-known brand all over the world and enjoys a reputation for innovative quality products and outstanding customer service,” said Satoru Akama, President and Chief Executive Officer, Daikin Comfort Technologies North America, Inc. “We are thrilled to partner with the Houston Astros in building a premier position based on our shared values of excellence, in both sports and community leadership.”

Through this partnership, MLB audiences in markets around the world will begin to see the reputation Daikin has built over the last 100 years and their commitment to excellence.

“The Astros are the pride of Houston, an organization that has built resiliency in hard times, and have succeeded to be a winning team. The coming together of both our organizations is a symbol of our love for our hometown and the communities of the Greater Houston area,” said Takayuki “Taka” Inoue, Executive Vice President and Chief Sales and Marketing Officer, Daikin Comfort Technologies North America, Inc.

Overall, Daikin has invested more than \$1 billion in the Houston area, including more than \$500 mil-

lion in building Daikin Texas Technology Park. Also, in August 2024, Daikin launched an initiative with the City of Houston to equip low-to-moderate income homes with advanced air conditioning and heating solutions, providing more comfort and energy efficiency for homeowners. Daikin is always looking for new ways to support their community and to create innovative technologies, with an unwavering commitment to making sustainable and responsible choices.

“Daikin fit all of the criteria we set out to find in a naming rights partner,” said Matt Brand, Senior Vice President, Corporate Partnerships and Special Events, Houston Astros. “Their name and reputation fit our iconic downtown Houston home, and their values mesh perfectly with those of the Astros. We are grateful to partner with the entire Daikin team and to help them succeed in their business goals. Daikin Park will be a special place for our fans for many years to come.”

The partnership between the Astros and Daikin will enable the franchise to continue to invest in stadium amenities, as the organization is always looking to improve and make the gameday experience better

for all fans. The partnership also includes community initiatives aimed at continuing and creating deep connections between the Astros, Daikin and the Houston community.

Daikin will take over the naming rights to the Astros’ downtown Houston stadium, beginning January 1, 2025.

The stadium had been named Minute Maid Park since 2002. Minute Maid will continue to be a partner of the Houston Astros through 2029.

“We want to thank Minute Maid and The Coca-Cola Company for their longstanding commitment to our ballpark,” said Jim Crane, Owner and Chairman of the Houston Astros. “Minute Maid came on board at a very critical time in our history and we are thrilled they will continue to remain a partner of the Astros for many years to come.”

The first game at Daikin Park will be played on Monday, March 24, 2025 as the Astros host Triple-A affiliate Sugar Land in an exhibition game. The Astros will then open the 2025 regular season on Thursday, March 27, 2025 at 3:10 p.m. against the New York Mets at Daikin Park.

A promotional advertisement for Arco Supply, Inc. featuring four men standing behind a large roasted pig. The men are wearing blue shirts and aprons with the Arco Supply logo. The pig is decorated with holly leaves and red berries. The background is a warehouse setting with colorful Christmas lights hanging from the ceiling. The text "Arco Supply, Inc. Christmas Pig Roast" is written in a large, stylized font across the middle. Below it, the date and time "Thursday, December 19, 2024 12-2PM" are displayed. At the bottom, there is a message inviting customers and friends to join for the annual Cuban Pig Roast, along with the company's contact information and a 45th anniversary logo.

Arco Supply, Inc.
Christmas Pig Roast
Thursday, December 19, 2024
12-2PM

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TruTech Tools Promotes Sue Bertsch to VP & GM, Enhancing Operational Excellence



Sue Bertsch

Mogadore, OH - TruTech Tools, LTD, a leader in HVACR and Building Performance products, is thrilled to announce the promotion of Sue Bertsch to Vice President and General Manager, marking a pivotal moment in the company's continued growth and success.

"Sue's diverse background and deep commitment to the Entrepreneurial Operating System (EOS) are critical to our ongoing success as a family-owned business," said Bill Spohn, President, CEO & Owner of TruTech Tools. "Her leadership, combined with her hands-on approach, inspires our team, and her dedication has been instrumental in driving our vision forward."

With over 20 years of leadership experience across industries, Sue brings a wealth of operational and management expertise to TruTech Tools. At

DRB Systems, she successfully led multi-million-dollar inventory operations and optimized cross-functional teams. In previous roles at companies like Securitas and Diebold, she built a solid foundation in program management, strategic leadership, and customer service—skills that make her an invaluable addition to our leadership team.

As a former small business owner, Sue also understands the unique challenges and opportunities TruTech Tools faces, bringing a perspective that aligns perfectly with our entrepreneurial spirit.

Bill continues, "Sue's relentless energy and fresh perspective the past two years as Sr. Operations Manager have been key as we evolve to meet the growing needs of our market and customers. Her alignment with our core values ensures we continue to achieve our goals."

For more information, contact TruTech Tools, LTD, 3425 Gilchrist Road, Suite B, Mogadore, OH 44260, call (888)-224-3427, fax (866) 694-8655, e-mail marketing@TruTechTools.com

Founded in 2007, TruTech Tools has become a trusted online resource for HVACR and Building Performance professionals, offering a curated selection of tools and training materials designed to improve efficiency and performance."

HARDI Distributors Report 1.6% Revenue Increase in September

COLUMBUS, November 6, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 1.6% during September 2024. The annual sales growth for the 12 months through September 2024 is an increase of 2.3%.

"1.6% sales growth looks modest versus the soft prior which was off by 4%," said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. "When we adjust the recent monthly performance for the same number of billing days, the three-month average monthly sales growth was in the 2% area at the beginning of the year and about flat during August and September."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 38 days during September. "The post-Covid DSO for September has been in the 41 to 42-day range the past few years," said Loftus. "The DSO this summer has been brisk. That healthy performance is consistent with the performance of our economy."

"There is talk of an economic soft-landing, and that is one way of describing the performance of this annual sales growth chart at the beginning of the year," said Loftus. "That may have been a soft landing, but the results this summer do not indicate a take-off is on the horizon."

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

HARDI is the single voice of wholesale distribution within the North American and Latin American HVACR markets.

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



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Warming Hearts and Homes: Thank you for a Wonderful Year

As the year comes to a close, we want to extend our heartfelt thanks to our incredible team for their hard work and dedication in the HVAC industry and to our valued customers for their trust in our products and services. It's been a pleasure getting to know so many of you, as we've helped to keep homes and businesses, comfortable, compliant and efficient together. You've made this year a great success, and we look forward to continuing to meet your HVAC needs in 2025. Wishing you all joy, peace, and a prosperous new year!



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Oldach Distributors Hosts A2L Refrigerants Seminars at all Florida Locations

On November 12-14, from 9 AM to 12 Noon, Oldach Distributors hosted A2L Refrigerants Seminars that were held at each location starting with Orlando, then Kissimmee, and finishing up in Tampa.

Breakfast and lunch were provided at each location. The first topic that was discussed started with an introduction to refrigerants and their importance in HVAC. Included was the history and evolution from CFC's to HFO's refrigerants with their classification and molecular structure, and current and future transition to low GWP refrigerants.

Jayson Espinal of Oldach explained why we are moving into A2L refrigerants because of international and local regulations and the AIM act HFC phase down.

Next up was the Safety, Handling, Storage, and Transportation of A2L Refrigerants, that they are classified as a mild flammability substance. A comparison was revealed on 410A versus R32, versus 454B.

The seminar finishing up with discussing A2L compatible tools. Jayson Espinal of Oldach went

over the A2L tools available and invited Toby Diaz of Yales to give a product demonstration of the new REMS Pipe Press Fittings tool, and all the benefits it provides.

Oldach, is committed to support their valued customers, with quality products within the latest advancements in technology, aggressively addressing the needs of the HVAC industry with complete support of the manufacturers they represent, inspiring confidence in every purchase their customers make.



Oldach Distributors in Orlando had the greatest turnout for the A2L Refrigerants Seminar!



Jayson Espinal, Oldach Technical Support, showed that A2L Refrigerants have left handed fittings by design for safety



Toby Diaz of Yales, and Alejandro Billoch of Oldach spoke with the A2L attendees about the REMS Pipe Press Fittings



Jorge Olmo, Moses Martinez, Fernando Garcia, Yelitza Rodriguez, Christina Ramos, and Jose Ramos of Oldach Orlando



Jayson Espinal, revealed to the Tampa attendees that the first commercial refrigerant in 1834 was flammable, and used in making ice



Jayson Espinal, Oldach Technical Support, went over several of the approved A2L tools that are available



Jayson Espinal, Oldach Technical Support, stated that working with A2L Refrigerants, you must use PPE safety equipment in compliance with OSHA



Alejandro Billoch of Oldach spoke about A2L ready tools that reduce the risk of ignition and sparking



After the Refrigerants Seminar, a written test was administered which is required by the state



Efrain Carrasquillo, Jesus Quiles, Hector Cotto, Anthony Diaz, Eric Diaz of Oldach Kissimmee



Breakfast and Lunch were served at all A2L Refrigerants Seminars hosted by Oldach Distributors



Branch Manager Jesus Quiles, welcomes a full house at Oldach Distributors in Kissimmee for the A2L seminar



Toby Diaz of Yales, conducts an A2L tool product demonstration on the REMS Pipe Press Fitting Battery Powered Tool (No welding)



Oldach Distributors in Tampa had a great turnout for the A2L Refrigerants Seminar



Alejandro Billoch of Oldach revealed that R32 refrigerant has zero ozone depletion, GWP of 675, and superior energy efficiency

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Klein - 56403

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Klein - 33804

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CPS - VPBM6V

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DEAL 7

CPS - MT2H7P5

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DEAL 8

Yellow Jacket - 93870

7 CFM Vacuum Pump A2L "Bullet-DC" Ritchie



DEAL 9

Yellow Jacket - 42036

Series 41 A2L Manifold w/3 pk (RYB) Hoses



DEAL 10

Yellow Jacket - 40881

TitanMax Manifold, Vac Sensor/Titan Temp Clamps



DEAL 11

NAVAC - NP4DLM

BreakFree® Cordless Vacuum Pump, 4 CFM



DEAL 12

NAVAC - NEF6LM

BreakFree® Power Flaring Tool, 3/4" Max OD



DEAL 13

UNIWELD - A2LSM5BV

A2L Spirit Alum Manifold 2-Valve, 3-1/8 Gauges



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UNIWELD - MEPK14

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SFACCA November Dinner Meeting on Blower Door Testing



Anthony Merkel and Miguel Castillo of Advanced Works Vans (L&R), Luis China of Saez, Scott Behanna of Behanna-McLaughlin, Andres Ponce of AMP Strategic

The SFACCA Dinner Meeting was held on November 6th at 5:30 p.m. at Galuppi's. The topic was Blower Door Testing. More and more building codes around the country are starting to require air infiltration assessments via blower door testing and duct leakage testing to improve efficiency and human health. Guest Speaker was Michael A. Lotesto of Seaside Services. The SFACCA December Casino Night is coming up December 11th at 6pm, at Tropical Acres. Enjoy good food, drinks, prizes and a variety of casino games -- your winnings become raffle tickets so you can win prizes! It's always a fun evening -- spouses and guests, welcome!



Ed Lawton of Enterprise with Charles Tino and Petrina Tebor of Air Duct Aseptics



Howard Pearl and Orlando Diaz of Pride Air Conditioning



James Clark and John Marinello of Pyke Mechanical with Scott Adelman of Seaside Services



Galuppi's prepared a delicious buffet that SFACCA members enjoyed



Anthony Merkel of Advanced Works Vans shared with the members some new products available for their work trucks



SFACCA meetings are a great place to network with other HVAC industry professionals



Stacey Miller of SFACCA going over the upcoming events



Bob Volin of Air Designs Concepts touched on the proper method of Performing A/C Load Calculations



There was a good turnout for the SFACCA November Dinner Meeting



Guest speaker was Michael Lotesto of Seaside Services who spoke on the topic of Blower Door Testing

Thank you to all our customers, distributors and manufacturers for your support in 2024.

Merry Christmas and Happy New Year!



Tim Roberts - Andrea KirkPatrick - Michael Hollis - Jonathan Freyre
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Introducing National HVACR Educator Day Honoring the Backbone of Our Industry

The HVACR industry thrives on precision, innovation, and adaptability. While advanced technologies and cutting-edge tools often take center stage, the real foundation of progress lies with the educators and trainers who shape the next generation of skilled professionals and help our industry veterans stay current on emerging technologies. To celebrate their dedication and indispensable contributions, HVAC Excellence proudly announces the establishment of National HVACR Educator Day, to be celebrated annually on the first day of the National HVACR Education Conference, which falls on March 16th in 2025.

Behind every thriving HVACR educational/training program stands an exceptional instructor—a mentor bridging the gap between intricate technical systems and practical application. HVACR educators not only teach essential skills but also cultivate confidence, professionalism, and a commitment to excellence in their students and customers.

Being an HVACR educator is a commitment to lifelong learning. As technologies evolve, instructors dedicate themselves to staying current through continuous professional development, ensuring their students are prepared for the challenges of tomorrow.

On National HVACR Educator Day, we shine a spotlight on the Certified Master HVACR Educators (CMHEs)—a distinguished group of instructors who have achieved mastery in multiple HVACR disciplines. These educators set the gold standard, combining technical expertise with an unmatched ability to inspire and empower their students.

Through rigorous certification, CMHEs demonstrate a deep understanding of their field and a dedication to teaching excellence. Their work not only shapes individual careers but also strengthens the entire industry.

Each year, HVAC Excellence and TruTech Tools host the Top Instructor Contest, an initiative that highlights the transformative role educators play in the industry.

Winners are celebrated during the National HVACR Education Conference, where the top 25 instructors names are listed on a commemorative T-shirts and well-deserved recognition for their influence and impact.

On March 16, 2025, join us in honoring the unsung heroes of the HVACR world. Here's how you can participate:

- Show Appreciation: Organize recognition

events to celebrate the instructors shaping the future of HVACR.

- Share Stories: Use social media to spotlight inspiring educators and their achievements.
- Support Professional Growth: Offer resources or scholarships to enable instructors to stay ahead of industry advancements.
- Celebrate with Us: Attend the National HVACR Education Conference to recognize and connect with the industry's leading educators.

An HVACR educator's influence extends far beyond the classroom. By training skilled professionals, driving innovation, and ensuring the industry's future, they leave a legacy. As we celebrate National HVACR Educator Day, let us express our gratitude to these champions of the trade and recommit to supporting their vital role in shaping the next generation of HVACR leaders.

Mark your calendars and join us on March 16, 2025, as we honor the educators who power the HVACR industry's success.

For more information about National HVACR Educator Day visit <https://hvacr.elearn.network/pages/national-hvacr-educator-day>.

Thanks Dave! For Making A Difference



Dave Schopp
19 Years Leone Green & Associates

After 19 years with Leone Green & Associates and 34 years at Pioneer Metals-Goodman, Dave Schopp has officially retired as of June 30. Over the course of his distinguished career, Dave has made countless contributions to both organizations, distributors and contractors all while building strong relationships and leaving a lasting impact on all who had the pleasure of working with him.

As Dave transitions into retirement, he is looking forward to spending time between South Florida and Nashville, TN. He is excited to enjoy the next chapter of his life with his lovely wife Jeannine, filling their time with new adventures, relaxation, and quality time with friends and family.

Please join us in congratulating Dave on his well-deserved retirement. We wish him all the best in this exciting next chapter of life!



Copeland and Daikin Announce Joint Venture to Bring Inverter Swing Rotary Compression to the U.S.

ST LOUIS AND OSAKA (November 26, 2024) – Two of the HVAC industry's global leaders, Copeland and Daikin, have announced a joint venture for Copeland to bring Daikin's inverter swing rotary compressor technology to the U.S. residential segment. Daikin's innovative inverter swing rotary technology complements Copeland's portfolio and delivers substantial benefits including reduced energy usage, cost savings and enhanced reliability. The joint venture is expected to become operational by the first half of 2025 following receipt of customary regulatory approvals.

This agreement leverages Copeland's market leadership, deep industry expertise, and robust technical support alongside Daikin's proven inverter swing rotary compressor technology. Together, they will provide U.S. residential HVAC customers with the most efficient solutions tailored to meet specific application needs. This collaboration plays a pivotal role in accelerating the shift to energy-efficient heat pumps, meeting both environmental goals and regulatory requirements.

Under this agreement, a joint venture will be established in the United States, which will be specific to sales of inverter swing rotary compressors into the U.S. residential market, with Copeland holding a majority share. In the initial phase, this agreement will focus on providing test samples of Daikin's inverter swing rotary compressors to Copeland's U.S. customers to facilitate swift adoption and evaluation. Copeland will provide the sales and technical support. In the future, the companies plan to explore establishing a dedicated manufacturing facility in North America to ensure a stable supply of the high-performance compressors.

This agreement also enhances Copeland's compressor offerings for the U.S. residential HVAC market, allowing the company to address a wider range of customer needs as the industry shifts toward electrification and decarbonization.

"This joint venture will further expand and complement the Copeland portfolio, allowing us to offer an extended range of compressor technology for residential HVAC applications in order to meet a broader range of customer needs as the market moves towards higher levels of efficiency, lower-GWP refrigerants, and the electrification of heating," said Ross B. Shuster, CEO for Copeland.



Tropic Supply Ruud A2L Training: Learn Best Practices for Sensor Operation and Installation

During the first three weeks of November, Tropic Supply hosted the Ruud A2L Sensor Operation and Installation Best Practices Training throughout the state of Florida. **Attendees learned:** 1. Nomenclature and features of Ruud's new A2L residential product line. 2. How different types of A2L sensor technologies work. 3. Best practices for relocating A2L sensors based on product application. 4. Understanding the correct wiring methods to ensure safe and effective installation. 5. How to interpret A2L sensor alarms, thresholds, and required responses. 6. Troubleshooting tips on how to identify and fix common A2L sensor issues.



It was a full house at the Tropic Supply Ruud A2L training being held at The Westin Fort Lauderdale.



Before the training sessions, attendees enjoyed breakfast and a tradeshow showcasing the latest A2L-compatible tools.



Aaron Romig and Joe Zvolenski of Tropic Supply



Rob Howard and Ryan Reynolds of EV Dunbar Company showcased Honeywell Refrigerants and Yellow Jacket A2L-compatible tools.



At the Ruud A2L Training in Jupiter, Wade Hadaway of Ruud explained correct wiring methods to ensure safe and effective installations.

Instructors: **Jamie Fore**, District Technical Representative, Ruud, With an extensive background in Ruud products dating back to 2004, Jamie served as a Distributor Service Coordinator for 15 years, where he provided training and technical services. **Wade Hadaway**, District Sales Manager, Ruud. Wade has extensive experience with Ruud products, having worked as a Ruud service technician and installer in the Metro Atlanta area. Wade accepted a position as a District Sales Manager for Ruud. **Tod Sutherland**, HVAC Sales Consultant,



Jaime Fore of Ruud gave some troubleshooting tips on how to fix common A2L sensor issues.



Rafael Ramirez of Tropic Supply welcomed attendees to the A2L training and introduced the speakers.



Wade Hadaway of Ruud discussed the nomenclature and features of Ruud's new A2L residential product line.



Nick Vosburgh of AMP Strategic with Brian Sarske of Bid Equipment talking about the Fieldpiece product line.



Rafael Ramirez, Lidia Roque, and Vielka Escovar of Tropic Supply

Tropic Supply. Tod has 38 years of experience in the HVAC/R industry. He began his career in 1986 as a Counter Sales representative. **Tim Murphy**, Technical Support Specialist, Tropic Supply. Tim Murphy is a technical support specialist providing over-the-phone tech support, product training, and job site consultations. Tim holds a State A License as a HVAC contractor and has been in the field most of his life. Please visit www.tropicsupply.com/eventscalendar for additional trainings and in-store events throughout the year!



Scott Hall of Hall joined Timothy Murphy of Tropic Supply during a product demonstration, showcasing the latest tools and techniques to enhance HVAC performance and efficiency.



Thomas Gammino and Billy Derossi of Sunstate Air Conditioning with Marlon Perez of Target Sales.



Tod Sutherland of Tropic Supply conducted the A2L Training at Lively Technical College in Tallahassee.



Johanne Bueno of J. Nichols and Associates demonstrated INFICON and Spectrol products.



The Tropic Supply Ruud A2L training at the AC Hotel in Miami drew another full house of engaged attendees.



Message from FRACCA President Will Barnes



After serving three years as the FRACCA president, my tenure is coming to an end. During this time, we achieved significant milestones, including successful lobbying for critical changes in the industry that have improved standards and practices. It is crucial that we maintain this positive momentum with the incoming president, ensuring that our efforts continue to drive progress and innovation in the HVAC field. Together, we have set a strong foundation, and I am confident that the new leadership will build upon our successes to further benefit our industry and community. I want to extend my deepest gratitude to our board of directors and all the chapters for all your outstanding service and commitment to FRACCA. Your leadership, expertise, and tireless dedication have been essential to our growth and success.

Here is a recap of some of the big accomplishments over these last 3 years:

Legislative:

2023 Session Victories

HB 85 Causes of Action Based on Improvements to Real Property by Rep. Snyder – Support

FRACCA supports the process of bringing some needed improvements to the construction defect process in F.S 558. As this bill has seen around for multiple Sessions, FRACCA Supports the drop in statute of repose from ten to seven years, as well as clarifying when Statute of Repose starts with issuance of a certificate of occupancy or temporary certificate of occupancy.

HVAC Transfer of Manufacturer’s Warranty by Rep. Maggard – Support

HVAC systems are the key to being happy and comfortable in your home, but they are costly. So, it’s always a sweet deal when purchasing a new home with an AC that’s new, under warranty and included in the price. But none of that matters if the HVAC warranty doesn’t transfer between homeowners. When you purchase a new home with an existing HVAC system, you might not know that its warranty doesn’t automatically transfer over from the seller to you. Unfortunately, many homeowners do not discover that their HVAC warranty only transferred once they needed a repair. And because warranty companies aren’t obligated to honor your warranty if the paperwork isn’t up to date, you can have to pay out of pocket for repairs you thought were under warranty.

Solution: FRACCA proposes requiring manufacturers; warranties to be registered to the property and not the homeowner, eliminating the need for them must be transferred. Even when ownership takes over the home and building, the current time frame for the warranty stays in place. As well as require that the warranty automatically is triggered once the unit is installed by an HVAC Contractor and is documented via invoice or receipt to the customer.

2022 Session Victories

HB 263/SB 352 Construction Liens - PASSED

SB 352 revises the requirement to file a notice of commencement for the repair or replacement of an existing heating or air-conditioning system. Under the bill, such notices of commencement must be filed only when the direct contract for such work is more than \$15,000. The current exemption for such

contracts is capped at \$7,500. Law took effect on July 1, 2022

FRACCA 2024 Conference

It was the First time ACCA visited Florida and The Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) Educational Conference was held jointly with ACCA on March 12-14th, at The Sapphire Falls Resort in Orlando FL. The conference began with Ruth King on Monday and then a FRACCA board meeting. On Tuesday, CE class sessions ran throughout the day. The delicious lunch and Contractor Forum Panel was incredible. 2024/25 Officer and Delegates were introduced, and awards were presented prior to the Ruth King training session.

The Florida Welcome Party sponsored by ALLY was held on Tuesday evening, with over 100 vendors. Exhibits with 18 specific to Florida were open while everyone was having fun, refreshments, enjoying many delicious foods and networking.

On Wednesday, more class sessions were available to the conference attendees. After an amazing lunch, and Manufacturer Leadership Panel, a Town Hall was held to discuss Tallahassee, and the Capitol Legislative efforts and successes made possible by FRACCA and RSA Consulting Lobbying. Thanks for making the 2024 FRACCA and ACCA conference a success!

Please visit our website www.fracca.com to see the following events for FRACCA in years to come. 2025 FRACCA Cruise – Registration is still open

2026 FRACCA Bi-Annual Conference – details to follow

Fieldpiece Instruments Inc. Acquires Fieldpiece Australia Master Distributor

Orange, Calif. (November 12, 2024) – Fieldpiece Instruments, the leading manufacturer of HVACR tool and test instruments, today announced the acquisition of its Australian master distributor, Fieldpiece Australia, based outside of Sydney. The acquisition establishes a direct corporate presence in Australia and a foundation for further expansion in the Asia-Pacific region.

Since 2001, Steve and Vicki Hartelust have owned and operated Fieldpiece Australia and had tremen-

dous success introducing, positioning, and growing the brand. The Hartelusts’ decision to retire and sell the distributorship aligned directly with Fieldpiece’s global growth initiatives. They will aid the transition over the coming months as Fieldpiece integrates the business and hires a local management team.

“We are thankful to the Hartelusts for their dedication to the brand and the excellent job they have done building the market over the last 20 plus years,” said Jim Gregorec, vice president of business development

and licensing for Fieldpiece. He continued, “We’re eager to build on what they started by installing a local team and further exploring APAC opportunities.”

Fieldpiece is actively seeking a dynamic and experienced General Manager, located in Australia, to lead the new center of excellence and drive the next phase of growth. This role will be pivotal in steering strategic initiatives and overseeing daily operations. For more information, see the position listing on fieldpiece.com/careers.



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Digital Services: The Next Era of Ventilation, Air, and Refrigeration Technology is Here

Businesses today face numerous challenges, including cost pressures, sustainability demands, and a shortage of skilled workers. In this context, air conditioning and refrigeration systems play a critical role. They significantly contribute to operational safety, a comfortable working environment, air quality, and energy efficiency. While modern EC fans serve as essential components for efficient and reliable systems, optimal hardware alone is no longer sufficient to achieve substantial energy and cost savings or to meet increasingly stringent requirements. Digital solutions that integrate operational and environmental data with software and artificial intelligence provide a host of added benefits. ebm-papst's offerings now include the ebm-papst Service App for customers and installing partners, the digital platform epCloud, as well as accompanying basic functions and digital services.

To fully harness the benefits of digitalization, sensors and gateways are essential. These tools can even be retrofitted to existing systems, enabling digital networking in no time. Once connected, they facilitate the systematic collection of operating data, such as fan performance metrics, air temperature, and humidity levels. Using this data and existing system information, systems can be optimized based on data-driven insights and conclusions.

By utilizing Intel- liGate gateways and the epCloud, users gain access to two base functions: Condition Monitoring and Cloud-2- Cloud Communication. These functions drive further energy savings and enhance operational reliability. In addition, ebm-papst offers three advanced Digital Services: Demand- Controlled Ventilation (DCV), Vibration Analysis, and Heat Exchanger or Filter Clogging Detection. DCV enables intelligent, demand- based operation of EC fans. For instance, the system can adjust fan speeds to maintain optimal indoor air quality or to match the precise air volume required. Vibration Analysis helps diagnose unwanted fan vibrations, enhancing operational safety. Meanwhile, Heat Exchanger or Filter Clog- ging Detection identifies clogging and facilitates predictive maintenance (e. g. cleaning of heat exchangers or replacement of filters), preventing unplanned downtime. This stream- lines the maintenance of

condensers, recoolers, or AHUs, ensuring continued efficiency and reliability.

Fan commissioning is set to become quicker and more cost-effective. With the ebm-papst 'Service App for customers and specialist partners' OEMs, installers, and fitters can manage the process effortlessly via their smartphones. Even complex systems can be configured in just a few clicks. The app supports real-time monitoring and diagnostics through Ethernet, Wi-Fi, GSM, and Bluetooth Low Energy. Additionally, it performs a multi-stage fan check automatically, summarizing the results in a clear, concise report.

ebm-papst has summarized more details on the solutions described, how the new Digital Services work, and the technical basics in a comprehensive white paper. It can be downloaded at ebmpapst.com/digital-services.

States Applying for Heat Pump Rebate Funds

Update (11-20-2024): According to the United States Department of Energy (DOE), Georgia has launched their HEAR and HOMES programs. Georgia became the 11th state with a launched IRA program. Kentucky, Ohio, and Texas have applied for their HEAR and HOMES programs. And Minnesota has applied for their HOMES program. The states and territories in total have applied for \$5.6 billion in funding. Update (11-7-2024): HEAR programs have now launched in Washington D.C. (D.C.) and Michigan. While Vermont, Maryland, and Pennsylvania applied for their respective HEAR programs. Additionally, HOMES programs were also launched in D.C. and Michigan. The State of Washington had their HOMES application approved. While Pennsylvania and Hawaii applied for their own HOMES programs. The states and territories in total have applied for \$4.5 billion in funding. All according to an application tracker published by the Department of Energy (DOE) for the HEAR and Home Efficiency Rebate programs (last updated on November 4, 2024).

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Performance Pointers

By James Ball

(continued from page 20)

Why Commissioning Matters

Without commissioning, buildings may underperform which can lead to:

- Higher energy bills.
- Uncomfortable occupants due to poor system operation.
- Increased maintenance costs from improperly installed or faulty equipment.

Commissioning provides peace of mind for building owners and stakeholders, ensuring their investment performs as expected from day one.

I hope you have found the information in this article interesting and useful. Next month we will discuss the importance of being prepared. How can you deliver High-Performance HVAC without preparation?

Thank you for your time reading this article this year. Take time this month to enjoy the season and your families.

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

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

Update: Court Overturns DOL Overtime Rule for Salaried Workers

Update (11-15-24): The U.S. District Court for the Eastern District of Texas has issued a ruling overturning the Department of Labor's overtime rule for salaried workers. The court ruling found that the Department improperly interpreted the Fair Labor Standards Act by eliminating the executive, administrative, and professional roles test in favor of a salary-only test. While the Department is allowed to appeal the decision to the Fifth Circuit, the incoming administration is unlikely to pursue the option.

FSLA also provides an exemption for highly compensated employees (HCE). The HCE threshold will be raised to \$132,964 on July 1, 2024, and then to \$151,164 on January 1, 2025 — a 41% increase from the current threshold of \$107,432. The first threshold is based on the current methodology, while the second threshold is set to the 85th percentile for full-time salaried workers nationally.

The final rule also implements automatic updates to both the minimum salary threshold and the HCE threshold, both of which will be increased every 3 years.

If you have any additional questions about labor regulations, please reach out to Alex Ayers, Vice President of Government Affairs for HARDI.







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Samsung Lennox HVAC North America Announces New Executive Leadership Appointments

Roanoke, TX: Samsung Lennox HVAC North America, an innovator in HVACR climate solutions with a focus on heat pumps, announces the promotion of Victor Gomez to Chief Executive Officer, following his tenure as Chief Operating Officer at Samsung HVAC America. Gomez is a seasoned veteran in the HVAC industry with over 20 years of experience, previously serving as Senior Vice President at Fujitsu General America, Inc. He holds a bachelor's degree in electrical engineering and a MBA in Marketing from Thomas Edison State University. As CEO, Gomez leads key business initiatives, operational activities, and executes on the company's growth strategy.

"I am honored to have the support and trust of the Samsung Lennox HVAC JV Board of Directors as I assume this role," stated Victor Gomez, Chief Executive Officer of Samsung Lennox HVAC North America. "We are at an exciting industry inflection point where the product categories the joint venture develops are ripe for growth due to a focus on sustainability and increased customer interest in ductless applications. Samsung Lennox HVAC North America is perfectly positioned to deliver the right solution for customers' HVAC needs."

In addition, Eric Scharnell joins the Samsung Lennox HVAC leadership team as Chief Financial Officer. Scharnell previously led finance for Advanced Distributor Products (ADP), a business unit of Lennox, and holds a bachelor's degree in accounting from the University of North Texas. His experience in financial planning, analysis, and strategic management will serve the company well. As CFO, Scharnell leads the company's financial activities while driving technological advancement and process improvements.

"Victor and Eric bring extensive knowledge of the HVAC industry and a track record of growth execution to the joint venture," said Lennox Chief Executive Officer, Alok Maskara. "I look forward to working with them as we grow in the ductless AC and heat pump product categories."

KS Choi, Chair of the Board of Directors for Samsung Lennox HVAC North America, expressed confidence in the new leadership team.

"With their combined industry expertise and leadership capabilities, Victor and Eric are well-positioned to guide Samsung Lennox HVAC North America to new heights," Choi stated. "We look forward to expanding our impact within the North America HVAC market, continuing to create value for our customers and partners under their leadership."

The two leadership appointments form the leadership foundation for the Samsung Lennox HVAC North America joint venture, which officially began on July 1, 2024. Together, Gomez and Scharnell will fulfill the company's mission of delivering eco-friendly products and services, while fostering a culture of collaboration and excellence.

As part of this partnership, Samsung Lennox HVAC North America also launched a new joint venture website. Visit www.samsunglennox.com to learn more.

Samsung Lennox HVAC North America was established in 2024, as a joint venture between Samsung Electronics and Lennox to provide innovative climate solutions to the HVACR industry in the United States and Canada. The joint venture brings together Samsung, a trusted global brand with 40 years of innovative HVAC technology, and Lennox, a North American HVAC original equipment manufacturer (OEM) and direct distribution leader, in a partnership that will provide outstanding heating and cooling solutions to customers. For more information about Samsung Lennox HVAC North America, visit www.samsunglennox.com.

Whether it's one room or many, new construction or a new addition, Samsung Lennox HVAC North America can provide an innovative heating and cooling solution that's perfect for your home. Samsung Lennox HVAC North America provides flexible, versatile HVAC solutions that are ideal for a wide range of buildings and workplaces. Give your customers the perfect comfort solution with our VRF systems that boast industry leading efficiencies and heating and cooling performance.



Carrier Controls Expert Expo 2024: Next Level Business Strategies and Celebrating a Decade of Expertise

KENNESAW, Ga., Nov. 14, 2024 — The 2024 Carrier Controls Expert Expo concluded recently in Savannah, Georgia, marking a milestone event for Carrier Controls Experts across the nation. Held from October 27th to October 30th, this year's Expo, themed "The Next Level," focused on empowering our Controls Experts with innovative strategies to elevate their businesses using Carrier Controls. Over 290 attendees from 11 countries were present. Carrier Corporation is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

The event gathered industry leaders, sponsors, and participants for two days of action-packed meetings followed by a day dedicated to fun team-building activities. In support of Breast Cancer Awareness Month, Carrier staff wore pink shirts to kick off the event. The Expo featured an impressive lineup, including a keynote address on construction trends and a dynamic panel discussion with industry experts exploring vertical markets. Attendees had the opportunity to engage in 10 informative sessions and 16 breakout sessions, making it a truly enriching experience.

The 10-year anniversary of the Controls Expert Program was also a focal point of the event. The Controls Expert Program, which trains and certifies Carrier sales offices and mechanical contractors to become experts in building automation and controls, now boasts over 625 Controls Expert contracting companies globally.

"The 2024 Carrier Controls Expert Expo represents not just a decade of the Controls Expert Program but a future bright with potential", said Mark Jones, Controls Business Manager, Carrier. "By equipping our Controls Experts with cutting-edge tools and sales strategies that help them integrate building automation and controls with their HVAC equipment offerings, we are committed to helping them drive innovation and success through HVAC system selling. This event exemplifies our dedication to fostering a community of excellence and collaboration."

A highlight of the Expo was the state-of-the-art product showcase, where guests experienced live product demonstrations and interacted with product experts. Featured products included Carrier's complete portfolio of control solutions: the i-Vu® building automation system, the ClimaVision light commercial control system, and Connect Wi-Fi thermostats. TruVu controls were also on display, as well as Abound Predictive Insights, a digital solution that enables smarter, more predictive service to optimize equipment health and performance.

For more information on Carrier Control solutions and the Carrier Controls Expert Program, please visit carrier.com or contact your local Carrier Controls Expert.

Malco Tools Selects Counterperson of the Year 2024



Philip Laiche of A/C Supply Inc.

ANNANDALE, MINN. (Nov. 12, 2024) — Malco Tools, one of the nation's top manufacturers of high-quality tools for the HVAC and building construction industries, announced that Philip Laiche of A/C Supply, Inc. in New Orleans, won the company's 2024 Counterperson of the Year contest.

As Counterperson of the Year, Laiche exemplifies the same values that make Malco great: dedication to excellent customer service and going above and beyond to ensure contractors have the Malco tools they need to get the job done. Laiche won a prize of a \$500 gift card, plus a Malco golf shirt and hat.

"Philip is naturally a problem solver who provides recommendations that meet the unique needs of each customer and for our company," said Mindy Rigney, Laiche's nominator. "Philip's commitment to service and his genuine passion for helping customers make him an invaluable asset to the team."

"We are proud to recognize Philip for his service-oriented attitude and extensive product knowledge to ensure every customer gets what they need," said Rebecca Talbot, vice president of marketing at Malco. "We appreciate his exceptional dedication to customer service and applaud his efforts over the past 20 years with A/C Supply as this year's Counterperson of the Year!" For more information about Malco Tools, visit www.malcotools.com.

Malco Tools, Inc., based in Annandale, Minnesota, is one of the nation's leading solution developers and manufacturers of a variety of high-quality specialty hand tools for the HVAC and building construction trades. Backed by over 75 years of history, these specialized tools are built to last, rigorously tested and backed by a limited lifetime warranty. Malco earned a Manufacturing Excellence Award from Twin Cities Business Magazine in 2022 and was named the Medium Manufacturer of the Year in 2018 and 2024 by the Minneapolis/St. Paul Business Journal.

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JOHN 12:46

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Johnstone Supply / Florida	B12
Johnstone Supply / Ware Group	2
Leone Green & Associates	14
McDaniel Metals	22
NAVAC	B7
Oldach USA	13
Pipe Prop	16
Quietflex Manufacturing	20
RGF Environmental	11
Ron McLaughlin & Associates	18
Saez Distributors	17
SmartSnakes	12
Source 1 / York	7
The Metal Shop	3
Tropic Supply	B1
Venstar Thermostats	B2
Winsupply	15

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