

TODAY'S A/C

& REFRIGERATION NEWS

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ASHRAE Miami Chapter 2024 Annual Holiday Social at Batch Gastropub Brickell (see page B7)



PBACCA Celebrates their 60th Anniversary at the Stadium Grill in Jupiter (see page B5)



SFACCA Annual Holiday Party & Casino Night at Tropical Acres in Ft Lauderdale (see page B3)



Arco Supply Hosts Annual Christmas Pig Roast (see page 18)



RGF Hosts 2024 Christmas Party in Riviera Beach (see page 6)

The World's Largest HVACR Marketplace is in Orlando next Month



Jeff Schlichenmeyer
Publisher

Do not miss your chance to attend the 2025 AHR Expo to be held at the Orange County Convention Center in Orlando on February 10-12.

Manufacturers and suppliers from around the world will unveil the latest additions

to their product line-ups, demonstrate what is new and innovative about the technologies, provide product details, and answer questions. It's no secret that both company and career success are built on personal relationships.

The AHR Expo attracts the top minds in the industry to keep you current on everything HVACR. In addition to the latest products and technology, you will be able to explore trending topics in all sectors of the industry including AI and controls, decarbonization,

plumbing & hydronics, heat pumps, refrigerants, workforce development, business and professional growth, and much more.

The AHR Expo will bring you face-to-face with the entire spectrum of HVACR industry professionals in order to maintain and grow existing relationships, and open doors to new networks and channels.

Led by experts, the Education Program features 100+ free sessions on today's best practices, industry trends, tips for improved ROI, and ways to boost your professional growth. Sit in on rapid-fire 20-minute presentations of new products and tech directly from manufacturers booth.

The AHR Expo is co-sponsored by ASHRAE and AHRI and is held concurrently with ASHRAE's Winter Conference. The show will be held at the Orange County Convention Center in Orlando on Monday, Feb 10, 2025, 10am-6pm, Tuesday, Feb 11, 10am-6pm, and Wednesday, Feb 12, 10am-4pm.



R-32 Refrigerant The Low GWP, HFC Refrigerant Replacing R-410

by Bruce H. Heberle, Eastern US Regional Business Director, Chem Penn Refrigerants

The US market has begun the transition process to R-32 and other low GWP refrigerants. R-32 is the most balanced refrigerant in terms of environmental impact, energy efficiency, safety and cost effectiveness of the refrigerants chosen to replace R-410a. The refrigerant can reduce electricity consumption up to 10% compared to air conditioners that used R-22. The GWP number of 675 is about 1/3 lower and has a lower environmental impact than the GWP of 2088 that R-410a refrigerant has.

R-32 is not a new refrigerant and is one of the most popular refrigerants in the world. R-32 has been in use in Asia and Europe for decades. The country of Japan has had units running on R-32 since November 2012. As of December of 2023, the belief is that approximately 280 million units of R-32 air conditioners are on the market in the world, achieving the reduction of approximately 450 million tons of carbon dioxide.

While you may not be aware of it, you already have some R-32 in the back of your service vehicle or stored in your warehouse. Remember, that R-410a is made up of both R-32 and R-125 refrigerants. R-32 is also a component in R-407c and is the dominant refrigerant in the new HFO know as R-454b. R-32 has a history and has been well accepted for over 10 years on the world stage.

R-32 is a single component refrigerant and not a blend, which makes it easy to recycle and handle. The new HVAC equipment we are using this year because of the Kigali Amendment to the Montreal

Protocol are designed to use A2L refrigerants while maintaining safety for technicians and homeowners alike. R-32 will deliver a slightly higher cooling capacity than the other new refrigerant, but the difference is very small. R-32 is easy to handle for installers and service technicians as it can be installed in both liquid and gas phases. Working pressures are similar to the pressures of R-410a. There is no need to worry about fractionation or temperature glide, since the refrigerant only has one component.

The only real downside to R-32 is its flammability rating of A2L. (A is for non-toxic. 2 stands for flammable. L stands for lightly.) Thus, A2L represents: Non-toxic, lightly flammable. If the refrigerant is not handled correctly and there is not sufficient air circulation around the flammability zone, there is a risk of ignition. With proper handling the risk becomes very small.

New guidelines and regulations have been put into place concerning packaging, shipping, handling and warehousing of refrigerants. Below are some of the rules going into effect with these flammable refrigerants.

- All R-32 refrigerant cylinders should have a red stripe near the top indicating this is a flammable refrigerant.
- All R-32 refrigerant cylinders should be stored with the vapor space in contact with the pressure relief device, unless the cylinder is under 1.2L*
- All R-32 refrigerant cylinders over 1.2L or 2.2lbs in weight are required to have a relief valve per DOT regulations. * (Not a rupture disc like the devices on R-410a and other non-flammable HFC refrigerants.)

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2025

HAPPY NEW YEAR



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Who Are Your Customers - Really?

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Reach her at ruthking@hvacchannel.tv.

Your 2025 marketing plan is actually two parts:
a: defining your true customer base
b: marketing to those customer segments.

Defining your customer base

Mike Ratchford, (mikeratchford50@gmail.com) one of the best marketing idea guys I know, and I came up with the "Bull's Eye" approach to marketing:

The Bull's Eye is your client base – these are people and companies who own a maintenance plan. They are loyal to you and you are loyal to them. They know and trust you. They will read your marketing messages in slow and busy times. Your clients are likely to buy as long as you give them a good reason to.

The next ring out is your customer base – these are people and companies who have purchased from you in the past; perhaps many times. There is NO loyalty. They may use you again. They may see a competitor's truck in their neighborhood and try that company the next time. They may read your marketing messages because they have familiarity with your company; especially when those messages are frequent (but not annoyingly constant). The goal is to turn customers into clients.

The third ring out is prospects – these are people who have communicated with in the past but have not purchased yet. They may have asked for a proposal, inquired about your pricing, seen a truck and called but not set an appointment, or received a marketing message from you in the past. They probably will not read marketing messages except in times of need.

The fourth ring out is suspects – these are people who may or may not know about your company but could be customers (age of home, income level, etc. are right). They have no trust, don't know you and

won't read your marketing messages unless it is hot or cold and they have a need.

Last is the general population – these are the people who may or may not ever use your company. They haven't heard about you. They may live in apartments or could never be customers. This is an unfocused group scattered throughout your marketing area and beyond.

Your marketing activities should start with clients and if there is enough money in the budget, move to customers, then to prospects, and if there is money left, then to suspects. Marketing to the general population is almost always a waste of money because the results are tiny. Leave general marketing to the manufacturers who have "big bucks" and can afford the expense of general population marketing.

Look at your client, customer, and prospect bases – how many people are in each category? This is the basis for your 2025 marketing plan.

Marketing to those customer segments

Many of you "try marketing." You decide to send a postcard, place an ad in a newspaper, or buy radio or television advertising. You do it once and when you don't get great results, you decide that "it didn't work." You are targeting the general population rather than your clients and customers.

Or, you put together a Facebook Fan Page, Instagram, LinkedIn or Twitter profile, and don't invest the time in these social media tools, and as a result, "marketing doesn't work."

You're right - if you do it once to the wrong customer segment. You have wasted your money and time. Marketing does take planning, a monetary investment, and tracking results.

One of my clients "bit the bullet" three years ago and put together a real plan and executed the plan. The first year the results weren't great. But, he kept

going. The second year the results were better. He was even more encouraged. The third year, this year, his comment to me was, "It takes three years to really see results." New customers, retained customers, and profits have increased dramatically. He's finally seeing the results of three years of effort.

A few of you love marketing and have invested the time and are seeing the results like my clients have. You know about patience. You probably don't say much because you don't want your competitors to start investing more marketing dollars and giving your customers another company to check out.

By now some of you are probably thinking, "I don't have the time to do all of this."

The really good news is you don't have to do the marketing yourself! Hire someone who can do it for you. Or, hire several people who can do it for you. Sometimes that person is your 20 something daughter who has grown up with social media and lives on line. And, your daughter probably knows more about your business than you think because she has listened to you talk about business at the dinner table.

Decide what you want to do which is determined by finding out how your customers prefer to be contacted (younger generation usually email and texts; older generation usually direct mail and newspapers); NOT by what you see your competition doing.

Remember to have patience when results aren't stellar the very first time. You will see results. Invest in marketing. It does work.

Take a simple Excel spread sheet – put the activities you want to do on the Y axis, segmenting by customer type, and the weeks of the year on the X-axis. Then put an "x" in the box of the week you will execute a marketing activity.

Post this sheet to remind you (and everyone who sees it) what the marketing plan is for 2025

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Shearer Supply is Making an Impact in North Florida



Everyone had a blast at a recent TopGolf event in Jacksonville



Matt and Jennifer Beaudry with B-Cool Air & Heat with Michelle Rodrigues, CEO of Shearer Supply

Shearer Supply is excited to inform you that they will soon be open to serve you on January 2, at 7380 Philips Highway, Suite 401, Jacksonville, FL 32256 as the American Standard Distributor for the Northeast Florida market.

Patrick O'Grady is the Jacksonville Branch Manager and can be reached by email pogrady@shearersupply.com or call him at 904-250-0500. Tim Crouch has been named the Sr. Director of Sales of Northeast Florida, many of you know Tim over the last 20 years that he has been serving the Northeast Florida market. Tim's contact information is tcrouch@shearersupply.com.

Shearer's nearby branches in Tallahassee, FL, Valdosta, GA, and Savannah, GA will work to sup-

ply you the inventory you need.

Gainesville, Florida is our next stop as we continue to canvas the area for a location that is suitable and this is just the beginning as Shearer sees the Northeast Florida market as a multi-branch market.

Shearer serves customers from 34 branches across Texas, Oklahoma, Arkansas, Tennessee, Louisiana, Georgia, Alabama, and Florida, and is headquartered in Dallas, TX.

Shearer has been an American Standard distributor for nearly 40 years, and its core product lines include American Standard Heating & Air Conditioning residential and commercial equipment, Ameristar Heating & Cooling, and a broad lineup of parts and supplies.

Kicking Off 2025 with Innovation and Connection



iFLO PRO
Keep Your A/C Going!

As we step into the new year, the iFLO Pro team reflects on an exciting close to 2024 and an even brighter outlook for 2025. Last month, we had the privilege

of attending the HARDI conference in Atlanta, where we connected with many new wholesaler partners and engaged in meaningful discussions about industry trends shaping the HVAC market. It was inspiring to see how the HVAC industry is evolving, and we are thrilled to be at the forefront of that innovation.

We're proud to announce that we now have over 40,000 live devices in the field—a number that is growing at an astonishing pace! This milestone underscores the trust and confidence contractors and wholesalers have in our product to solve common HVAC challenges while driving value for their businesses.

Looking ahead, we are excited to attend AHR in February 2025 in Orlando. This industry-leading event is the perfect opportunity for contractors, wholesalers, and industry professionals to see firsthand how iFLO Pro can revolutionize their operations. We invite you to visit us at booth #7091 to learn more about our innovative solutions.

In addition to product demonstrations, we'll be hosting exciting giveaways, raffles, and a unique opportunity to join our podcast. Whether you're a current iFLO Pro partner or curious about how our solution can benefit your business, we look forward to connecting with you at AHR.

The iFLO Pro system is engineered to address some of the most persistent challenges in HVAC maintenance, including clogged drain lines and overflow pan leaks. By automating drain cleaning and water detection, our devices dramatically reduce the risk of costly water damage and callbacks, saving time and resources for contractors while providing peace of mind for homeowners. With built-in AI technology, iFLO Pro delivers real-time monitoring and preventive maintenance—a true game-changer in the HVAC industry.

Another key advantage of the iFLO Pro system is its ability to eliminate calcification in drain lines, a common issue during off months when HVAC systems are less active. By continually dispensing our solution into the drain pan and line, iFLO Pro prevents the growth of Zooglea, the biofilm responsible for calcification. This proactive approach ensures that drain lines remain clear and functional year-round, further reducing maintenance needs and preventing costly issues.

To support our contractors, we provide a variety of resources to help you learn about iFLO Pro and effectively sell it to your customers. From video tutorials and product guidebooks to customized marketing assets tailored to your business, we're committed to equipping you with the tools you need to succeed. Reach out to us today to access these resources and take your business to the next level. www.iflopro.com

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2024 Christmas Party

It's the most wonderful time of the year at RGF Environmental Group! This party surely keeps getting better every year. Giving back is what the Holiday Season is all about, and RGF Environmental Group, based in Riviera Beach, hosted their annual Christmas Extravaganza on December 19th, for several hundred people, which included their employees, families, and friends.

There were many food stations available with

a large selection of delicious foods and drinks. My favorite was the roasted pork with a special sauce.

Santa's DJ kept the party rockin, and there was festive decor everywhere, which looked like a winter wonderland!

Santa, Mrs. Claus, and his Elf's made a grand entrance, and gave a gift to each child who attended! They had a big snowball competition with over 10,000 cottony snowballs that dropped down from

above. Guests enjoyed a horse drawn carriage ride through the enchanting lighted holiday trail. The kids played in a gingerbread bounce house, surfing simulator, and participated in arts and crafts and more. RGF employees, family, and friends had a great time celebrating the Christmas season together! RGF Environmental Group wishes everyone a Happy and Prosperous New Year! Thanks RGF for another great Christmas Extravaganza!



It was a lot of fun trying out the Artic Surfing machine at the RGF Christmas Extravaganza



The guests relaxed and enjoyed a horse drawn carriage ride through the enchanting lighted holiday trail



Paul Siegl with Fiona Dagher and Tony Julian of RGF Environmental Group



Ron Fink RGF President/CEO, with his wife Gail Fink



Many of the children who attended participated in arts and crafts



Jeff Behary, Rom Laureano, PJ Buch, Demitria Shroba, and Austin Kraft of RGF Environmental Group



The kids loved jumping around in the gingerbread bounce house!



Sharon Rinehimer of RGF, Doug Lindstrom, John Brescia of Cousins AC, Ron Fink of RGF, Dave Sansone, Neil Arteaga Refricenter, Sean Lees



Mike Jezowski of Island Oasis with Walter Ellis of RGF Environmental Group



The buffet lines were full with hungry RGF employees, their families, and friends. Such a great variety of delicious foods!



Elsa, Anna, and Olaf came together in front of the Christmas tree to dance and have fun with all the children!



RGF knows how to have fun for the whole family!



Sharon Rinehimer of RGF, Mrs. Patti Sansone, and Angela Solland of RGF



Georgiann Portalatin, Chris Portalatin, Morgan Nolan, and Ray Piescik of RGF Environmental Group



Sean Caplan, EDS AC, VP of PBACCA, Alexa Lee, Executive Director PBACCA, and Steven Castillo, Robt McGill, President PBACCA



The kids of RGF were not shy showing Santa their excitement and appreciation. Santas Elf called the children up one by one to receive their gift



Snowballs were released from above which started a big indoor snowball fight between the children and adults



Everyone had a blast throwing snowballs at one another!



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Tom Gibbons Joins The AMP Strategic Team



Tom Gibbons

AMP Strategic has added Tom Gibbons to their team, effective January 1, 2025. Tom is a long-serving veteran of the HVAC industry and will cover the Central Florida region for the agency.

"To add such an experienced asset like Tom to our team was a no-brainer and we're excited he chose to work with us. The Central Florida market was an area we felt that, given our

focused eye on the depth of our coverage, made a lot of sense to add a resource to, and when Tom agreed to join us, we were thrilled!" said Sean Moseley, partner at AMP.

To reach out to Tom Gibbons or any of the AMP team, please visit www.ampstrategic.com.

Update: Court Suspends Corporate Transparency Act

12-5-2024 Update: The U.S. District Court for the Eastern District of Texas has suspended the Corporate Transparency Act nationwide through a temporary injunction while the court works through the case. The CTA would have required all businesses founded before 2024 to file a Beneficial Ownership Information report by December 31, 2024, and any business founded in 2024 or later to file a BOI report within 30 days for face a potential felony charge. With the temporary injunction millions of small business owners will no longer face this requirement. The Biden Administration is very likely to appeal the injunction to the Fifth Circuit Court of Appeals, the means some uncertainty remains, but currently no business will be required to report BOI.

R-32 Refrigerant The Low GWP, HFC Refrigerant Replacing R-410a

(Continued from Cover Story)

- Upright storage in the warehouse or service vehicle is required to keep the vapor space in contact with the pressure relief valve for safety reasons.
 - SDS sheets must be available, on site or on your phone for immediate accessibility.
- For other rules and regulations, contact your refrigerant manufacturer.

*Chem Penn has a 28.2 oz can of R-32 available. All our A2L refrigerants HAVE a pressure relief valve on the can to keep the vapor space in contact with the pressure relief valve. This is done as an extra safety precaution, even though it is NOT required by law on can sizes below 2.2lbs.

Chem Penn offers a wide range of HCFC, HFC, HFO, and HC refrigerants in small cans. Our products include but are not limited to: R-422b, R-410a; R-22; R407c, R-513a, R-450, R-404a,

R-600a, and R-290. All Chem Penn small cans of refrigerant come in a convenient counter ready 4 pack display box. This box is attractive and can be displayed right on the counter for quick usage. Our refrigerants are manufactured in our state-of-the-art facility in Bensalem, Pennsylvania. Other refrigerants are available a la carte, simply allowing you to get the precise refrigerant you need. Whether you are looking for an individual SKU, industry accepted training on refrigerants or a complete line of customer products, Chem Penn has you covered.

For more information you can reach Bruce Heberle, Eastern US Regional Business Director, at: sales2@chempenn.com or his cell at: 850-499-1430. Our website is: www.chempenn.com and the office phone number is: 215-638-1077. Give us a call to see what Chem Penn can do for you.

RectorSeal® Secures Investment and Strategic Relationship with Flair HVAC Control Solutions



Houston, TX, December 13, 2024—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced an investment to support the growth of Flair HVAC control solutions. The investment will empower Flair to accelerate its growth, expand its market-leading hvacOS™ smart heating and control platform, strengthen its position in the home HVAC control market, and drive its mission to bring meaningful energy reduction while improving comfort in people's lives.

"Flair's innovative technology complements our mission to provide cutting-edge solutions to the HVAC/R industry and expand our presence in the emerging smart-home HVAC control market," said Jeff Underwood, President of RectorSeal. "We are excited to support Flair's growth and help them bring their smart-home platform and products to a broader market."

Founded in 2014, Flair manufactures smart vents, thermostats, and advanced software for room-level temperature control.

"We are excited to partner with RectorSeal, whose commitment to excellence in the HVAC/R market aligns with our goal of providing simple, affordable heating and cooling solutions for homeowners," said Daniel Myers, Co-Founder and CEO of Flair. This collaboration allows us to deliver even greater value to our customers, channels, and HVAC/R industry partners."

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. 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.

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. 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.

Lambro Industries Partners with AMP Strategic for Representation in Florida

Amityville, NY – [1.1.2025] – Lambro Industries, a leading provider of ventilation accessories for residential and commercial HVAC systems, today announced its strategic partnership with AMP Strategic to represent the company's products throughout Florida.

Founded and headquartered in Amityville, NY, Lambro Industries has built a strong legacy of delivering high-quality products, superior customer service, and rapid shipment turnaround. The company's product line includes a wide range of HVAC components, such as flexible ductwork (foil flex, semi-rigid, vinyl), wall, roof, and soffit exhaust vents (aluminum, galvanized, plastic), fresh air intakes, rigid ductwork, pipe and elbows (aluminum and galvanized), complete venting kits, accessories, and washer overflow trays.

As part of Lambro's strategic plan for growth in 2025, the company will focus on increasing awareness of key product lines, including the UL 181 Class 0 Air Duct – Semi-Rigid, Paint Grade Wall Exhaust, and Intake Vents. These products, designed for the highest safety and efficiency standards, will be central to Lambro's expansion efforts in the coming year.

"AMP Strategic's deep experience and established relationships with both wholesalers and contractors across Florida make them the ideal partner to help us expand our reach in this key market," said Brandon Alderman, Director of National Ac-

counts and Pro-Channel Sales at Lambro Industries. "Their team understands the HVAC landscape in Florida and aligns perfectly with our mission to provide high-quality, reliable products to our customers. We are confident that this partnership will allow us to better serve our customers and grow our footprint in the state."

AMP Strategic was chosen for their extensive coverage in Florida, a strong network of industry



connections, and established reputation for delivering results in the HVAC space. Their expertise and strong relationships with contractors in the region will be key to introducing Lambro's high-performance products to a broader audience.

"We're excited to collaborate with Lambro Industries and represent their impressive line of venting solutions in Florida," said Mike Winkel, Partner at AMP Strategic. "Lambro's commitment to quality and customer satisfaction aligns with our values,

and we look forward to helping them achieve their growth objectives in the state."

This partnership is a key part of Lambro Industries' broader strategy to increase visibility and drive sales in key markets across the United States in 2025 and beyond.

For more information about Lambro Industries and its product offerings, please visit www.lambro.net or reach out to your local AMP Strategic agent, found at <https://ampstrategic.com/location/>

About Lambro Industries

Lambro Industries is a leading manufacturer of ventilation products for residential and commercial HVAC applications. Since its founding in 1967, the company has been committed to providing high-quality, reliable products, fast shipment times, and exceptional customer service.

With a wide range of flexible ducts, vents, rigid ductwork, and accessories, Lambro Industries serves customers across the United States.

About AMP Strategic

AMP Strategic is a full-service sales representation agency specializing in the HVAC, plumbing, and building materials industries. With a deep understanding of regional markets and strong relationships with contractors, AMP Strategic is committed to helping manufacturers expand their reach and achieve sustainable growth.



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*When matched with an existing Air Handler Unit (AHU), the AHU must have TXV valve. The refrigerant must be R410A. Set "on" the DIP Switch number 2 on the "Terminal Board" of the condenser. Use a two-stage thermostat with "Heat Pump" mode and then set the Heat Pump configuration to "B". Install/ ~replace 24v (18/6) non communication wires.



The RGF family is overflowing with Christmas spirit, and thrilled to contribute to the Deployed Warrior Toy Drive, and bring joy to local heroes, and their families.

GE Appliances HVAC “Elf-gineers” Adapt More than 100 Toys for Kids with Disabilities

LOUISVILLE, Ky., – December 17, 2024 – This holiday season, a team of passionate and innovative employees from GE Appliances, a Haier company, known as the “GE Appliances Elf-gineers,” dedicated their time and engineering expertise to adapt more than 100 toys for local children with disabilities. The goal: to help ensure every child can experience the magic of play, regardless of their abilities.

For many children with disabilities, toys with buttons that light up, move, or play sounds can be difficult or impossible to use without assistance. Adapted toys—outfitted with special switches and features tailored to various abilities—give these children a chance to play independently. However, these customized toys are often expensive, making them out

of reach for many families already facing other costs.

Upon discovering these challenges, the Elf-gineers—a team of mechanical and electrical engineers from GE Appliances—came together and transformed their air conditioning lab at the company’s Kentucky based headquarters into a whimsical elf workshop, using their engineering expertise to reconfigure more than 100 toys to meet the unique needs of local kids.



This is the latest example of GE Appliances’ employees using their skills and passion to help others and join projects like the

Access Kit, an inclusive tactile offering for blind and low vision appliance owners, and a collaboration with Mothers’ Milk Bank Northeast that revolutionized milk donation tracking and measurement.

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To learn more about Hercules® Megabubble® Leak Detector, visit Oatey.com.

HARDI Distributors Report 11% Revenue Increase in October

COLUMBUS, December 5, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 11% during October 2024. The annual sales growth for the 12 months through September 2024 is an increase of 3.0%.

“11% is a nice start to the first month of heating season, but it was helped by one more billing day than October of 2023,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “We estimate the sales growth would have been 6.2% with the same number of billing days. That is the best monthly sales growth of 2024 when comparing the growth rates with the same number of bill-

ing days.” The monthly sales survey also calculates distributor’s Days Sales Outstanding, a measure of how quickly customers pay their bills. “The brisk DSO pace of this summer continued during the first month of heating season,” said Loftus. “The post-Covid DSO for October was in the 42 to 43 day range during the past few years, but was only 38.5 this year.”

“It seems premature to attribute this encouraging sales growth to the rate cutting cycle that began September 18, but it is an encouraging development for HARDI members,” said Loftus. “The annual sales growth rate could keep climbing if inflation keeps melting and the ten-year bond yield pulls mortgage rates lower.”



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HVAC School
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Learn About & Understand Heat Pumps



Bryan Orr

My goal in this tech tip is to help those who struggle to understand heat pumps get their heads around them as quickly as possible and understand some of the things a tech needs to know about them.

The basic idea of a heat pump is to use the compression refrigeration cycle to move heat in the opposite direction from what would be considered usual by making the coil that would usually be an evaporator into a condenser and the coil that would usually be a condenser into an evaporator.

This process is generally done with a reversing valve or four-way valve that connects to the suction and discharge line near the compressor. These valves can redirect the flow from one coil to another, as shown in the images above. If you want a more in-depth look at how a reversing valve works, Heat pumps are pretty simple, but some of their characteristics may trip up techs who are used to cooling-only systems. Let's look at some of the unique aspects of a heat pump one at a time.

Low Voltage O or B Terminals

The Y terminal isn't really a "cooling" signal on a heat pump; it is now a circuit that energizes the compressor contactor in both heating and cooling. The shift from cool to heat is done by the reversing valve solenoid, with the most common being a 24V call on the O terminal to designate cooling. Some systems use a 24V B call for heat instead of cool, but this is far less common.

Reversing Valve Solenoid

The reversing valve solenoid is an electromagnetic coil that mounts onto the reversing valve and is generally 24V on residential heat pumps. The solenoid does not actually shift the main valve; it only shifts a much smaller pilot valve that then uses system pressure to shift the valve. The solenoid should never be energized unless it is properly mounted on the valve, or it can overheat and fail.

Two Metering Devices

Most heat pump systems will have two separate metering devices, with one being outside for

heat mode and one inside for cooling mode. That is because the evaporator is inside in cool mode and outside in heat mode. In some cases, you may even find that the system has a TXV metering device inside and a piston outside. These systems can confuse some techs because they may see the piston housing outside and assume it is also a piston inside, which can lead to charging issues.

Keep in mind that each of these metering devices must have a method of refrigerant bypass in the opposite mode by either an internal or external check valve. The goal is to have properly restricted flow in one direction and unrestricted flow in the other direction.

Bi-Flow Liquid Line Filter-Drier

In a heat pump, the liquid line is always the liquid line, but the flow direction goes from outside-in during cooling mode and inside-out during heat mode. For this reason, we must use a bi-flow filter/drier on the liquid line that can filter the refrigerant in both directions.

High Head Pressure in Heat Mode

Because the indoor coil becomes the condenser in heat mode, low indoor airflow can cause really high head pressure, compressor overheating, and high-pressure switch trips. When you find abnormally high head pressure on a heat pump, always look at indoor airflow (dirty filters, coils, blowers, duct issues, etc.).

Defrost

When outdoor temperatures get low enough, the outdoor coil may become icebound and require a defrost. Different manufacturers use different control strategies, but the common sequence is that system will switch into cooling mode, turn off the condensing fan, and turn on auxiliary heat where applicable until the defrost is complete. There will be a sound when the valve switches and the steam leaves the coil, so these noises can cause nuisance service calls if the customer happens to observe a defrost.

You Need Compression For The Valve to Shift

The reversing valve solenoid relies on system pressure to force the valve back and forth. If the compressor isn't running or has poor compression, the valve can fail to shift completely, resulting in a possible misdiagnosis of the valve as the issue.

Suction Pressure Drops As Outdoor Temperature Drops

Because the evaporator is outside in heat mode, the suction pressure and suction saturation decrease as the outdoor ambient temperatures decrease. This will also increase the compression ratio the colder it gets, which reduces system capacity unless other strategies are employed to increase the capacity.

I have seen many techs overcharge a heat pump when ambient temperatures are low in an ill-advised attempt to increase the suction pressure, which will only result in other issues.

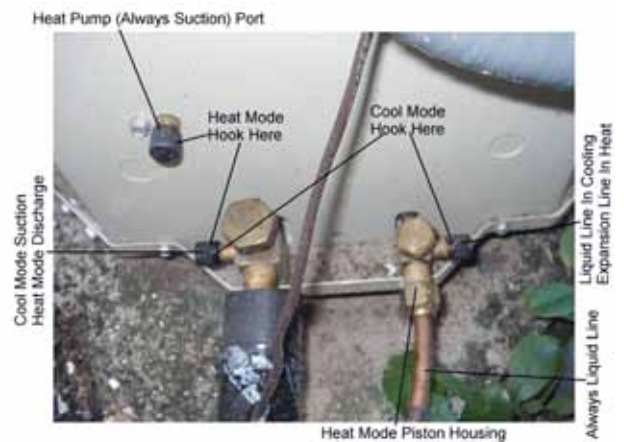
Connect Suction Gauge to the "Common" Suction Port

The large line we would normally refer to as the "suction" line becomes a vapor line because it is a high-pressure discharge rather than suction in the heating mode. To check suction pressure, you need to connect to the specially designed common suction port that connects to suction between the compressor and the reversing valve.

Obviously, this is just an introduction, but don't be afraid. Heat pumps are getting better and better and more technician-friendly all the time. Start with reading the product info on the particular unit you are working on and go from there.

—Bryan

P.S. — ESCO Institute's HVACR Learning Network recently published an excellent course all about heat pumps, especially high-performance designs. You can learn more about this course and enroll in it today at <https://hvacschool.com/esco-heat-pumps>.



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Cooper&Hunter Ensures Reliability of R410 Inventory with Warehouse Space Fully Stocked



Cooper&Hunter is ensuring a seamless transition to R454B by maintaining over 650,000 sq ft of warehouse space fully stocked with R410 inventory through the end of 2025. This strategic move ensures that our partners and customers will continue to have access to high-quality HVAC products without any disruption.

To support this commitment, Cooper & Hunter has expanded its storage capabilities with new locations in Texas, Hialeah Gardens and Medley, Florida. The Texas warehouse serves as a new logistics hub and distribution center, centrally located in the US to better serve our clients. This central location allows us to reduce delivery times and improve the efficiency of our supply chain, ensuring that our products are readily available when and where they are needed.

The Medley, Florida, location further enhances our distribution network, providing additional storage capacity and ensuring that our products can be quickly and efficiently distributed to meet customer demand. These expansions are part of our broader strategy to enhance our service delivery and maintain our reputation as a reliable supplier of top-quality HVAC products.

At Cooper&Hunter, we understand the importance of a smooth transition to the new R454B refrigerant. This eco-friendly alternative is crucial for reducing environmental impact and aligning with global standards. Our extensive inventory of R410 ensures that our customers can continue to rely on our products while we make the shift to R454B. This dual approach demonstrates our dedication to sustainability and innovation in the HVAC industry.

Cooper&Hunter Fully Prepared For New A2L Refrigerant Transition

Cooper&Hunter is proud to announce that we are fully prepared for the upcoming transition from R410 to R454B refrigerants. As part of our commitment to sustainability and innovation, we have ensured that our warehouses are being stocked with the latest HVAC models and units designed to meet this new standard.

Our teams have been working diligently to ensure a seamless shift, and new R454B-compatible HVAC units are already in production and will be strategically located in warehouses across the country. These state-of-the-art systems not only align with the latest environmental regulations

but also offer enhanced performance and efficiency. By proactively adapting to the R454B transition, Cooper&Hunter is re-

inforcing our dedication to providing top-quality, eco-friendly HVAC solutions. We understand the importance of staying ahead in the rapidly evolving HVAC industry, and our readiness for this change reflects our commitment to our customers and partners. Our new R454B models are set to elevate your HVAC experience, ensuring that you receive the best in both performance and sustainability. Join us as we lead the industry into a greener future.





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WE KNEW! ... Building Science Lessons From The Last 30 Years We Don't Want To Forget

By Andy Ask, P.E. 50-year Distinguished Life Member Fellow, ASHRAE, aaskpe@gmail.com



The Chinese had moveable type by 1040. Ironically, they forgot to print a hard copy of the instructions, and everyone forgot about it until Johannes Gutenberg re-invented a printing press 400 years later. WE KNEW!¹ We still know; Germans don't lose many memos.

But traveling around this past year, it seems like some of our best building science stuff from the past 40 years is being forgotten. I'm seeing stuff that looks like 1984. Maybe we forgot to tell you in the first place. Maybe you missed the memo.

Injection Dehumidification. My baby. You knew I'd start with this one. Connect dehumidifier ducts "supply-supply" and get +20% capacity, -20% energy used, and reheat the supply air 20%. The hookup is in the product catalogue, but they don't tell you the "why." Email me for a diagram.

Dryer Vents. Long, convoluted dryer vents don't work. I learned the severity of this problem just in the past 12 months. They clog with lint which captures moisture from the wet clothes, condenses, and runs back down into the dryer barrel. So install a lint trap. You can fix this with a dryer vent fan, but it's one more thing to fix and replace. Back the clothes dryer up to an outside wall and discharge straight out. Or install a ventless condensing dryer.

Closets. Unless it's Milady's dressing room, closets don't need A/C supply air—it just cools surfaces down closer to the dew point, encourages microbial growth. Do install return air grilles—ducted or jump ducts—in closets. RA has the opposite effect—it warms surfaces, discourages microbial growth. FL code now permits installing returns in closets.

Return Air from Bathrooms. Promote installing the water closet in a separate compartment with a door. That leaves only the lavatory and shower in what is now a bathroom, no longer a toilet. Install return air grilles in bathrooms just like any other room, remove shower moisture at its source, recycle the moist

air rather than exhausting and wasting it. Again, embraced by FL codes.

Return Air from Mechanical Equipment Rooms. MER's are already too cold due to duct leakage and radiation losses to the AHU & cooling coil. So don't install any supply air runs. Do provide return air from the MER, same as closets. Using the MER as a return plenum is a great way to keep it warm, above the dew point, but the RA path must be very generous, perhaps through louvered doors. Limit negative pressure in MER's to -20 Pa³.

Blower Door as an Everyday Tool. Not. When I was a kid, our preacher said he hated coming into homes and seeing the family Bible in mint condition. He wanted them dog-eared, torn, underscored, and laying out on the dining room table with their binding broken. I feel the same way about blower doors in showroom condition. I want to see them scratched, dented, bent, folded, mutilated, torn curtain, and with a fine drywall mud patina.

The way to keep a blower door in good condition is don't take it out of its case until the day before Certificate of Occupancy, then have a certified energy rater come to the jobsite for about 30 minutes, set up, watch while it runs through a computer-programmed procedure, and then solemnly hand you a paper that says 3.0 ACH 50. After which he carefully puts the blower door back into his van and leaves. RIDICULOUS!!

Would you give up your tape measure, framing square, and spirit level; build homes without benefit of these tools; and then hire a certified professional, the only person who is allowed to own them, and have him come out just before completion to "test" the home: is it plumb and square? Do its measurements happen to match the plans and property lines? NO! I doubt that you would do that. A blower door needs to be on site as soon as the building is in the dry, set up and running during every step of enclosure sealing. This is particularly important while the foam is being sprayed. How the heck else do you know if all the air leaks are sealed? You don't even need the highfalutin instruments—you'll be able to find the big leaks with a wetted hand.

Everyone who is allowed to carry a tape measure

should know how to set up and run the blower door.

Please don't take good care of your blower door. Beat the dickens out of it.

Attics; sealed, closed, or vented? Ridge vs. soffit vents. Vapor Ports. We started using open cell spray foam insulation (SPF) to seal attics in SW Florida 30 years ago. I thought that would be the end of vented attics, no need for further discussion. Not so fast. SPF sealed attics were not as widely adopted as expected. Although foam insulation has been universal in our large custom homes, many of our production homes still have vented attics.

I happen to be a sealed attic guy, all day, every day. But foam is not universally loved. Many new homes still have fuzzy insulation. No problem—so long as the attic has a moisture control strategy. If vented, you must have both soffit and ridge vents. Yes, FL codes permit 100% of the attic venting to be at the soffit, but that doesn't work. What if it's a hip roof with no ridge? Well, you have a problem. Bulletin: vented attics can be made to work.

Is intentionally bringing huge amounts of humid outdoor Florida air into our attics a good idea? Probably not. FL code now allows you to close the attic, no soffit or ridge venting. But do not try this at home until you have consulted an expert⁴ who will probably tell you to install a Vapor Port in your closed attic.

What would make me HAPPY? If you dear readers told me you read this article and learned absolutely nothing new. Everyone who contributes anything to constructing buildings—architects, engineers, tech, skilled tradesman, vendor, building official—needs to know about this stuff. Leave knowing the science to real scientists—like Joe Lstiburek and John Straube. They're coming to Florida in February. Until February then... The Duct Stops Here. Stay tuned.

1. A favorite Joe Lstiburek saying

2. Inserting clever footnotes; a practice I shamelessly stole from Joe Lstiburek

3. Where do I get 20 Pa? Ask Joe Lstiburek where his numbers come from.

4. For a small fee you can consult the best building scientists in North America. Joe Lstiburek (whom you all know) and John Straube (whom you may not know) will be at AABSS (Andy Ask Building Science Symposium) in Naples, FL on February 18-19, 2025, at the Naples Hilton. Find out more at www.climatezoneone.com

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AVA Graduating Class of 2024



Not only did the students excel in technical aptitude, but in soft skills such as leadership, communication, personal growth, and the ability to deal with conflict



Congratulations to the American Vocational Academy's Class of 2024!



Students learned about electrical components, wiring, troubleshooting, the refrigeration cycle, air movement and indoor air quality

What an amazing year that we have had at American Vocational Academy! Our Spring semester kicked off with 15 students in attendance. These students ranged from young men (and women) who were, in their own words "working dead end jobs" with no hope of advancement, to middle aged and older students seeking a career change. Every student had varying degrees of technical knowledge. Example: One student had a degree in electrical en-

gineering and another student did not know the difference from a straight screwdriver from a Philips screwdriver.

As with each and every class they are assured that regardless of their technical background, they all have the ability to not only learn but, to thrive in their ability to master the trades and gain the knowledge needed to acquire a skilled trade.

Our 2024 Fall semester began with another 15

students in attendance. This amazing group of students hit the ground running without any apprehension in their ability to learn electrical components, wiring, troubleshooting, the refrigeration cycle, air movement and indoor air quality. Not only did they excel in technical aptitude, but in soft skills such as leadership, communication, personal growth, and the ability to deal with conflict.

It seems hard to believe that we are already at

the end of 2024. These incredible students have accomplished so much in such a short period of time. In just 3 months they've built and tested electrical circuit board that assimilate all of the components of an A.H.U. and condenser. They've built and tested their own HVAC systems from the ground up. They've earned their N.A.T.E. EPA 608 Universal and N.A.T.E. Air to Air Heat Pump Certifications. And most importantly they will leave here as a better version of themselves. This just a short list of what they have achieved and what will never be taken away from them. It has been our absolute pleasure to serve them and it's with our heartfelt desire that we take the time to celebrate them on these awesome accomplishments. Congratulations to the Classes of 2024. The future is truly in your hand!

American Vocational Academy is a Non Profit 501 (C) (3), established in July of 2021 with the intent of adding value to our communities through, preparing a quality, skilled workforce to meet the growing demands of the HVAC and Plumbing trades industries, and ensuring career placement upon course completion.

AVA offers 12-week, "hands on" courses throughout the year, to teach women and men the HVAC and Plumbing trades at our facility in Nokomis FL, preparing them to become skilled technicians for various air conditioning companies where they can begin their careers. 20% of our most recent graduates were women!

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Saez Distributors Host Customer Appreciation Event at their Ft Lauderdale Location



Team Saez: Javier Cepero, Nicolas Dicairano, Jaime Bernat, Luis Montoya, Luis Chinae, Jorge Saez, Carlos Borja, and Roy Robinson

On December 19th, Saez Distributors hosted a Customer Appreciation Event to celebrate the Holiday season at their Broward location, with a delicious Paella lunch served with desserts and drinks. Manufacturers Representative Andres Ponce with AMP Statagic was in attendance discussing the new products available for 2025. Saez customers enjoyed the food, fun, and friendship! What a nice way to celebrate the Holiday season. A big thank you to Saez Distributors! Saez has been a key player in the development of the South Florida market, supporting technicians and contractors across Miami-Dade, Broward, and Palm Beach Counties.



Gian Carlos, Mourico, Osmond, Edwin, Rojas, Fonz, and Shemar of Air Concepts with Jaime Bernat of Saez Distributors (back)



There were some great prizes and giveaways at the Saez Customer Appreciation Event, including a Mini-Split system



Jaime Bernat of Saez Distributors with JR Scherer of Stylecrest Inc.



Luis Chinae and Victor Bastidas preparing their own delicious Paella at Saez Distributors in Broward



Russel Seguire of Seguire AC, Andres Ponce of AMP Strategic, and Al Wagonman of Seguire AC



Paulo Alves of ACX Service, Henrique Hazin of Hazin AC, Luis Chinae of Saez, Edmund Wilkins of Kings AC, and Carlos Borja of Saez



Taking a nice holiday break to enjoy the Christmas season with friends



Luis Chinae of Saez, in his true form, serving the customers



Vivian Luna, Frank Perez, Yvette Perez, and Nedel Muchado, of South Florida Air Comfort with Luis Chinae of Saez (back)



Luis Montoya and Andy Saez of Saez Distributors, with Hector Teveras of CBRE



Everyone loved the tasty Pork Paella made and served in Broward



Jorge Saez, Daniel Molinares, Nicolas Dicairano, and Luis Montoya of Saez Distributors spreading some Holiday Cheer!



Andy Saez of Saez Distributors, Neil Tomlinson of Atech Services, JR Scherer of Stylecrest Inc., Andres Ponce of AMP Strategic



Alexis Silba and Norburto Barrios of WWJD AC with Andres Ponce of AMP Strategic



Roy Robinson of Saez, Harry Bersaud of Quality Heating & Air, Jose Raspall of SMC AC, and Jordan Diaz of Saez



Jesus Santos, Raymond Smith, and Pablo Alvarez, of Air Around The Clock



Arco Supply Hosts Annual Christmas Pig Roast

December 19th, 2024



Arturo Alba Jr, Cecilia Alba, Arturo and Julia Alba Sr, Ana Rich, welcomed everyone to their annual Christmas pig roast

In keeping with their yearly holiday tradition, Arco Supply welcomed their customers, friends, and family to partake in the 2024 Christmas Pig Roast, held on December 19th, from noon till 2pm at their location in Lake Worth.

The warehouse was decorated in the holiday festive spirit and the seats filled up quickly. Everyone enjoyed delicious Roasted Pig served with Boiled Yuca, Congris (Rice and Beans), Potato Salad, Rolls and plenty of tasty desserts and drinks. This event was truly a real nice "Thank You" in appreciation to all their customers. Arco Supply has been serving the South Florida HVACR trade since 1979.



John Lee and Ariel Martinez of Arco Supply carving the roasted pig for everyone to enjoy



This yearly Christmas Pig Roast has been a Arco Supply tradition for over 25 years



John Lee and Ariel Martinez of Arco Supply working together to keep up with the great turnout for the pig roast!



Everyone enjoyed the delicious Roasted Pig, Boiled Yuca, Congris, Potato Salad, served with plenty of sweets and beverages



Ryan and Wade Maloy (right) of Maloy's AC, taking a well needed holiday break to relax and enjoy lunch with industry friends



Julia Alba, Ani Rich, George Fernandez, and Cecelia Alba serving the customers



Hector Lopez, Arturo Alba of Arco Supply, Ivan Smith and Rafael Fuentes of Smyth Air Conditioning



Angela Garcia of Shupe Carboni and Associates, with Dave Schopp (retired) and Chris Erickson of Leone Green and Associates



Chris Brown, Carlos Estévez, Tory Orr, Jonathan Torres, and Gilberto Olascoaga of Arco Supply



Gabriela Ramirez, Tiffany Heinz, Garret Ruiz and Adam Allan of Crest Air Conditioning



Ray and Martha Strong of Arco Supply with Gail Pepe of Daikin Comfort



The warehouse was decorated in the holiday festive spirit and the seats filled up quickly with hungry contractors



Ani Rich, Cecilia Alba, George Fernandez, and Carlos Maldonado of Arco Supply



The whole team from Atlantis Air Conditioning came to enjoy the Christmas Pig Roast at Arco Supply!



Camilo Puerta of Arco Supply with Carlos Bolivar and Mike Nicolas of Johns Manville



Many thanks to Arco Supply for bringing everyone together to celebrate the Holiday Season!

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SFACCA Annual Holiday Party and Casino Night



Jaime Bernat, Carlos Borja and Andy Saez of Saez Distributors, with Ramon Delgado of Johnstone Supply Ware Group

The SFACCA Annual Holiday Party and Casino Night was held on December 11th at 5:30 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. Attendees were excited to roll the dice during this festive evening and take a chance on winning some fun prizes! There were plenty of casino games, raffles, great food stations, drinks, and desserts.

The January meeting is scheduled for Wed. Jan. 8th at 5:30 pm at Toro Latin Kitchen & Tequila Library. Join us for a Tequila Tasting and Festive Bites as we celebrate and welcome our 2025 Board of Directors.



Raymet Martinez and Dustin Andrews of Advanced Work Vans, Andres Ponce of AMP Strategic, and Steven Castillo, PBACCA president



Marlon Castellanos, Ray Munoz, Ed Setchim, and John Bueno of Gemaire Distributors



Mark Zarzeczny of Advance Clean Air, Bob Volin of Air Design Concepts, and Jeff Campen of Pyke Mechanical



Jeremy Altman and Stephanie Marcial of Pride Air Conditioning with Tiffany Bausch of Enterprise



Tropical Acres Steakhouse prepared some delicious food for the SFACCA Holiday Party!



Frank Pulcini and Carolina Madareaga of Insurance Office of America



SFACCA members experienced the thrill of winning just like in Las Vegas!



Stacey Miller, SFACCA Executive Director and Kelly Dexter, SFACCA President



SFACCA members tried their luck and took a chance to win some nice prizes



Blackjack is the most requested and preferred game of any Casino party

Happy New Year!

We want to thank all of our distributors, manufacturers, customers, and friends for an amazing 2023!

Joe Shukys, Shelly Shukys, Abby Datsko, Bailey-James Schommer, Sam Dornbusch, Bruno Gailunas



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Performance Pointers

By James Ball



Six Key Steps to Evaluate Duct System Performance:

High-performance HVAC contractors pay close attention to duct systems. The most energy-efficient equipment is rendered inefficient when paired with poorly constructed and installed ductwork. The National Comfort Institute (NCI) finds that systems on average only deliver 57% of the rated equipment efficiency. That means equipment factory-rated at 20 SEER often only performs at 11.4 SEER when paired with a poorly performing duct system. High-performance contractors understand that the equipment usually isn't the problem; the duct system is the culprit.

To deliver a better-performing HVAC system, a thorough diagnosis of the connected ductwork is critical. This is where measurement, not guesswork, comes into play.

1. System Design Verification - Will the duct system move enough air for the equipment to perform?

My dad taught me that a 6" duct delivers 100 CFM. So, when my heat load calculation indicated a room needed 100 CFM, I designed a 6" duct for that room. However, in actual duct systems, a 6" duct almost never delivers 100 CFM. Back in 1985, we didn't own an airflow hood, so I'm not sure how Dad came up with that number.

Today High-Performance HVAC contractors usually attend training and develop systems to know if the duct system is properly sized. I encourage you to attend NCI's Duct System Optimization class and learn how to develop your own protocol. Below are a few critical points my technicians would check.

- **Return Air Intake Grilles:** These need to be sized for two CFM per square inch. For example, a 20" x 20" grille (400 sq. inches) will move 800 CFM. Ensure the intake grilles are large enough to allow the equipment to move at least 400 CFM per ton.
- **Supply Ducts:** Evaluate outlet airflow using the following values: 6" ducts deliver 75 CFM / 7" ducts deliver 110 CFM / 8" ducts deliver 160 CFM. Unlike my dad's numbers, these airflow amounts

are derived from years of testing and measurement done nationwide for more than thirty years. But if you are a real 'air head,' measure and use your own averages. Combine the outlets' airflow and ask yourself if the total is sufficient for the equipment to move at least 400 CFM per ton.

- **Dampers:** Install dampers at every branch take-off.
- **Supply and Return Grilles:** Use grilles with low resistance to airflow and wide openings between louvers. If the duct system cannot move the necessary airflow, comfort, efficiency, and reliability will all suffer.

2. Visual Inspection

A quality duct system typically looks like a quality duct system. Spend time carefully inspecting the duct system. Ensure the equipment is running during the inspection so sealing issues are easier to find.

- Look for obvious issues such as disconnected or damaged ducts, poor sealing, or kinks in flex ducts.
- Check for proper insulation on ductwork in unconditioned spaces.
- Inspect for proper suspension and support.

3. Temperature Differential Testing

To test your duct system, measure the air temperature at the equipment and compare it to the air temperature at the supply register. Repeat the process on the return side of the system. Any temperature difference indicates a loss of system performance.

Temperature testing is a quick way to assess duct system performance. However, it's less effective during mild weather conditions. For instance, a half-degree temperature gain on a mild day may not seem significant, but on a regular summer day, this could be three degrees or more. This means the 18° F split across the equipment is only 15° F in the conditioned space. Pay close attention to any temperature differences during testing.

The three steps above are straightforward tests

and observations. If you don't already have a protocol for checking duct systems, you could start implementing these checks next week.

The following three points require training and practice. NCI offers excellent training to help you install systems that deliver over 88% of the equipment's performance.

4. Impact of Room Pressure

Check for room pressure imbalances. These can indicate restrictive or leaky ducts, which reduce system efficiency.

5. Air Leakage Testing

Use a duct blaster to measure leakage and ensure it meets acceptable standards.

6. Airflow Measurements

Evaluate airflow at registers to ensure proper delivery to each room. Install and adjust balancing dampers as needed.

By following these steps and committing to ongoing training, you can diagnose and optimize duct systems to ensure your customers enjoy the comfort and efficiency they deserve.

Measure – Don't Guess

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

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

MARS is Now the Exclusive HVAC/R Master Distributor for Highside Chemicals

The advertisement displays a collection of Highside Chemicals products. On the left, there's a yellow box for 'HVAC SUPER PRO SOLDERLESS BONDING KIT' for copper, brass, and aluminum. Next to it is a white bottle of 'ACID NEUTRALIZER' and a white container of 'THE ACID TEST' for refrigeration oil. In the center, a blue box of 'Leak Lock ADVANCED SPECIALTY SEALANT' is shown with several red caps. To the right, a white box of 'HIGHSIDE AC LEAK REPAIR' kit is visible, containing a yellow bottle of 'R3' leak repair and a yellow gas leak detector. Other products include a yellow bottle of 'GAS LEAK DETECTOR', a white container of 'RedEpoxy KIT', and a white container of 'INSTANT REPAIR'. The Highside Chemicals logo is at the bottom center, and the MARS logo with the website 'marsdelivers.com' is at the bottom right. A QR code is also present.



PBACCA Celebrates their 60th Anniversary at Stadium Grill in Jupiter



Kelly McCann of CMI and PBACCA past president, Rob Mayhew of Tropic Supply, and Bruce Tschosik of Energy House Technology

PBACCA was thrilled to celebrate their 60 years of excellence. Everyone toasted to PBACCA's incredible journey and bright future. It was a night of connection, celebration, and giving back.

The December Meeting and 2025 Board Installation was held on Thursday December 5th, at the Stadium Grill in Jupiter, FL. Special guest speaker was Erica Mattis, Executive Director of FRACCA Beverages were courtesy of State Energy.

PBACCAs' tradition to share the magic of giving! Thanks for your generosity to brighten a child's holiday!



Jason Tota of Gulfstream Cooling, Arturo Alba and Ernesto Estevez of Arco Supply



Todd Gill of Trane with Steven Castillo of Robert R McGill and PBACCA president



Luis Leon, Tony Kiser, Kent Ottaway, and Austin Reyes of EDS Air Conditioning with Andy Sanchez of Protech



Kevin Wagner of Kevin Wagner Refrigeration with Steve Sparks of TWC Services



Kelly Dexter of Air Quality Control and SFACCA president, with Mark Worrell, Robin Worrell, Preston Kelly, and Jason Kelly of State Energy



Robin Worrell and Alexa Lee of PBACCA displaying the 60th Anniversary cake



Angela Solland of RGF Environmental Group with Alexa Lee PBACCA Executive Director



Bruce Tschosik of Energy House with Sean Whalen of Whalen Air



2025 PBACCA Board
Sean Kaplan, Rob Mayhew, Robin Worrell, Steven Castillo, Morgan Brantley, Arturo Alba



Erica Mattis, FRACCA Executive Director, discussed the features, functions, and benefits of being a member of FRACCA



Put yourself in the mix.



Cheers!
HAPPY NEW YEAR

Thanks Everyone For Your Support In 2024!

TODAY'S A/C & REFRIGERATION NEWS
2025



Message from FRACCA President Will Barnes



Joining Your Local Chapter * ONE VOICE - The concept of including all the local chapter HVAC contractors in FRACCA's membership base relies on local organizations making the commitment to charter themselves as chapters of FRACCA. Each local organization must meet specific criteria in order to charter and maintain a chapter. The chapter pays the dues for each one of its contractor members. The State Association will consider each contractor a member of the State Group In exchange for the cooperation of the local chapters,

FRACCA will provide representation of the industry before all state regulatory bodies and provide the services: Packaged Educational Sessions with CEU Credits and an Annual Education Conference.

FRACCA Advocacy at Florida's Capital : FRACCA champions its members interests in an array of legislative & regulatory issues which demand constant and immediate attention. In order to ensure Legislators are aware of and address issues of importance to your business and the HVAC industry, FRACCA engages a state lobbyist to work on

be- half of the members, the efforts have a direct impact on the bottom line of a contractors business.

Mission Statement: The Florida Refrigeration and Air Conditioning Contractors Association hereby recognizes that the HVAC trade affords distinct opportunities to be service to our customers and employees.

The information above tells you more about FRACCA, our mission statement, and why we help all the local chapters that belong to FRACCA. Each chapter has its own board of directors with their own events throughout the year. FRACCA has a bi-annual conference on the even years with the opportunity to achieve all 14 CEU at the conference. FRACCA also has events to support the legislature and lobbyist during the odd years.

Please see the chapters and the contact information for each of them, please reach out if you are interested in becoming an affinity member. Affinity members pay a small fee to FRACCA and then belong to the local chapter where they reside.

• TRACCA – Tallahassee and surrounding ar-

eas • Carre Welsh – www.tracca.com

• NFACCA – Jacksonville • Jen Beaudry – mail@nfacca.com

• ACCACF – Central Florida • Erica Mattis – erica.mattis@accacf.com

• SFACCA – South Florida (Broward & Miami/Dade) • Stacey Miller - director.sfaca@gmail.com

• SWACCA – Naples and Ft. Myers • Robin Parsons – robin@sw-acca.org

• MACCA – Manatee & Sarasota Areas • Robin Parsons – robin@macca.us

• RACCA – Tampa Area • Michael Tarris – michaelracca@aol.com

• GACCA – Gainesville

• PACCA – Polk County

• PBACCA – Palm Beach and surrounding areas • Alexa Lee – alexalee@pbacca.com

If you are interested in joining FRACCA through your local chapter, please reach out for more information. Erica Mattis, erica.mattis@fraccaair.com www.fracca.com

NAVAC's Jesse Stewart Recognized Among 2025 Top 25 Most Influential HVACR Instructors and Trainers



Lyndhurst, NJ — NAVAC announces that Jesse Stewart, the company's National Training Manager, has been named one of the 2025 Top 25 Most Influential HVACR Instructors and Trainers. This prestigious recognition honors individuals shaping the future

of the HVACR industry through exceptional teaching, dedication, and advocacy for education.

Organized by HVAC Excellence, an organization

managed by ESCO Institute dedicated to improving the quality of education in the HVACR industry, this annual list celebrates the educators and trainers who are the driving force behind countless HVAC/R careers. These influential individuals share their expertise across classrooms, wholesalers, manufacturers, social media platforms, and YouTube, ensuring that the next generation of HVACR professionals are equipped with the knowledge and skills needed to succeed. This year's honorees were selected from over 1,000 nominations submitted by members of the HVACR community, highlighting the profound contributions of these educators.

“At NAVAC, we are thrilled to see Jesse receive this well-deserved recognition,” said Andrew Greaves, Director of Education and Customer Experience at NAVAC. “Jesse’s dedication to advancing HVACR education and his commitment to empowering professionals in the field embody our company’s mission to elevate industry standards through innovation and expertise.”

To honor their achievements, the names of all 25 winners will be featured on a commemorative t-shirt provided by TruTech Tools. These t-shirts will be distributed at the 2025 National HVACR Education Conference held March 16-19, 2025 in Las Vegas.

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Danny Diaz of Integrated Cooling Solutions, Christian Guzman and Adrian Sanchez of Protec

ASHRAE Miami Chapter 2024 Annual Holiday Social

The 2024 ASHRAE Holiday Social was held on Wednesday, December 4th, from 7:00pm-9pm at Batch Gastropub in Miami Brickell. In order to better serve our chapter and encourage membership, this event has been a complementary evening for the past nine years and we thank our great sponsors who make this event happen every year. It was a fun evening of Hors d'oeuvres, drinks and music to celebrate another ASHRAE Miami Chapter successful year!



Daniel Marrero and Francisco Hurtado of Protec, with Juan Carlos Gonzalez and Emiliano Quiroga of Dunham-Bush USA



Jose Martinez of ICS, Eric Shea of Shamrock Engineering, Sam Martin, ASHRAE Miami past pres, Tullia Rios of Cors-Air, Joshua Shea of Shamrock Engineering, Antonio Bravo of CAVH and Dylan Ganci of Walker Reid Strategies



Ruben Abreu and Wendy Abreu of Walker Reid Strategies and Danielle Bejar of University of Miami



Muhammed Ahmed of ECF Engineering with Sonia Arranaga, ASHRAE Miami Chapter president



Nicolas Dicairano and Carlos Borja of Saez Distributors



Crystal Grimm of Analemma with Reynaldo Del Valle and Claudia Del Valle of Dunham-Bush USA



Victoria Garcia Massimo of Airzone with Alfredo Utset and Juan Utset of NESI Solutions



Antonio Gonzalez and Alejandro Gutierrez of ICTB, Gary Bauer of Reliable Controls, Leslie Prats and Luis Prats of ICTB



ASHRAE Miami Chapter wishing everyone a happy, healthy, and prosperous 2025!



Past ASHRAE Miami president Samuel Martin receives the "Red Ribbon Award" from current ASHRAE Miami president Sonia Arranaga

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 815,360 units in October 2024, changed +53.1 percent compared to 532,569 units shipped in October 2023. U.S. shipments of air conditioners changed +46.7 percent, to 449,972 units, compared to 306,735 units shipped in October 2023. U.S. shipments of air-source heat pumps changed +61.8 percent, to 365,388 units, compared to 225,834 shipped in October 2023.

Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +8.9 percent, to 8,455,008, compared to 7,765,225 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +7.1 percent, to 4,873,899 units, compared to 4,551,330 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed +11.4 percent, to 3,581,109, compared to 3,213,895 units shipped during the same period in 2023.

Dr. James Crisp Appointed As Executive Director of Accreditation

HVAC Excellence is pleased to announce the appointment of Dr. James Crisp as the new Executive Director of Accreditation. Dr. Crisp brings over 30 years of experience in career and technical education, spanning secondary, post-secondary, and state-level leadership roles.

In this role, Dr. Crisp will oversee accreditation standards, processes, and the accreditation team, ensuring schools achieve and maintain the highest levels of quality and compliance. He will also work closely with schools launching new programs or seeking accreditation, providing leadership in to schools seeking to raise their standards.

Dr. Crisp's career reflects a lifelong dedication to career and technical education. His extensive background includes:

- State Coordinator for Educational Programs with the Technical College System of Georgia.
- Holding administrative roles as Instructional Coordinator at Heart of Georgia Technical College, Director of Institutional Effectiveness at Griffin Technical College.
- Serving as a classroom instructor for Construction Trades, Industrial Arts, and Industrial Technology at the secondary level.

Dr. Crisp has been instrumental in driving educational program effectiveness, coordinating institutional accreditation efforts, and developing technical education curricula that prepare students for success in the modern workforce.

Dr. Crisp's academic achievements include a Bachelor of Science and Master's degree in Trade and Industrial Education from Georgia Southern University, as well as a Ph.D. in Vocational Leadership from Georgia State University. These qualifications, coupled with decades of hands-on experience, and hundreds of onsite visits to schools position him as an ideal leader for this pivotal role.

"We are thrilled to welcome Dr. Crisp to our organization," said Howard Weiss. "His unparalleled expertise in career and technical education, combined with his passion for improving educational standards, will elevate our accreditation process and strengthen our partnerships with schools across the nation."

To learn more about HVAC Excellence, programmatic accreditation, the standards, and the process, visit <https://www.escogroup.org/hvac/> and click the accreditation link, or call 800 394-5268.

2025 NHEC Most Influential Instructors/Trainers Announced

We're thrilled to honor the individuals shaping the future of the HVACR industry through their remarkable teaching and dedication. These outstanding instructors and trainers are the driving force behind countless careers sharing their knowledge in classrooms, at local wholesalers, through manufacturers, and even online as social media and YouTube influencers.

A few weeks ago, HVAC Excellence and TruTech Tools invited the HVACR community to help identify this year's top influencers in education. Over 1,000 responses poured in from those eager to highlight these educators' contributions. Today, we're proud to announce the Top 25 Most Influential Instructors/Trainers of 2025:

Clifton Beck, CSME* – ESCO Institute
 Ty Branaman CMHE* – ESCO Institute
 Brynn Cooksey Sr, CEM, CMS* – HVAC U, LLC
 Eric Dhillon – Johnstone Supply Orion Group
 David Doyle, CMHE – Lincoln Tech
 Brian Faulds – Rheem
 Don C. Fort Sr. – Heatcraft
 Jim Fultz – Emerson White Rogers
 Kevin R. Hart – HAVEN IAQ
 Joey Henderson – Midlands Technical College / iConnect Training
 Jim Johnson – Technical Training Associates
 Greg Jourdan – Wenatchee Valley College
 Eric Kaiser – TruTech Tools
 Louise Kellar – UEi
 Fran McGrath* – United Association Local 420
 Ben Middleton – Daikin
 Chris Mohalley – Regal Rexnord
 Dirk Nauman CM CSME – Habegger Corporation / HVAC Simulator
 Jason Obrzut, CMHE – ESCO Institute
 Eugene Silberstein, CMHE – ESCO Institute
 Greg Smith – Locklin Technical College
 Jesse Stewart – NAVAC
 Brett Wetzel Advanced Refrigeration Podcast – Advanced Refrigeration Podcast
 David Whitten – UA Local 26

(* indicates those recognized in a previous year)

We commend these dedicated educators and trainers and all the nominees for their invaluable contributions to the HVACR industry!

In appreciation of their hard work, each winner's name will appear on the back of a commemorative t-shirt, provided courtesy of TruTech Tools, for attendees at the upcoming 2025 National HVACR Education Conference, to be held from March 16-19, 2025 in Las Vegas, NV.

Let's give a round of applause to these leaders for their dedication and passion in inspiring the next generation of HVACR professionals.

You Asked For It! Cooper&Hunter Introduces Cash-Back Rewards in Our Pro-Tech Dealer Program



In response to high demand from our valued partners, we are excited to announce the addition of a Cash Back Rewards incentive to our popular Pro-Tech Dealer program. This new incentive is designed to reward our dedicated dealers for their hard work and loyalty, providing them with an extra boost to their earnings.

The Cash Back Rewards program offers attractive rebates on a wide range of Cooper&Hunter products, encouraging our dealers to continue delivering top-notch HVAC solutions to their customers. By enhancing our Pro-Tech Dealer program, we aim to support our partners in achieving their business goals and driving growth while fostering strong relationships with our dealers.

Join the Pro-Tech Dealer program today and take advantage of this exciting new opportunity to maximize your rewards with Cooper&Hunter!







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ACCA Staff Gives Back for The Holidays at Bethesda Fisher House by Supporting Military and Veteran Families

Alexandria, VA — On December 13, ACCA staff took time to give back to the community by volunteering at the Bethesda Fisher House, a nonprofit organization dedicated to supporting military families.

To create a warm and welcoming environment for families staying at Fisher House, staff members joined hands to serve meals, help military families create holiday gifts, and celebrate the spirit of the season with a gingerbread decorating contest.

Fisher House Foundation is best known for its network of nearly 100 comfort homes for military and veteran families. Bethesda Fisher House provides housing at no cost for military and veterans' families while a loved one receives medical treatment.

Since inception, the program has saved military and veteran families an estimated \$610 million in out-of-pocket costs for lodging and transportation.

"Supporting our service members is an important part of ACCA's commitment to community and service," said Barton James, ACCA president and CEO. "Here at ACCA, we're proud to have a staff full of association leaders with heart. The holiday season is a time to reflect on gratitude; volunteering at Fisher House is one way we can unite as teachers to express our appreciation for those who have served our country."

This volunteer effort reflects ACCA's mission

to elevate professionalism and service within the HVACR industry while also fostering meaningful connections with the communities its members serve.

"Fisher House Foundation is grateful to ACCA volunteers for their support helping military and veteran families," said David Coker, president of Fisher House Foundation. "Volunteers are an essential part of building community within Fisher Houses bringing extra warmth and comfort."

Fisher House Foundation also operates the Hero Miles Program using donated frequent flyer miles to bring family members to the bedside of injured service members as well as the Hotels for Heroes program using donated hotel points to allow family members to stay at hotels near medical centers without charge. The Foundation also manages an awards program recognizing programs that support military and veteran communities and scholarship funds for military children, spouses, and children of fallen and disabled veterans.

ACCA encourages its members and industry partners to join in giving back this holiday season. Whether through volunteering, donations, or supporting local causes, these efforts embody the spirit of service that defines the HVACR community. For more information on ACCA's community involvement and upcoming initiatives, please visit acca.org.

Uniweld Products Coming Together with Reps and Friends for their Annual Holiday Celebration!



Allied Air Enterprises Redesigns Armstrong Air® and AirEase® Pro Series Systems to Welcome New Low-GWP Refrigerant and Offer New Benefits



West Columbia, SC (December 2024) – Allied Air Enterprises has announced the re-design of the Pro Series™ for the Armstrong Air® and AirEase® brands to accommodate the Low-GWP refrigerant transition. This includes a newly designed cabinet and several benefits for dealers and consumers.

“We’ve reimagined the Pro Series from the ground up as part of our dedication to building for a cleaner tomorrow,” said Kim McGill, VP Marketing, Allied Air Enterprises. “As we transition to a

new Low GWP refrigerant across product lines, this positive step will significantly reduce the impact of harmful greenhouse gases.” She noted that the new R-454B refrigerant used in Allied Air’s products reduces GWP by 78% which contributes to a cleaner future for everyone.

The new Pro Series™ A7AC22V Air Conditioner and A7CP21V Heat Pump units deliver targeted comfort when consumers need it, especially when it’s paired with the Comfort Sync® A3 Thermostat for unprecedented control and energy savings. The heat pump’s state-of-the-art cold climate technology offers high performance heating down to 5° Fahrenheit before auxiliary heat turns on. And, the new 22 SEER2 air conditioner helps keep cooling costs low during hot weather.

Pro Series™ features also include:

- Proprietary Omniguard® Total Corrosion Protection Technology - with a new, durable composite top and base, the new Pro Series™ units can stand the test of time in sun, snow, sleet or rain.
- Personalized temperature control – when paired with the Comfort Sync® A3 Thermostat, each zone has its own adjustable, voice-activated thermostat and delivers service reminders right to a smart phone. It also remotely monitors air quality and starts the system’s fans as needed to filter the indoor environment and dehumidifies the home.
- 55% More Efficient - Purposeful fan and coil engineering enhances air flow through the unit, delivering more effective heating and cooling with up to 22 SEER2 efficiency ratings to lower energy use.
- More than 50% Quieter - Whisper-quiet fan design cuts operating noise levels in more than half compared to a conventional single-stage air conditioner or heat pump unit.
- Precision Service™ Technology - with easy access to the components, servicing and maintenance have never been quicker or more efficient. You can relax knowing that keeping everything in top shape is a simple task!
- Variable Speeds - longer, gentler run cycles offer enhanced air filtration, lower humidity, quieter noise levels and more consistent comfort throughout the home.
- Energy-Efficient Systems - Pro Series™ Systems are ENERGY STAR® Most Efficient-rated and help reduce energy bills.

Discover the new Armstrong Air and AirEase Pro Series™ systems, reimagined from the ground up to deliver total harmony for the home and the environment. Learn more at Our Brands | Allied Air Enterprises | Premier Heating & Cooling Solutions

New ASHRAE Book Standard 111-2024 Available from Bookstore



ANSI/ASHRAE Standard 111-2024, Measurement, Testing, Adjusting, and Balancing of Building HVAC Systems, updates testing procedures for air, hydronics, and control verification; identifies new instrumentation; and incorporates research providing new ideas and methods for testing.

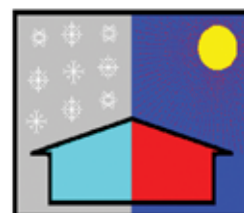
Testing, adjusting, and balancing are integral to the long-term health of every building. ASHRAE Standard 111 helps building owners determine and monitor system performance to ensure proper operation. Testing, adjusting, and balancing can be used to:

- Provide a record of existing conditions
- Compare periodic tests to original conditions to determine system deterioration or reduced efficiency
- Establish operating conditions whenever changes are made to the HVAC system
- Determine existing conditions for base energy-level calculations in energy conservation programs
- Create procedures and reports that can be used to verify energy conservation

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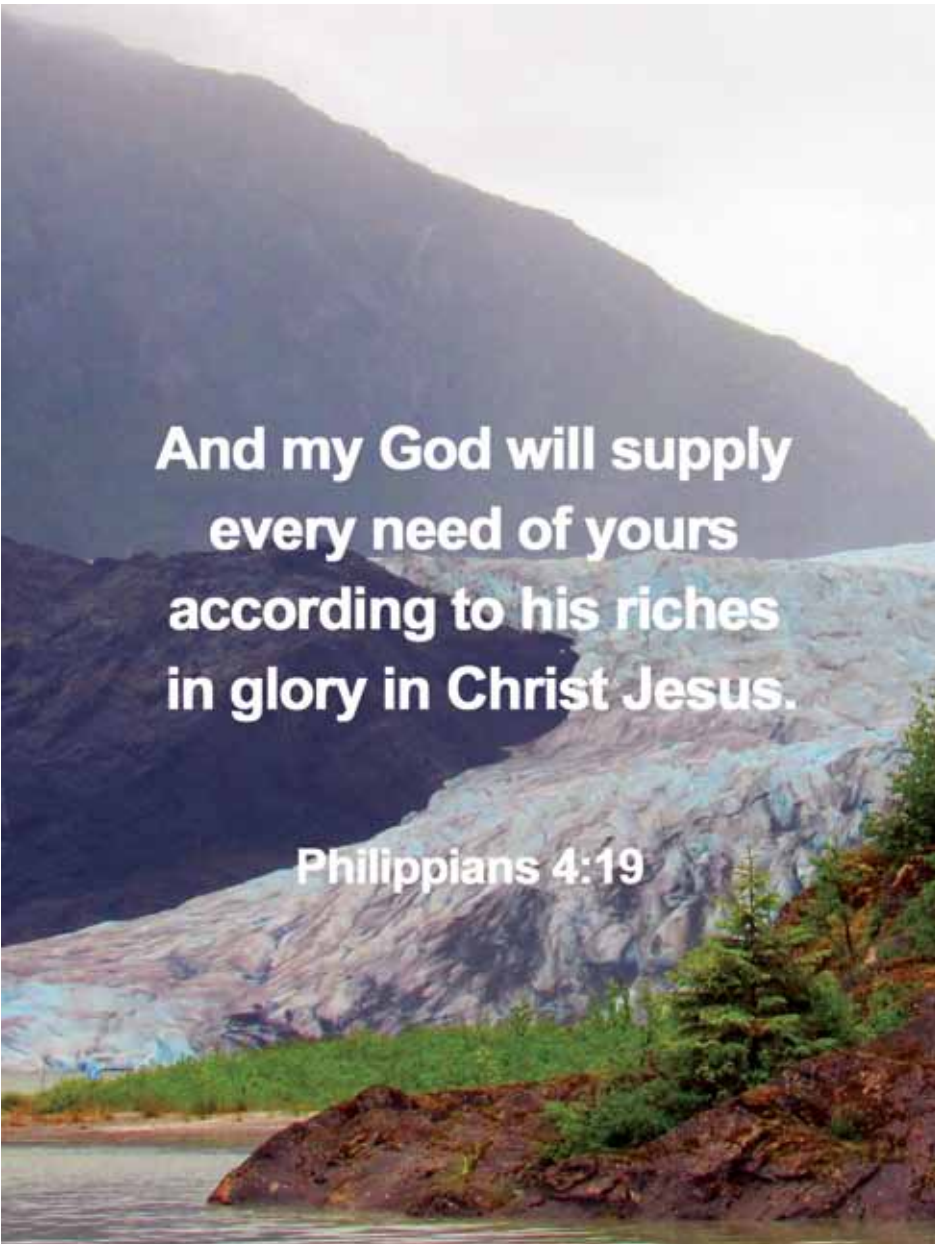
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Philippians 4:19



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TODAY'S A/C NEWS

January 2025
Volume 36 / Number 6
Today's A/C & Refrigeration News
is published monthly,
(12 times a year)
by Today's A/C & Refrigeration News
P.O. BOX 451821,
Ft Lauderdale, FL 32170
Ph: 954-674-1580
E-mail: jeff@todays-ac.com
Application to mail at periodicals postage
rates is pending at Longwood, FL
and additional mailing offices.

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

Jeff Schlichenmeyer, Publisher
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Today's A/C & Refrigeration News

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