

60 Pages in 4 Sections



FLORIDA EDITION

HVAC
& REFRIGERATION

INSIDER[®]

Reporting for Heating, Air Conditioning, IAQ and Refrigeration Professionals

Johnstone Supply Ware Group Opens Sarasota Location



The Sarasota staff (l. to r.): Angie Mann, Shannon Mellon & Jason Linder

The Johnstone Supply Ware facility, located at 2217 72nd Avenue East. Occupying a **continued on page 7A**



From the Inside by Walter Arnett

Each August presents us with another cause to celebrate. This year we have completed our 17th year and are now starting the 18th. August, 1992 was the date of the first HVAC Insider, Florida Edition. It was 24 pages of advertisements and news of the HVAC trade in Florida and the beginning of our great pleasures experienced **continued on page 3A**

Cuban Farmer Turned-Tradesman Fulfills American Dream Through Vocational Training



Hill York Project Manager Julio Hernandez (l.) discussing plans with Hill York HVAC Consultant Michael Mueller **story on page 3A**

Phil London Named ACCA-FL Chairman



Outgoing ACCA-FL Chairman Tommy Castellano (l.) congratulates new Chairman Phil London

The Air Conditioning Contractors of America Florida Chapter (ACCA-FL) has named Phil London as Chairman, effective July 1. Phil was preceded as Chairman by Tommy Castellano, who held the position for the past three years.

Phil London has been very active in the HVACR industry since 1985 and is currently the Senior Account **continued on page 3A**

RACCA Reaches 60 Year Milestone



RACCA occupied their current building in 2001

The original members of what is now the Refrigeration and Air Conditioning Contractors Association (RACCA) of Tampa Bay began meeting as early as 1949 to discuss mutual problems and to develop a coalition of heating and cooling contractors that might take action on industry issues through solidarity. The original association was named West Coast RACCA and counts among its original charter **continued on page 3A**

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**3rd Quarter
National HVAC Insider in this Edition**

Lennox Parts Plus Store Now Open in Clearwater



Lennox Clearwater Parts Plus Counter Sales Associate Moses Martinez (l.) with Store Manager Tim Shaffer

Lennox celebrated the opening of their Parts Plus concept store at 15370 US 19 North in Clearwater with a counter day on Thursday, July 30th. Contractors had the opportunity to discuss the expanded tools, supplies and equipment offerings available with Lennox **cont'd on page 9B**

MACCA Honors 2009 Returning Apprentices & Apprenticeship Program Completers



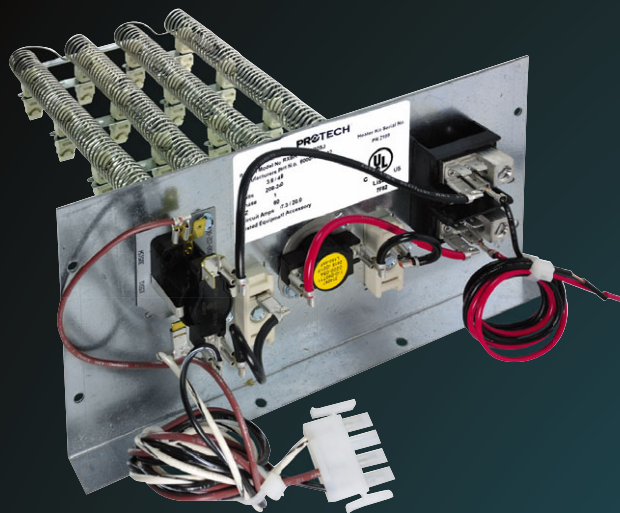
Standing: MACCA President Rick Allard, graduates Peter Hershberger, David Loyd & Dennis Miller & Instructor John Grant; seated: graduates Jeremy Patton, Richard Schloneger, Daniel Setter & Matthew Stevens **story on page 4B**

Florida HVAC Insider
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Ave. etc.) This helps us get the newspaper to you.)

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From the Inside

with the companies and people in our industry.

I pulled out of my files a copy of this first issue to find a little reminiscing and found several things of interest that I thought I would share with you. In those 24 pages there were 13 ads, all in color. The first advertisers were ARD Distributors, American HVAC Software Systems, Arcoaire/Comfortmaker, Baker Bros. Inc., Coastline Distributing, Gemaire Distributors, Inc., Goettl Air Conditioning, Major Equipment Distributors, Pameco Corp., and Solar Shield, Inc. Some of these are out of business now, but several of them continue to advertise with us and are still strong in the industry.

Some of the news headlines in that issue included the following:

- Elliott Named President of Pameco Southern Division
- Ron Grausam Joins ARD as HVAC General Manager
- Florida Energy Code Proposed Changes
- Hillsborough County Charges More For Permits
- Gemaire Distributors Offering RediCharged Mitsubishi Ductless Split Systems

continued from page 1A

Cuban Farmer-Turned-Tradesman

Julio Hernandez, 38, used to operate a 50-acre farm in Cuba, where he raised rice and sugar cane. But the desire to gain freedom of speech and a better life for his family sent him on a personal journey that reached its fulfillment on July 18, 2009, when he graduated from Miami's Air Conditioning Technical Center, commonly known as AC Tech.

According to Hernandez, he came to this country 11 years ago with his wife Maracela, because he wanted their children to grow up in the land of freedom. "We are all citizens now," he said. "Here my three children can grow up in freedom and say whatever they want to say. I love this country, where everybody has opportunities to work and enjoy life."

On July 18, Hernandez and 20 other AC Tech apprentices completed their five-year training programs and graduated to journeyman status. AC Tech trains workers for the mechanical contracting industry, providing graduates with expertise in heating, ventilation, air conditioning, and refrigeration (HVACR), as well as piping.

Hernandez works with Michael Mueller, an HVAC consultant with Hill York Service Corporation who works in Fort Lauderdale. Mueller is also the labor chairman for AC Tech's education committee and has followed Julio's progress since he started his apprenticeship, five years ago. "Julio came to us from a recom-

--TECO Sponsors Residential Conservation Program

--Dick Morris Named Gemaire Orlando Branch Manager

--Carrier North American Acquires Florida & Appoints Thompson

These are just a sample of the HVAC news in Florida in 1992.

In the first 'From the Inside' editorial I stated, "The HVAC Insider is a monthly trade publication dedicated solely to reporting all news pertaining to the HVAC/R industry on a local, state and national level." Peter Montana, who is doing an excellent job of keeping us on top of our news profession, Brigitte Ingram, who is the very best in production of newspapers, and I thank all of you readers, contractors, distributors, manufacturers and reps, as well as you individual editorial suppliers in helping us accomplish our goals through these 17 years. We could not have done it without you.

August is also a celebration month for another reason for me. The 30th will be my birthday. I will be 39 years old (again) and I refuse to be any older. If Jack Benny can do it, so can I.

We'll talk again next month. ■

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RACCA

members Howard Frankland, W.B. Haggerty, Otto Krause, James Griffin, George Durant and Arthur Turner, Sr.

The original group of contractor members met on a weekly basis for a number of years. They were fortunate to have the leadership of President Lester K. Olson of J.P. Griffin Inc. during much of that time. In 1956 the group received

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continued from page 1A

Phil London

Manager of the Service Division of Thermal Concepts. A mechanical contractor located in Davie, Florida, Thermal Concepts specializes in air conditioning, refrigeration, duct work, insulation, fabrication and controls.

Prior to joining Thermal Concepts in 1997, Phil was co-owner of Area Refrigeration & Air Conditioning, and then President of Five Star Mechanical, which specializes in residential and light commercial contracting.

At the present time, Phil serves as a member of Region Six ACCA National Board of Directors and is Chairman of the ACCA National Codes Committee. He is the Past President of the local South Florida Air-conditioning Contractors Association (SFACA) Chapter, is a Past Chair of the Broward County Board of Rules & Appeals, is a Past Chair of Associated Builders & Contractors HVACR Apprenticeship Program, and is a Past Chair of the South Florida High School HVACR Apprenticeship Program. He is currently a member of the Building Owners and Managers Association (BOMA) Broward/Palm Beach Chapter, as well as a member of the US Green Building Council (USGBC)/South Florida Chapter.

Phil and his wife Lana reside in Pembroke Pines, and he has four children: Heather, Amy, Kelie and Brian. ■



ASHRAE Research Hits \$2 Million Mark



For the second year in a row, ASHRAE Research Promotion has raised over \$2 million.

Contributions from individuals, ASHRAE chapters and 20 company donors reached \$2,038,528 for the 2008-09 Society year. Last year, ASHRAE raised \$2,081,422, marking the first time contributions to research had gone over the \$2 million mark. The Society matches these donated funds dollar-for-dollar, creating a \$4 million pool to support research.

"It is especially heartening

that given today's economy, ASHRAE chapters and members as well as industry companies continue to see the value of supporting our research program," said Gordon Holness, ASHRAE president. "This year marks the 90th anniversary of the ASHRAE research program, and these contributions signify the strength of our program in researching today to improve the industry of tomorrow."

With more than 6,400 total donations for the year, nearly

continued on page 4A

Profits, Planning and Partnerships

As the summer service season comes to an end consider a service department review. Give yourself a report card on how well you and your team performed during your busy season and assess what you can do to improve next year... and get started now.

My hope is that you spent last winter and into spring learning about new products that were incorporated into your accessory offering. You were probably teaching your service techs some techniques on how to approach your customers with ideas on how to save money on power bills and improve the air in their homes. I'm sure the focus was on profitable items that gave the homeowner huge benefits while keeping your costs down and positively impacting your bottom line.

That was the goal wasn't it? It seemed to be the plan of attack with a multitude of contractors I spoke to during the early part of the year. The business leaders I spoke to had come to the realization that the new construction market wasn't coming back anytime soon and the change out market was going to be weak again this summer and their hope was to be able to rely on the service departments to pull them through. I believe the crystal ball was pretty clear, as that is pretty



**Contributed by
Kevin Barnum, Vice President
of Victor Distributing
Company, headquartered in
Clearwater, FL**

much what happened.

Did your service department pull you through in the way you expected? I hope they did, because if they didn't... you missed the big summer audience you won't see until next season. The good news is as the calls slow down you have another opportunity to get ready for next summer and you truly need that time to practice the skills you need to capitalize.

Whether you believe we are on the bottom, the recovery is imminent, or we have further to fall doesn't matter much. The plan of action should still be the same: less excuses and more execution. Make this the time

where you decide to improve your service department, even if you think you did it last year, review your position and make some changes.

All successful business leaders know that you can't go it alone. Partner up with a reliable, progressive wholesaler that can help guide you through the process of improving your business. Imagine knowing you have, without any doubt, a 50% materials cost advantage over any of your competition. If you have a limited customer base coupled to an undertrained, undereducated employee base, what does that price advantage really get you? Now imagine having a competitive price on all your products and having a business development partner that for no charge will help you generate more sales with your existing customer base by exposing your team to new products and proper sales training. Which scenario is a more profitable, more sustainable long term business plan? If all you are getting from your wholesaler is a price, reevaluate your relationship and put the pressure on them to be your partner. It will be the least expensive, most impactful value a wholesaler could ever provide for your company.

Love it, hate it, think I'm full of it? Send me a message at kbarnum@victordist.com ■

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ASHRAE Research

half came from individual ASHRAE member donations, with corporate donations comprising the remainder. The money raised will fund research projects beginning in the 2009-10 fiscal year, such as Measuring, Modeling, Analysis and Reporting Protocols for Short-Term M&V of Whole Building Energy Performance, Development of a Reference Building Information Model (BIM) for Thermal Model Compliance Testing, and Establishing Benchmark Levels and Patterns of Commercial Building Hot Water Use. ASHRAE conducts about \$8 million in research in

any given year, with projects often spanning several years. Currently, the Research Promotion program is supporting 82 research projects and student grants-in-aid, valued at more than \$11.2 million.

Individual chapters raise funds in a variety of ways, including golf tournaments, auctions and educational seminars. ASHRAE's Region VIII led the regions in total funds raised with some \$350,000.

ASHRAE, founded in 1894, is an international organization of some 50,000 persons. ASHRAE fulfills its mission of advancing heating, ventilation, air conditioning and refrigeration to serve humanity and promote a sustainable world through research, standards writing, publishing and continuing education. ■

What is Totaline?

Solving challenging HVAC/R problems is your job. Helping you get the parts, supplies and equipment you need is ours. This is the Totaline commitment; we don't take it lightly.

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Make Totaline a daily stop. You'll find the big stuff... a compressor selection that will cover almost any application... but you'll also find the little things that are easy, yet painful, to forget. Duct tape? Wasp spray? Tools? Find it all at Totaline.

For more information visit: Totaline.com. ■

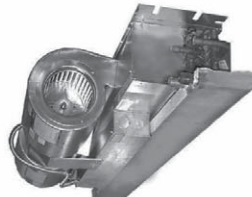


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Melbourne	321-728-9100		

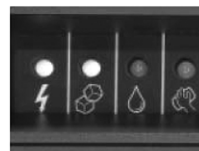
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INSIDER CALENDAR

*meets continuing education requirements

Attention Readers!

If your Company or Association is planning a Meeting, Open House, Training School, or Social Function, the HVAC Insider will gladly publish the information.

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ACCA - Florida

Monthly at alternating state-wide locations.

Contact Lisa Tamargo at 877-632-2221

or visit www.acca-fl.org

ACCA/BB - Tallahassee

Second Tuesday of each month

ACCA/BS - Ocala

Fourth Tuesday of each month at

Springs Restaurant, Silver Springs

ACCA/CF - Orlando

For information on meetings contact Executive

Director Londra Meade at 407-260-2206

BACCA - Melbourne

Last Monday of each month, 7pm at 'C'Viera Complex

MACCA Manatee - Sarasota

First Thursday of each month, 6:00pm Holiday Inn,

Lakewood Ranch, 6231 Lake Osprey Dr., Sarasota:

877-MACCA-99

NFACCA - Jacksonville

Third Tuesday of each month, 11:45am,

Radisson Riverwalk Hotel-Downtown Jacksonville,

1515 Prudential Dr. 904-783-3155

PBACCA - West Palm

First Thursday every other month (June, Aug, Oct,

Dec. 2007), 6:00pm, Crowne Plaza Hotel,

1601 Belvedere Rd.WPB. Contact: Pam Ripple

561-585-3880...pripple@pbacca.org

RACCA - Tampa Bay

Second Thursday of each month, 12pm at

RACCA headquarters in Tampa: 813-870-2607

SFACA

Bi-Monthly meetings in Dade & Broward

Counties. Visit www.sfaca.org for details.

TCSCA - Ft. Myers

Second Tuesday of each month except June, July,

Aug, Dec. 5:30pm at TriCounty Apprenticeship

Academy. 239-948-7142.

TRACCA - Fort Pierce

September through May

3rd Tuesday at the Amvets Post, Ft. Pierce

Danielle Lewis 772-323-5730

VACCA Volusia - Flagler

6:30pm First Tuesday of month except June, July,

August, Red Lobster. 2625 International Speedway

Blvd., Daytona Beach, Call:

Tom McGuire 386-767-3900 - www.vaccafl.org

ASHRAE - West Coast Tampa

Third Tuesday of each month, 5:30pm, Social Hour;

6:30 PM Dinner, Sam Seltzer's Steakhouse

4744 N. Dale Mabry Highway, Tampa, FL

33614Dave White 727-834-8887

ASHRAE - Space Coast

Third Tuesday of each month, 6pm at Gregory's

Steak & Seafood Grille, 900 N Atlantic Ave., Cocoa

Beach, Mark Terrone: 321-867-6149

ASHRAE - Gulfstream

Second Thursday of each month, 6:30pm,

Call 561-309-9162 for information, or E-mail to

kmstruud@attbi.com

ASHRAE - Jacksonville:

Second Tuesday of each month, 11:30am,

River City Brewing Co-JaxSouthbank:

904-519-5128 Mike Cunniff

ASHRAE - Central Florida

First Thursday of month - 6pm,

Dubsread Banquet Hall, Orlando,

Contact Todd Moore 407-551-1124

ASME - WestCoast

Third Wednesday of each month, 6pm:

813-734-5546

RSES - Central Florida

Second Thursday of each month, 7:30 pm,

at the Trane Co, in Maitland: 407-422-0427

RSES - Southwest Florida

Third Wednesday of each month. Various locations.

Contact Mike Barry 239-694-8994

RSES - Sunshine City

6pm First Thursday of month except June, July,

August. Contact Merle Lippert: 727-442-1808

St. Petersburg

RSES - Tallahassee

First Thursday of each month, 7pm,

Lively Vo-Tech, Building F: 904-878-9535

RSES - Tampa Bay

Third Thursday of each month

(except June & August), 6:00pm,

Erwin Technical Center. Room 106,

contact Cappa Reina: 813-477-3931

NAWIC - Greater Fort Lauderdale

First Wednesday of each month, 6pm Holiday Inn,

Hermine Brown: 305 587 7627

INSIDER Events CALENDAR

Date: September 26, 2009
Event: Manasota AC Contractors Association (MACCA) golf tournament
Location: The Preserve GC at Tara, Sarasota
Sponsor: MACCA
Contact: MACCA: 877-622-2299, www.macca.us

Date: October 1, 2009
Event: Miami-Dade Inspectors Luncheon
Location: Don Shula's Hotel, Miami Lakes
Sponsor: Mechanical Contractors Association of South Florida (MCASF), South Florida Air Conditioning Contractors Association (SFACA)
Contact: MCASF: 305-651-7570, www.mcasf.org; SFACA: 800-433-7171, www.sfaca.org

Date: October 11 - 15, 2009
Event: 66th Annual Sheet Metal & Air Conditioning Contractors National Association (SMACNA) Convention
Location: Palm Desert, CA
Sponsor: SMACNA
Contact: SMACNA: www.smacna.org; 703-803-2998

Date: October 18 - 21, 2009
Event: Mechanical Service Contractors of America (MSCA) 24th Annual Educational Conference
Location: Bonita Springs, FL
Sponsor: MSCA
Contact: Sobeida Orantes: saorantes@mcaa.org, 800-556-3653

Date: November 12, 2009
Event: Broward Inspectors Luncheon
Location: International Fishing Hall of Fame, Ft. Lauderdale
Sponsor: Mechanical Contractors Association of South Florida (MCASF), South Florida Air Conditioning Contractors Association (SFACA)
Contact: MCASF: 305-651-7570, www.mcasf.org; SFACA: 800-433-7171, www.sfaca.org

Date: November 1 - 4, 2009
Event: HARDI Annual Fall Conference
Location: Orlando, FL
Sponsor: Heating, Airconditioning & Refrigeration Distributors International (HARDI)
Contact: HARDI: www.hardinet.org

Date: November 7, 2009
Event: 8th Annual PBACCA Golf Tournament
Location: Atlantis Country Club, Atlantis, FL
Sponsor: Palm Beach Air Conditioning Contractors Association (PBACCA)
Contact: PBACCA: www.pbacca.org, 561-585-3880

Date: November 16, 2009
Event: MCASF Golf Tournament
Location: Grande Oaks Country Club, Ft. Lauderdale, FL
Sponsor: Mechanical Contractors Association of South Florida (MCASF)
Contact: MCASF: 305-651-7570, www.mcasf.org

Date: January 25 - 27, 2010
Event: 62nd AHR Expo
Location: Orange County Convention Center, Orlando, FL
Sponsor: Air-conditioning, Heating & Refrigeration Institute (AHRI)
Contact: AHR Expo: www.ahrexpo.com

Date: March 7 - 9, 2010
Event: 2010 ACCA Conference & Indoor Air Expo
Location: Tampa Convention Center, Tampa, FL
Sponsor: Air Conditioning Contractors of America (ACCA), Indoor Air Quality Association (IAQA)
Contact: ACCA: www.acca.org, IAQA: www.iaqa.org

MCASF Launches Safety Recognition Program

In an effort to place a renewed emphasis on safety, the Mechanical Contractors Association of South Florida (MCASF) Safety Committee has created a brand new program for Contractor Member companies — the **2009 Excellence in Safety Awards**. This program, open to all MCASF Contractor Members in good standing, will recognize and reward exemplary safety records.

Each January, the Association will collect injury and work hour data from our contractor member companies for the preceding calendar year. The data will be used to calculate incidence rates, which will be the sole determining factor in determining the top ranking company in each

category. To ensure impartiality, all calculations will be reviewed by an independent party from outside of the industry. Categories have tentatively been organized into the three categories based on total company hours/number of employees.

MCASF will announce the first, second and third place winners in each category at the **2010 MCASF Annual Banquet**, to be held February 20, 2010 at the Hard Rock Hotel & Casino. First place winners in each category will receive a MCASF Safety Excellence Award. All participants will receive a certificate along with benchmarking data. If you have questions related to this program, please contact MCASF at 305-651-7570 (Miami-Dade) or 954-392-3987 (Broward). ■

**When they need you,
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continued from page 1A

Johnstone Supply



The new Johnstone Supply Ware Group Sarasota location: 2217 72nd Avenue East



The sparkling, well-stocked showroom

continued from page 3A

Cuban Farmer Turned-Tradesman

Florida contractors. They receive a starting wage of \$13.95 an hour for the first six months and \$14.95 an hour for the next six months.

Once they graduate to journeyman status, they can earn up to \$32.10 per hour plus benefits, for a total package of \$41.65.

"Careers in air conditioning are a good choice, even during a recession," added Warren,

"and especially in South Florida, where the air conditioners run year-round."

Even though Hernandez has fulfilled his dreams of becoming an American and a journeyman worker, he still has more fine goals for the future. "In ten years, I would like to be the owner of my own company," he said.

For more information on AC Tech, visit www.actech.jobs.



The AC Tech building in Miami

Editor's note: Congratulations to all the 2009 AC Tech program graduates: *Ryan Conley, Greg Dellinger, Alex Diaz, Kishon Dryden, Alejandro Escobar, Juan Garay, Jose Gonzalez, Alfred Hamby, Emilio Hernandez, Julio Hernandez, Roy Lopez, Mario Mara, Antonio Newsome, Reginald Owens, Phil Reynolds, Jose Rivera, Hayden Ross, Rondrick Salley, Joseph Seitz, Ronald Ventour and Darrel Waters.* ■

15,000 square feet building and featuring 3,700 square feet of showroom, the store is conveniently located to serve the Sarasota/Bradenton market area.

Branch Manager Shannon Mellon brings 13 years of experience with Johnstone Supply to her new position. She is assisted in operating the store by Counter Representative Angie Mann and Warehouse

Supervisor Jason Linder, each with backgrounds of 10 years in the HVAC industry.

"We are excited to have a presence in the Sarasota area and are confident that contractors will be impressed with the service and support that Shannon and her staff will be providing," stated Johnstone Supply Ware Group Tampa Bay Market Manager Darren Combs. "This is our

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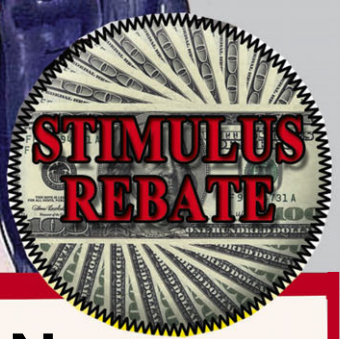
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NEWS from FRACCA and Affiliated Chapters



The Florida Refrigeration and Air Conditioning Contractors Association is comprised of over 350 HVAC contractors and HVAC affiliated firms in eight chapters across the State of Florida. FRACCA was established in 2001 by a group of dedicated leaders in the HVACR industry and is a statewide not-for-profit association. FRACCA works to promote the interests of industry professionals through legislative action and educational program development. For more information about FRACCA, contact the FRACCA office at 727-576-3225, by email at mail@fracca.org, or visit them online at www.fracca.org.

From the Desk of the FRACCA President

by Paul Stehle



YOU ARE THERE

Recently we lost a part of our childhood. Walter Cronkite, the legendary news anchorman passed away. When I was young and growing up on Long Island, New York, he was the news. His voice commanded you to listen and I did. During his career, he did a series of shows dealing with history that we occasionally watched in our Social Studies classes. The series was called "You Are There". Essentially the series would re-enact a historical event with real "newsmen" like Mike Wallace and Walter Cronkite himself asking questions as if the historical events were happening at the time of their production. They would "be there" as George Washington was crossing the Delaware or at the Salem Witch Trials or the Aaron Burr and Alexander Hamilton duel. They would have "news coverage" by actual news people and camera crews to give you a feeling of being part of that event as it happened. Every show would start the same way with Walter Cronkite's deep baritone voice saying "... all the events are the same except, YOU ARE THERE". I loved those shows.

Now we'll do a little history of our own. It is 1960 Florida and YOU ARE THERE! Interstate 75 is a little road in northern Florida connecting Alachua to the state of Georgia. The population of the state of Florida is around 5 million people. If you were traveling in our state you were more than likely traveling on a two lane highway with multiple stops in a car with no air conditioning. Cities and towns were fewer, smaller and farther between. Your average house price was about \$15,000. Your house had many amenities that houses in the 1950's did not have. One of those amenities was probably not air conditioning. As there were only about 430,000 homes nationwide that had central air conditioning in 1955, the chances that your Florida home had central air were very small. Even 10 years down the road (1965) there were only about 3 million homes nationwide that had central air. Developers such as Gulf American Land Corporation had 500,000 acres of land to develop. I can hear what you are thinking.

I wish I could have been there then. But remember Walter Cronkite said YOU ARE THERE!

The idea of his show was for us to learn from the past. So time travel with me to 2009. I-75 goes all the way from Miami to many points north of Georgia. The population of Florida is over 18 million people. We are coming out of the worst economic times in the lifetime of most of us. The real estate market is making price adjustments to make land more affordable. For those of you who have followed my column in the past you have heard my report of new projects on the horizon for 2010. Your opportunity is in front of you. As with the early years people will come. We do not have to sell people on the importance of central air conditioning anymore, we just have to do great work and stay on the cutting edge of technology and we can experience the next growth spurt the way our predecessors in 1960 did. All the events are same except, YOU ARE THERE!

Safe Sex – Safe Contracting and "How long is 'Forever'"?

Ask any school child from Middle School on and they can give you all the information you need on "safe sex", but "safe contracting" may take a little explaining. Here are some of the items included in "safe contracting":

- Did you actually size that equipment or appropriate commercial load sizing program or just rely on the "last guy" that installed the system for sizing? As you know, I rant about correct sizing all the time, reason being, we A/C people have the opportunity to destroy a building with incorrect equipment sizing and incorrect installation. Virtually all commercial jobs include the introduction of outdoor air, right? We need that quantity of OA to be "not too small, not too large... just right". Too much OA and you have a rise in relative humidity, too little OA and the indoor pollutants are not sufficiently diluted... make it "just right".
- Speaking of "outdoor air", how many commercial jobs that your service still use "filter back return air grilles" in the ceilings? Great, except when these are used with OA, the air entering the package unit or the air handler is typically



by Bob Cochell



UNFILTERED. The customers love those filterback RAG's. They don't have to call you to change the filters on the roof, great idea right... yes, great, just dangerous. Case in point, I visited a commercial strip center that was approximately two years old. After two years of operation those evaporator coils were indescribably nasty. What is included in that "soup" on the evaporator coil... who would know? Remember HVAC isn't like "the cable guy" where it is an inconvenience when it doesn't work correctly; with A/C when everything isn't correct you can ruin someone's health.

- Duct leaks? Come on guys we need to tighten up on this. No, they don't sell the "right stuff" at Home Depot and Lowe's to repair existing home ductwork leaks... tape doesn't get it. It must be fiberglass fabric and mastic, U/L 181 list please. Mummy wrapping ductwork with tape isn't professional or effective, and it looks awful!
- No Permit? I realize that permits are only pulled about 30% of the time. Yes, they are a major hassle, what with all the forms, authorizations, inspections, and

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CAM'S CORNER

Monthly Legislative Update



Another Tool to Fight Unlicensed Activity

The Division of Workers' Compensation has released an absolutely great new tool that you will think is a fantastic addition to their good work. It's called the Non-Compliance Referral Database, and it allows you to electronically submit a referral (like a complaint) about an employer who may have failed to provide workers' comp coverage.

When you submit a referral, you will

have the ability to track the status of the referral by accessing the system and entering the confirmation number you are given when you initially submit the information. With this, you can tell what progress has been made on your referral. To make things even easier for you, you have the option of getting automatic electronic notification on the status of the referral by providing your e-mail address.

The Division of Workers' Compensation is trying to give you real answers in real time – what a great thing to do!

You are not *required* to give your name or contact information to submit a referral. You can still check on the status of the referral anonymously by entering the system and using the confirmation number initially provided to you. How great is that?

To submit a referral, this information is required:

- Name of the business
- Violation type(s) – you select one or more of these: a) no workers' compensation coverage; b) business is underreporting payroll; c) business is misclassifying employees; and/or d) business is misrepresenting employee duties. You may also provide a description of the violation(s).
- Address – you must provide at least one of these three: a) address of the business; b) jobsite address; or c) detailed directions to the jobsite.

The system also allows you to provide much more information if you have it. I am sure that the more information you provide, the more likely it is that a referral can get faster attention.

Do you want to actually see how this system looks? All you need to do is go to this web address: https://apps.fldfs.com/NonCompliance_Referral/mainpage.aspx

You can also access this system by going to: www.fldfs.com and under "Employers" click on "Find out about workers' compensation" then, on that page, click on "Report Suspected Non-Compliance" (in the right margin of the page).

You may want to save this web address on your computer because you will want to have it handy when and if you would like to submit a referral.

I encourage everyone to send an e-mail message or write a letter to the Division of Workers' Compensation expressing your thanks for creating something that is so useful, so helpful, so right, and so what good government really is all about.

You can send this e-mail message to: Workers.CompService@fldfs.com

You can send this message by letter to:

Division of Workers' Compensation
Office of the Director
200 East Gaines Street
Tallahassee, Florida 32399-4220

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NEWS from FRACCA

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“How long is ‘Forever’?”

having the customer wait at home to facilitate the process. But consider this – that permit and the subsequent inspection may be your “best friend”; it verifies by a “third party”, the inspector, that you complied with the codes and regulations in force as of the day the permit was issued.

of my insurance company and my policy number and wants to file a claim. He also admitted he has had a persistent roof leak but that has limited play in the “home inspector’s” report. The “home inspector” wrote a long treatise about the HVAC, something to the affect that the return air was too large and caused the air to swirl and be trapped in the AHU... OH, boy. Also, this home didn’t have a return air in every room with a door... not required by code as of the date of this house. But the return air issue is in the “home inspector’s” report. I have a permit and “passed” inspection; we complied with all the pertinent code items, regardless of what is written in the “home inspector’s” report. HOT FLASH... if you don’t pull that permit and pass the inspection how long are you “on the hook” for that job.... Yes, **FOREVER!** You see that inspector may just be your best friend.

There you have it: safe contracting and the definition concerning how long you will be warranting that unpermitted job (forever). For the “safe sex”

Question: Have you experienced “THE HOME INSPECTOR”? These are people with varied training and expertise, some do a great job, others are terrible, yet they are heralded as authorities for every discipline, plumbing, roofing, electrical, structural, and near to my heart... HVAC. Consider my situation where we installed a system on a home addition back in early 2000’s and have never been called by the customer for maintenance (customer admits he has NOT maintained the systems with anyone – changes his own filter...he says). You should see the pictures of the unit, interior of the ductwork, etc. and *shockingly*... he has a mold issue. He wants the name

question, you’ll need to consult any 7th grader, they seem to know all about it.

FRACCA Looking out for you...

Guest column written by Bob Cochell, a Florida RACCA Board member and member of the Energy Technical Advisory Committee of the Florida Building Commission. If you have questions or have feedback to give on this article, contact your local chapter office, or contact the Florida RACCA executive office at mail@fracca.org or 727-576-3225.

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CAM’s CORNER

If you have any questions, thoughts or comments about this article, please contact Cam Fentriess, the lobbyist for the Florida Refrigeration and Air Conditioning Contractors Association (FRACCA). She can be reached by e-mail at afentriess@aol.com, by telephone at 850-222-2772, or by fax at 850-894-0502 or contact the FRACCA office at 727-576-3225 or mail@fracca.org.

FRACCA Launches on-line Tech Training

Education is a major component of the Florida Refrigeration and Air Conditioning Contractors Association membership services. The Annual Education Conference offers on-site learning with work shops oriented to the HVAC-R contractor. Many of FRACCA’s eight chapters offer technician refresher courses, NATE and EPA certifications as well as apprenticeship programs. FRACCA is now adding to its education offerings on-line training for its members and their employees with 24 hour, seven days a week access.

The new site will be available to log-in on August 15 by going to www.fracca.org/fohc with an initial offering of the following courses:

- NATE Continuing Education for Certification Renewal
- NATE Exam Readiness Assessment
- NATE Exam Preparation R-410A Compliance
- Principals of Building Science
- HVAC-R Math Review
- Certificate Programs in

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ACCA of Central Florida



Announces



Annual BBQ Date

The Air Conditioning Contractors Association of Central Florida (ACCA/CF) has announced that they will be holding their Annual BBQ at Progress Energy’s Bear Lake Park on Friday, October 23, 2009. A delicious meal including 2 meats, salad, baked beans, iced tea and dessert will be prepared onsite by Ran’s Rolling Ribs and beer and sodas will be available as well.

“There will be live music for entertainment and other events are being planned as well,” stated ACCA/CF Executive Director Londra Mead. “This was ACCA/CF’s best-attended event last year and I encourage everyone to come out and enjoy the fun.”

For information on sponsorships and directions, visit the ACCA/CF website at www.acccf.org or call Londra at 407-260-2206.



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NEWS from FRACCA

Ski Trip 2010



EARLY discount deadline quickly approaching for FRACCA's JANUARY 2010 "Winter Wonderland" TRIP to Gunnison-Crested Butte, Colorado.

Sign up today for FRACCA's **CRESTED BUTTE 2010 WINTER ESCAPE**, January 14 – 19, 2010. FRACCA members receive a significant discount plus register **before August 14, 2009** and get an additional discount!!!

See the ad on page 2B.

Gunnison-Crested Butte, Colorado will offer you choices – relax and refresh in the tranquility of nature; turn it up a notch with endless winter activities – or both! Come 'home' to The Grand Lodge Crested Butte each evening and experience the outdoor hot tub, indoor swimming, or lounging in a comfy chair at the hearth fireside. The opportunities are there for the taking.

Your trip includes:

- Air transportation from 5 major cities in Florida
- Ground transportation from Gunnison Airport
- 5 nights lodging, all taxes and resort fees
- Welcome and farewell parties.
- For the skiers CB Grand Lodge is a "ski in – ski out"
- Discounts on ski rental and lift tickets or snowmobiling

Find pricing information and sign-up today by going to the specially designed FRACCA 2010 Ski Trip website at <http://www.trips.skigroup.net/fraccacb2010> then visit <http://www.gunnisoncrestedbutte.com/activities/winter-activities> to start planning your activities. Questions about the trip can be addressed to skitrip@fracca.org or by calling the FRACCA office at 727-576-3225. ☎

continued from page 12A

FRACCA Launches

Service Core, HVAC Fundamentals, Workforce Upgrade
Quality Installation

In addition to the technical training, employers have access to pre-hire knowledge assessment and assessment for current employee training needs. In September, FRACCA members and their employees will have an opportunity to try out the site at no cost by taking the R-410A Assessment. Contractors can check employees' readiness to move from R-22 to R-410A. FRACCA members should watch for their password to take the free assessment in a September email or contact the FRACCA office at 727-576-3225. ☎

FRACCA Upcoming Event Reminders

Bonus Mix Match Workshop August 13 from 3:00 – 5:00 PM at the Naples Beach Club Hotel, Bob Cochell, President of Gulf Coast Air in Tampa and a member of the Florida Energy Technical Advisory Committee for the Florida Building Commission will address the topic Drawing the Line Between Responsible Mix-Matching and Irresponsible Mis-Matching. This no-fee workshop is sponsored by FRACCA and FRACCA member Johnson's Air Conditioning.

Free Technician Training The five-county area of Charlotte, Lee, Collier, Hendry, and Glade is being offered free technician training on energy efficiency and green skills through South-west Florida Workforce Development Board and FRACCA on Friday, August 14, 2009 at the Naples Beach Club Hotel.

Registration and additional information for both workshops are available on the FRACCA website at www.fracca.org or by contacting the FRACCA office at 727-576-3225.

Discount Ski Trip Sign up **before August 14, 2009** and get an additional discount on FRACCA's JANUARY 2010 "Winter Wonderland" TRIP to Gunnison-Crested Butte, Colorado.

Find pricing information and sign-up today by going to the specially designed FRACCA 2010 Ski Trip website at <http://www.trips.skigroup.net/fraccacb2010> then visit <http://www.gunnisoncrestedbutte.com/activities/winter-activities> to start planning your activities. Questions about the trip can be addressed to skitrip@fracca.org or by calling the FRACCA office at 727-576-3225. ☎

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RACCA Reaches 60 Year Milestone



The 1st RACCA building, 1985



Circa 1983: RACCA VP Keane Bismarck with Building Committee Chairman Art Troup & Building Committee members Harry Lingerfelt, Don Schwersky & Terry Manrique

a chapter charter from the national organization, the Refrigeration and Air Conditioning Contractors Association. This affiliation continued until 1965, at which time the local organization incorporated as a not-for-profit Florida corporation. A bid depository, the A.I.D., was also established at that time.

In addition to the members mentioned above, early officers and directors included Pat Brown, Danny Manrique, Ed Spivey, Cliff English, Jake Turner, Tom Morris, Nelson Thayer, Charles Caccamo, Carl Nolen, Bob Getz, Bob Mettam and Dick Stenholm.

During the 1950s and 1960s the group worked for solutions to diverse local issues including fair bidding practices, unfair distribution practices by manufacturers, training workers and mechanical codes. The Association was integral to the formulation of the original City of Tampa Mechanical Code, Chapter 13A, in January of 1963. This code was later adopted by Hillsborough County with only minor revisions.

In 1966 suppliers were allowed to join the 20 contractor members as RACCA associate members. Three of the first to join were H.B. Adams Refrigeration, R & R Supply Company and Graves Brothers Refrigeration. In October of that year RACCA hired C.J. "Jim" Dillard as its first Executive Director.

By 1969 the Association adopted the logo seen today and had strengthened the A.I.D. bid depository program into one of the best in the eastern United States. Membership increased to 23 contractor firms and 22 associate members. This represented a majority of suppliers and approximately 30% of the air conditioning contractors in Hillsborough County.

In 1970 the groundwork for the statewide Florida Air Conditioning Contractors Association (FACCA) was being laid by a number of local associations around the state. Jim Dillard, Charles Caccamo and Pat Brown represented RACCA at initial organizational meetings and again when FACCA was reorganized in 1975.

By 1978 RACCA had 40 contractor members and 33 associate members. The bid depository had several hundred signatory members and was developing handsome revenues for the association.

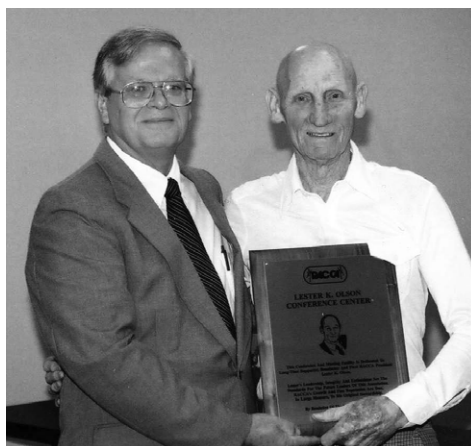
Preliminary meetings between RACCA's Board of Directors and the leadership of the Pinellas Heating and Air-conditioning Association (PHAA) to discuss a merger took place in 1979. The next year a decision was made to merge the two associations into one organization, RACCA of Tampa Bay. As a result, membership totaled 60 contractors and 50 associate members. The two boards of directors were interwoven and representation was established for both sides of Tampa Bay.

During a meeting developing a 5-year plan in 1983, the RACCA Board of Directors made a historic decision to purchase property and construct a facility for the association. Property was purchased from Pat Brown (Brown and Spivey) and construction began in 1984. The building, housing classroom and meeting facilities, was completed in early 1985 and dedicated in honor of C.J. Dillard at ceremonies held on March 14.

After more than 20 years of service to the As-



Jim Dillard, RACCA's 1st Executive Director



Keane Bismarck (l.) congratulates Lester K. Olson at the dedication of the new Lester K. Olson Conference Center in 2001

sociation, Jim Dillard retired as RACCA's Executive Director in May, 1987. The Board of Directors hired 1986 RACCA President and 20-year industry veteran Keane Bismarck as Executive Director, a position he still holds today.

By 1988, the A.I.D. bid program had fallen on hard times, as had most depositories east of the Mississippi. Bid depositories had steadily lost authority to control and discipline members who violated rules against "bid shopping" or "bid peddling". Antitrust laws enforced by the Justice Department and several court decisions made A.I.D. too much of a liability to the Association and participation was greatly diminished that same year. The Board of Directors decided to explore other areas of involvement. By 1990 RACCA was heavily involved in education and Association-endorsed insurance programs were being established. A voluntary competency certification program for duct and service mechanics was also instituted.

RACCA membership in 1990 totaled 95 contractor members and 50 associate members. During the recession of 1991/1992, the Association continued to grow. In 1993 RACCA had increased membership to 160 contractor member firms and 60 associate members.

A state-registered apprenticeship program was established by RACCA in 1996. The program, one of the most successful in the state, has graduated several hundred apprentices since its inception. A four-year residential/light commercial program and one-year refrigeration course are presently being offered.

In 1999 the Association sold its first headquarters building and purchased property in north Tampa. In 2001, with the help of many contractor and associate members, construction was completed on a new 4,500 square foot structure which houses the administrative offices and conference center. The building was dedicated in November of that year and the conference center was named in honor of RACCA's first president, Lester K. Olson.

RACCA, the Manasota Air Conditioning Contractors Association (MACCA), the Tri County Specialty Contractors Association (TCSCA) and the North Florida Air Conditioning Contractors Association (NFACCA) began preliminary discussions on forming a new statewide organization in the year 2000. This was a culmination of dissatisfaction with the existing statewide organization and in hopes of creating a more responsive statewide representation that would be inclusive of all local chapter members. In 2001 the Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) was incorporated and began operations. FRACCA has become a statewide voice and a force for the HVACR industry. With a fulltime staff and a lobbyist, the group has been very successful in representing the industry's interests. FRACCA has grown from the first four charter chapters to include eight local chapters across Florida.

Over the years, RACCA has been a consistent presence representing contractors through interaction with city, county and state officials, inspectors and licensing agencies, seeking to protect the rights of the contractors and improve the industry business environment.

Keane Bismarck has provided guidance, a sense of stability and tireless energy to RACCA and the industry as a whole over the 22 years he has been Executive Director. He has always made time to assist and provide advice to members of the industry, whether they are contractors, wholesalers or government officials and regardless of their organizational affiliations. He is also a tremendous resource and historian of where the industry has been and how it has gotten to where it is today.

RACCA is entering its 7th decade of existence with 125 contractor members and over 35 associate members. The association is a prime example of how effective and successful an organization can be with the support of industry members, responsible leadership, and a commitment to promoting industry standards and professionalism. ■

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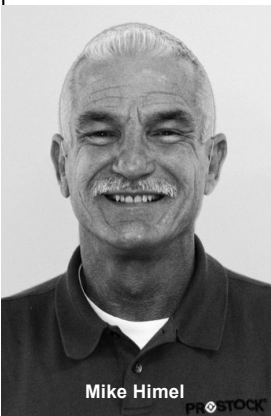
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Purchasing a Whole House Generator – the Homeowner's Perspective, Part II

Part I of this article was published in the July, 2009 Florida HVAC Insider

Contributed by Mike Himel, SE District Parts Manager, Rheem Sales Company,



Mike Himel

So far we've addressed the "peace of mind" and "security" concerns as they pertain to the motivation for and ultimately the purchase of a home generator. Now, let's look at a far more subjective factor: "convenience". In other words, having a home that is functioning as though nothing has changed when the power goes out. That could mean comfort, as in air conditioning or heating, monitoring storm progress in

the comfort of your home on your new flat screen TV, entertaining friends, taking a dip in your sparkling pool, or working in your home office. The possibilities are limited only by your imagination and your bank account. Remember, the more "stuff" you operate on generator power the more it costs in fuel consumption. Unlike your utility power, the more appliances you operate the harder the generator has to work to

provide the energy.

A convenient way to monitor fuel consumption and ultimately the cost of operation is to have a method of providing information regarding KW output and demand. While doing your research, check for devices that monitor KW output and/or percentage of output that indicate how hard your generator is working. This information allows you to manage, to some extent,

the fuel consumption of your machine. One option is an inexpensive device that plugs into any receptacle powered by the whole house generator. It displays the percentage output of the machine during generator operation and will flash as the machine reaches its maximum capacity. By simply glancing at the monitor you can watch the reduction in capacity as you systematically turn off unnecessary lights and appliances. Other devices are available that display a variety of information such as hours run, hours remaining before service, KW output, etc. Convenience is hard to quantify or measure, just as it is difficult to assess its value. It can only be measured by our own set of needs and wants, and each of us will establish different values for each set of conveniences. There are some features, however, that transcend personal tastes and comfort levels. Personal safety, in my view, is one of these. How safe are the machines you are considering? For example, all machines need to start and run at least once a week to maintain the generator windings, lubricate the engine, conduct diagnostics, and in some cases, charge the battery. All generators, whether air or water cooled, are powered by engines that must exhaust burnt fuel. Therefore, it is important to consider how a machine exhausts these fumes and at what temperature. How safe is the machine for curious children, pets, and in some cases, curious adults? Look for generators that do not exhaust hot air but rather very warm air through a high impact plastic exhaust grid that mixes exhausted air with fresh air inside the cabinet. This feature makes the machine safe for curious hands and paws and provides a means for noise reduction. This feature also allows the generator to be installed closer to structures, thereby allowing for more flexibility in location, and in some cases, the installation of a machine in areas that are not feasible for other machines.

Now, to address the question raised earlier that asked "how do I know that I am getting what I need", let's look at proper sizing and load calculations. Sizing the generator to operate your home requires a trained professional and should not be attempted unless you are a certified electrician or experienced generator installer or service provider. There are a few different methods that can be used to determine what size machine is required and should be performed while you are present to insure that all of

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contractor put an untrained installation or service technician in a position of servicing a customer, you are exposing your customer to the same risks except you will pay the damages.

Training is not a frivolous expense, it's an opportunity to improve your company image, it's an opportunity to invest in your product, and it's an opportunity to reduce call backs and costs associated with not doing it right the first time. We have all heard it said that "what happens if I train a technician and he leaves" but the best response is always

"what happens if you do not train the technician and he stays".

Training is a shared responsibility between contractor and manufacturers. Beyond that, associations like ACCA promote training and continual education for every member of your team.

As you start planning for 2010, budget for training and think about ACCA and the annual training conference coming to Tampa in March. The combined ACCA and IAQAexpo will introduce many new products and training opportunities to you. 

HVAC Excellence Surpasses 75,000

On March 9th 2009, Mr. Murray pursued the status of Certified Subject Matter Educator (CSME) in several disciplines. Having successfully passed the Gas Heat, Heat Pump and Light Commercial Exams, John Murray not only earned his credentials, he also became HVAC Excellence # 75,000.

As an associate professor of HVACR at the College of the Desert in Palm Desert, CA, he understands that his student's success is dependent upon the level of training he provides to them. To make certain that the faculty at the College of the Desert is continually updating their skills and adapting to new technologies, the school sent Mr. Murray to the National HVACR Educators and Trainers Conference in Las Vegas. The conference provided him a

continued on page 4B

continued from page 2B

Whole House Generator

your concerns are addressed. Make sure that you are given accurate and verifiable data that addresses load calculations, unit placement, code compliance, fuel source and availability, warranty (including extended if available), maintenance, operating instructions, and all pertinent information regarding this important and valuable installation.


Finally, another feature to consider is resistance to corrosion. Look for units that incorporate tough plastic materials in areas such as air intakes and door hinges, reducing the possibility of rust and corrosion due to exposed metal. In much the same process used in automobile finishes, some manufacturers feature an esthetically pleasing enamel top coat, tested under harsh conditions (one thousand hours of salt spray). This process guarantees a rust and corrosion free cabinet that will look new for years.

Good luck with your purchase, and may it be a wise and beneficial one for years to come.

Mike Himel is a Rheem Manufacturing employee since January, 2000 as District Parts Manager covering the states of Mississippi, Alabama, Tennessee, Georgia, South Carolina, and Florida. Mike currently lives in the Orlando, Florida area and may be reached at the following address:
Rheem Manufacturing
4744 Island Ford Road
Randleman, NC 27317
Cell: 954-817-3260
Office: 336-495-6800 ■

ACCA-FL to Broadcast Board of Directors Meetings Via Webinars

The Air Conditioning Contractors of America Florida Chapter (ACCA-FL) will be broadcasting their Board of Directors meetings via webinars beginning in August. All ACCA-FL members are encouraged to participate. The meeting schedule for the next year is viewable at the ACCA-FL website: www.acca-fl.org.

For information on accessing the webinars, contact ACCA-FL Executive Director Lisa Tamargo at 877-632-2221 or lisa.tamargo@acca-fl.org. 

"Commercial Service Agreements, a Benchmarking Guide for HVACR Contractors" Now Available from ACCA


The first comprehensive analysis of service agreement programs administered by more than 100 commercial contractors nationwide is now available from the Air Conditioning Contractors of America (ACCA) bookstore. This benchmarking guide tabulates and analyzes important data provided by contractors who offer commercial service or maintenance agreements.

An invaluable reference for contractors seeking to improve their service agreement offerings, the survey covers such items as:

- Net profit margin on agreements
- Agreement sales per technician
- Number of service agreements
- Retention of service agreement customers
- Service agreement costs
- Renewal efforts
- Repair tickets for service agreement customers
- What is covered by service agreements
- Service agreement marketing and compensation
- Closing rates on service agreement calls vs. cold calls
- And much more!

These data points are cross-tabulated and compared based on a number of factors, including geography, employee numbers, and sales volume.

This unique data is not available anywhere else in the HVACR industry. Compare your program to other contractors and gain insight into this vital market for residential contractors seeking to build a loyal customer base.

Visit www.acca.org/store/product.php?pid=367 for pricing information and to order this publication. 

mentality creates a barrier of "us against them". I for one want to make every training opportunity available I can for our technicians.

As I prepared this article, my research found that our company training budget provides for ten (10) hours of training per technician per year. That number is driven by a commitment we made to an independent service organization we are members of. That commitment motivates our compliance but the results of having trained technician far out weighs the cost of training.

When I run into a manufacturer that will not allow our company to install or service a new product, we are forced to sell around them. Often, this is an injustice to our customer; however the loser is almost always the manufacturer. They spend large amounts of marketing money to promote an excellent product in an attempt to buy our customer, when in fact they would train all quality contractors in the proper servicing techniques of the equipment without a sales requirement, I believe a quality driven HVAC/R contractor would introduce the product into their sales portfolio.

If the manufacturer does not provide upfront training, they should expect an increase in warranty claims and a hit on their reputation. There is another side to this training coin. If training is available at minimal or no cost and with minimal disruption of a service business and an HVAC contractor does not take advantage, be prepared for service limitations.

As HVAC/R contractors, we owe our customers a trained installation and service technician. That technician must have the knowledge and the tools to provide a quality product for your customers. If he fails at meeting their expectation, you failed as a contractor.

I started this article praising our state legislators for protecting property owners by implementing a House Bill that provides legislation to enforce unlicensed contractor activity. If you as a

I hope everybody took the time to read Cam's article last in the HVAC Insider. Cam discussed House Bill 425 and Unlicensed Activity. It was a great article and a bill long overdue. We need to thank our Representatives, especially Scott Plankton who introduced the bill and for all our Representatives for recognizing the injustice and scam unlicensed contractors are doing to property owners in Florida. As Cam indicated, we need to encourage all our local governments to enforce the law with stiff penalties.

For the past five years, I have been privileged to be a contractor judge for new HVAC/R products competing for Dealer Design Awards. Every year brings changes, enhancements and new products to the market. The winners were announced last month and as I read through the marketing and sales literature in the publication, it dawned on me how little emphasis is placed on training the service industry for the new products. I should state that part of the new product evaluation is ease of installation and service. For these products to be winners meant HVAC/R contractors felt they would be of help to our businesses.

With that said, shouldn't we as business owners and managers be researching these products to see if they can provide a competitive edge for our sales team, but just as importantly, we should be preparing our service teams for the new technologies. I hear so often from contractor owners that they do not worry about the training until they sell the product, but how about the service technician that is servicing a commercial building where they did not install the unit?

As part of ACCA, I have had an opportunity to meet the top management for each of the manufacturers and my message is always the same; "do not lock out service training to contractors that are not your dealers". I understand the reasoning on the residential side with the co-op and advertising incentives; but for commercial products that

continued from page 3B

HVAC Excellence Surpasses 75,000

multitude of continuing education sessions and the opportunity to take many of the HVAC Excellence Certifications. Certification is a growing issue in the HVACR industry, and one organization has really taken off as the industry leader - HVAC Excellence!

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 - Certifications are affordably priced with the technician in

- mind.
- Offers both written and hands on certifications.
 - Has approved training programs / materials that compliment the certifications. Training, not certification will make the industry more competent.
 - Does not require recertification unless technologies change.
 - Requires 2 years of documented field experience for a person to take a technician certification exam.
- As Americans we have choices in what companies we chose

to do business with. In the HVACR industry, we are free to select what manufacturer's products we install, whose test instruments we purchase, and which voluntary certification organization we take.

HVAC Excellence commends John F. Murray for being # 75,000 and his pursuit of technical excellence. To learn more about John F. Murray and the HVACR program at the College of the Desert visit www.collegeofthedesert.edu

To learn more about HVAC Excellence visit www.hvacexcellence.org. ■

You can advertise your Open House, Trade Show, Seminars, even your Cook-out in the Insider Calendar.

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See page 6A for Details.

continued from page 1A

MACCA Honors 2009 Returning Apprentices & Apprenticeship Program Completers

On July 9, 2009, the Manasota Air Conditioning Contractors Association (FRACCA) recognized the dedicated 2008-2009 Apprenticeship Program apprentices, graduates and instructors with a banquet held in their honor at the Courtyard Marriott Riverfront in Bradenton.

MACCA President Rick Allard of Southern Comfort Heating & Cooling opened the evening with a thank you to all of the program dignitaries and companies who sponsored apprentices during the 2008-2009 session. Allard also acted as the evening's Master of Ceremonies.



FRACCA President Paul Stehle congratulates the graduates



Rick Allard, second year completers Justin Kovach & Quinn Olsen & Instructor John Grant



MACCA President Rick Allard welcoming the guests



MACCA President Rick Allard (l.) presents Plaque of Appreciation to Instructor Charles Day

Sponsored by Custom Air, Enterprise Fleet Management, Goodman Distribution, and N&M Cool Today, the banquet featured Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) President Paul Stehle of Climatic Conditioning as the keynote speaker. His inspiring words to the graduates were to not only be an active part of their community, but to become a member of a professional association, be honest in their careers, and continue learning.

First year program completers recognized were Mark Beausoleil of Honest AC of Venice, Jason Duerr of PAC & More, Inc., Odie Ely of Custom Air, Randall Smith of The Cool-It Man and Nicholas Sorbino of PAC & More, Inc.

Second year program completers were Wayne Brush of Cortez Htg & AC, Justin Kovach of Kovach Air, Quinn Olsen of Custom Air, Robert Verville of N & M Cool Today and Neil Zglobicki of Superior Htg & Clg.



MACCA President Rick Allard (l.) presents Plaque of Appreciation to Instructor John Grant



MACCA President Rick Allard (l.) recognizes Apprenticeship Coordinator Jerry Greenstein for his continued dedication to the success of the program

The program graduates were Peter Hershberger, Dennis Miller, Jeremy Patton and Daniel Setter of N & M Cool Today, David Loyd of Climatic Conditioning, Richard Schloneger of Custom Air and Matthew Stevens of American Discount Air. Apprenticeship program graduates received their certificates of completion and gifts contributed by Trane HVAC Parts, Tropic Supply and Victor Distributing Company.

Orientation for the 2009-2010 apprentice program will be held Monday, August 24, 2009 at Sarasota County Technical Institute for both new and returning apprentices. Applications for the program are now being accepted. Any contractor may enroll an apprentice; however, MACCA members receive a discount on enrollment fees. If you are interested in enrolling an apprentice, please contact the MACCA office at 877-622-2299 or download an application at www.macca.us. ■



1st year completer Jason Duerr (c.) with Rick Allard & Instructor Charles Day

McAllister Associates Now Stocking First Company Fan Coil Units

Several Popular Chill Water Fan Coils Available for Immediate Shipment from Orlando



First Company inventory at the McAllister Associates distribution center

McAllister Associates has announced that they are now stocking several popular belt-drive and direct-drive chilled water fan coil models from First Company, Inc. in their Orlando area distribution center. HVAC distributors can now benefit from immediate shipping on the most widely used fan coils in the industry.

"We were very aware that service technicians were uncovering immediate replacement opportunities on a daily basis," said Scott Mamary, President of McAllister Associates, Inc. "We saw an opportunity in the service market and worked closely with First Company to identify the most common chilled water fan coils in use today."

As many service technicians have discovered, lead times for an OEM chilled water fan coil can be quite lengthy. This is due to the fact that most units are built to order.

"However," Mamary continued, "there are a handful of unit configurations that are used in a wide variety of applications. We are stocking popular configurations that can cover a wide spec range. We also continually gather information from our customers about what other units should be in our inventory. First Company has been very responsive and supportive of this regional stocking program for the Florida market."

Distributors looking for hydronic fan coils are encouraged to check with McAllister Associates for pricing and availability at 407-788-7885 or sales@mcahvacr.com

McAllister Associates, Inc. is one of industry's leading manufacturer's representative agencies, exclusively servicing wholesale distribution in the Southeastern United States. ■

Daniel Jeffs Named Trane HVAC Parts and Supplies Outside Sales Representative



Daniel Jeffs

Daniel Jeffs has been named Outside Sales Representative for the Manatee/Sarasota Counties market area by Trane HVAC Parts and Supplies.

Originally from Salt Lake City, Utah, Daniel moved to the west coast of Florida in 1994. In addition to having experience in sheet metal fabrication, he has worked on the contractor side of the industry as an installer, dispatcher and product procurement agent.

Daniel has worked for Tampa Bay Trane going on 9 years, having started as warehouse coordinator in 2000. He moved to counter sales in 2002 and has been recognized by Tampa Bay Trane with Awards for Excellence in 2004, 2005 and 2006.

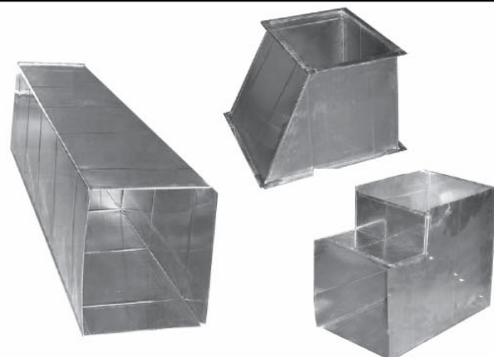
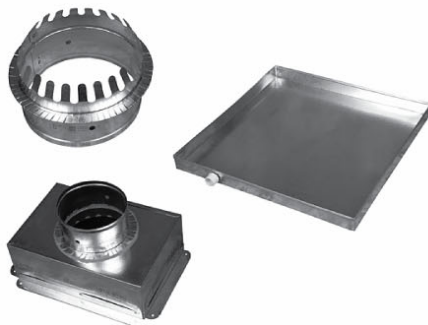
"I look forward to the challenges of my new position and am excited about growing the relationships I've developed over the years and helping more contractors succeed in their businesses," Daniel stated.

Daniel can be reached by calling his office at 877-529-0010, on his cell phone at 941-961-5430 or by e-mailing djeffs@trane.com. ■

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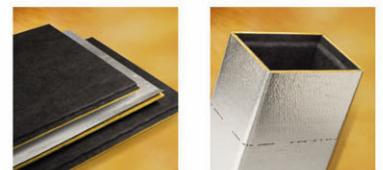
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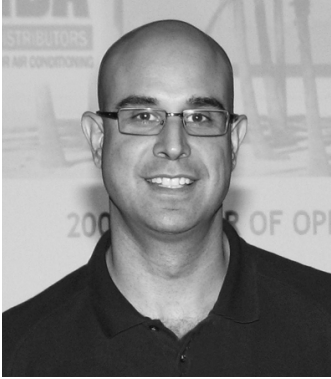
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HVAC Topic of the Month for August



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Geothermal: Earth-wise Energy

Is a free and renewable source of energy too good to be true? Can the earth provide a means to heat and air condition your home or business? Welcome to Geothermal Energy. Let's look at how Geothermal Energy is being used for heating and air conditioning.

Environmental awareness has become an important aspect in society today. This environmental awareness has seen itself enter into air conditioning decisions. Although not the sole factor in decisions made by homeowners and businesses for their

air conditioning needs, most individuals would choose a solution that is environmentally friendly, economically feasible and energy efficient. What better way to meet these requirements than to use the earth itself to help heat and cool your home or business. According to the Department of Energy and the EPA, geothermal systems are the most environmentally friendly way to accomplish this.

Geothermal systems, and more specifically Geothermal Heat Pumps, utilize the natural properties of the Earth to dissipate or capture heat for the water loop. No matter your location or climate variations, the temperature below ground stays fairly consistent, between 50 F and 60 F, all year. This ground temperature is warmer than the air above it in the winter and cooler than the air in the summer. Geothermal Heat Pumps operate in an identical fashion to Water-Source Heat Pumps without the need for cooling towers or boilers. Depending upon cooling or

heating mode, the system will either extract heat from the air inside the space and reject it back into the earth loop (cooling); or, heat will be extracted from the ground and distributed to the space as warm air (heating).

Geothermal Earth Loops come in several different configurations. They are classified as either Closed Loop or Open Loop systems. Closed-loop systems circulate a water based solution through high density polyethylene underground pipes. Closed-loop systems can be installed horizontally, vertically or in a lake. Horizontal loops are installed in trenches and run horizontally in the trenches. Vertical loops utilize small bore holes drilled into the ground and have the loop pipe inserted into the bores. Lake loops, on the other hand, utilize an assembly of pipes placed at the bottom of a pond or lake to accomplish the geothermal transfer. Open loop systems pump water from a well or surface body of water and discharge the water

into another body of water or water well.

By using the earth as your means of energy transfer, Geothermal Heat Pumps operate more efficiently than ordinary heating and air conditioning systems. With efficiencies up to 30 EER, the energy savings over a conventional air conditioning system can be substantial. Due to the huge energy savings of Geothermal Heat Pumps, the federal government, the State of Florida and local utilities encourage and incentivize the use of Geothermal Heat Pumps.

On February 17, 2009, President Obama signed H.R. 1, the American Recovery and Investment Act of 2009. The Act provided specific incentives for energy efficient residential and commercial HVAC equipment. The most aggressive incentive in the act was directed towards Geothermal Heat Pumps. The act allows for an individual Federal Tax Credit of up to 30% of the installed cost for geothermal heat pump installations in a residence. Unlike capping the central air conditioning tax credit to \$1,500, the 30% Federal Tax Credit for geothermal does not have a cap on the total savings. For installations on commercial applications, there is a 10% Federal Tax Credit with no limit as well. The Act also allows for accelerated depreciation benefits and a 50% first year "bonus" depreciation for business property placed in service between 2008 and 2009.

On top of the cost benefits provided by the H.R. 1 Act, the state of Florida recognizes the energy efficiency benefits and provides a further incentive to add Geothermal systems into a business or home. Under Florida law, the Renewable Energy Property Tax Exemption, HB 7135, improved real property upon which a renewable energy source device is installed and operated is entitled to an exemption in the amount of the original cost of the device, including the installation cost. Per Amendment 3, this exemption is authorized for 10 years on a commercial application; but can be authorized for more than 10 years on a residential application.

Many utilities throughout the state of Florida offer rebates to homeowners and business for use of energy efficient air conditioning systems. Although not all may offer geothermal specific system rebates, the majority of utilities offer rebates for high SEER or EER watersource systems. FPL, for example, offers up to a \$1,000 rebate to homeowners for 19+ EER watersource systems on residential applications. With some utilities, you may also work directly with utility account managers on commercial projects to come up with incentives specific to a geothermal designed project. Click on the "Utility Rebates for Your Area"

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Introducing Enterprise Holdings: New Identity for Corporate Parent of Enterprise, Alamo and National

No impact on Fleet Management Division which remains focused on distinct market segment

Effective Aug. 1, the Taylor family of St. Louis, owner of Alamo Rent A Car, Enterprise Rent-A-Car and National Car Rental, launched a new corporate identity for its growing family of car rental and other transportation businesses:

Enterprise Holdings, Inc. Going forward, privately held Enterprise Holdings will serve as the parent corporation that operates Alamo, Enterprise and National, as well as the company's portfolio of other businesses, including commercial fleet management, used car sales, commercial truck rental and WeCar car sharing.

The launch of Enterprise Holdings also marks the last major step in the integration process following the Taylor family's acquisition of the Alamo and National operations in 2007. The three car rental service brands will remain unique under the new structure, however, and will continue to focus on distinct customer segments. Front-line employees and their customers will see few changes, as airport and neighborhood locations retain their current signage and trade dress, and consumers will continue to reserve vehicles through brand-specific

Web sites. "Bringing together this strong family of brands has made us the most complete service provider our industry has ever seen, so we needed a name that captured that strength and sense of completeness," said Andrew C. Taylor, chairman and chief executive officer of Enterprise Holdings. "We believe Enterprise Holdings does just that. 'Enterprise' has come to be synonymous with our company's heritage and industry leadership, and 'Holdings' speaks to the breadth and depth of all the services we offer.

"The Enterprise Holdings identity enables us to speak with one unified voice to our communities and employees, as an industry leader and to those customers and business partners who need more than one of our service brand offerings," Taylor said. "But, just as important, it gives us the flexibility to keep giving Alamo, Enterprise and National

customers the service, value and convenience they expect from the service brands they've come to know and trust."

Patrick Farrell, the company's vice president of marketing and communications, said, "Along with developing the Enterprise Holdings name and a visual identity system to express it, we've also taken this opportunity to better articulate the attributes that define us as a company. It's a way of helping us ensure that whatever we do for customers, under whatever brand may be on our business card, we do it as part of a proud and committed corporate family."

The attributes that define Enterprise Holdings and characterize what its retail brands have in common are:

Heritage – Enterprise Holdings has a rich and distinctive heritage. It has grown through hard work and entrepreneurship, from the tiny operation that founder Jack Taylor started in the lower level of a car deal-

ership to a \$13-billion, multinational industry leader. **Leadership** – Enterprise Holdings is the market leader at the airport and in neighborhoods because of steady leadership at the top, combined with a consistent ability to understand customers' needs and exceed their expectations.

Financial Stability – The company's financial strength and stability are unmatched in the industry, thanks to a conservative and disciplined long-term management approach.

Customer Service – Making sure customers are completely satisfied is at the heart of Enterprise Holdings' success and will continue to guide the company moving forward.

Great Employer – Enterprise Holdings is committed to maintaining its reputation as a good place to work – offering an attractive combination of hands-on training, opportunity for advancement and strong values, which allows the company to consistently attract and retain the best talent.

Corporate Citizenship – Enterprise Holdings is an engaged corporate citizen, committed to managing a sustainable business and to making a real difference in its communities and

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HVAC Topic

on www.myfloridahvac.com to provide you with links to all the rebates offered by utilities throughout Florida.

Geothermal systems are on the rise around the country. With the monthly energy savings recognized on 30 EER systems, Federal tax credits, utility rebates and property tax exemptions, Geothermal is not only a "Earth-wise" way of heating and air conditioning your business or home; it is a "energy savings wise" way of conditioning your business or home. ■



HDTV raffle winner Bill Daugherty (c.) of Chill Out Plus with Moses Martinez (l.) & Tim Shaffer of Lennox



Kathy Dembek, Charlie Butcher & Mary Acebo of Prime A/C with Steve Foutch, Lennox Parts Plus Zone Manager



Carl Taylor & Natalie Lewis of Preferred Mechanical with Jennifer Valentine, Lennox Territory Sales Manager

continued from page 1A

Lennox Parts Plus Store Now Open in Clearwater

representatives, tour the facility and participate in a raffle drawing for prizes which included gift certificates and a flat-screen high definition television.

The Parts Plus concept emphasizes a contractor-friendly approach to meeting the market's need for a "one-stop shop" distribution network with a beefed up inventory of supplies, tools, EOM parts, convenience items and service and replacement parts. On a regional level, the

Parts Plus stores have access to a centralized distribution source for all locations, with a tremendous breadth of products available from the McDonough, GA Regional Distribution Facility. Sales are monitored daily with equipment, parts and supplies being delivered from a single location on a single carrier.

The Clearwater store occupies 10,000 square feet of space and includes over 2,000 square feet of

showroom and meeting space. Store Manager Tim Shaffer and Counter Sales Associate Moses Martinez will be serving the area's contractors, using their years of HVAC experience to meet their customers' needs and provide support.

A formal Grand Opening is scheduled for September 3rd, 2009.

The phone number at the Clearwater Lennox Parts Plus store is 727-538-5353. ■



Store Manager Tim Shaffer with American Express gift certificate winner Ron Christ of Coastal Air



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Introducing Enterprise Holdings

all the parts of the world it touches with its business.

For more information on Enterprise Holdings, visit www.enterpriseholdings.com.

About Enterprise Fleet Management

Enterprise Fleet Management, a division of Enterprise, is a full-service fleet management company for businesses with mid-size fleets. With 57 fully staffed offices nationwide, it supplies most makes and models of cars, light and medium duty trucks and service vehicles to businesses across the United States. In addition to winning the 2009 American Business Award for Environmental Responsibility Program of the Year, Enterprise Fleet Management supports a comprehensive set of environmental initiatives that includes helping customers purchase verifiable greenhouse gas emission offsets by pledging to match a portion of each customer's greenhouse gas offset purchases up to a total match of \$1 million. Enterprise has been recognized with the Automotive Service Excellence (ASE) "Blue Seal of Excellence" award for 12 consecutive years, an industry record. For more information, visit the company's Web site at www.enterprisefleet.com or call toll free 1-877-23-FLEET.

About Enterprise Holdings

With industry-leading rental car brands including Alamo Rent A Car, Enterprise Rent-A-Car and National Car Rental, Enterprise Holdings owns and operates the largest fleet of passenger vehicles in the world today – more than 1 million cars and trucks. Other Enterprise business lines include Enterprise Fleet Management, Enterprise Commercial Truck Rental, Enterprise Car Sales and WeCar car sharing.

Enterprise Holdings, headquartered in St. Louis, operates a network of more than 8,000 car rental locations in neighborhoods and at airports worldwide and is the most comprehensive service provider in the industry, unparalleled in size, strength and

stability. In North America, Enterprise Holdings is part of a global strategic alliance with Europcar, creating the world's largest car rental network. ■

Heritage Propane Provides Full Service to Palm Beach County Area

The Heritage Propane store located at 15895 Assembly Loop Road in Jupiter not only provides propane gas and products to the retail customer, they also offer products, services and support to contractors in their Palm Beach County market area.

"We have been providing America with superior propane service for over 50 years," stated District Manager David Herron. "Choosing the right propane company for you and your customer is important. Customers choosing Heritage Propane enjoy quality services and propane at competitive prices year-round. We offer wholesale pricing on tanks and installs and we have builder discounts, appliance and tank leasing programs available. We also have cash back referral programs and service plans." What makes Heritage Propane unique is their ability to manage projects effectively from start to finish, according to David.



Some of the brands sold and serviced by Heritage Propane in Palm Beach County are Rinnai, Noritz, Takagi, Laars and Hayward.

Heritage Operating L.P. distributes propane through a nationwide retail distribution network serving more than 700,000 customers from nearly 450 customer service locations in 34 states. Their

operations extend from coast to coast, with concentrations in the western, upper mid-western, northeastern, and southeastern regions of the United States.

For more information on the products and services offered by Heritage Propane, contact David at 561-499-1229 or visit www.heritagepropane.net. ■

Services Rendered (051909)

I will Qualify your company with a Class "B" License outside South Pinellas County. Contact: H.G.Friedman at 727-686-1414.

Commercial Service Sales (0511809)

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License Available (060809)

A Florida AC "A" contractor's license is available to the right individual(s). Contact Steve at 727-729-9851

Commercial Service Sales Representative (050809)

Commercial and Industrial Sales Representative needed. Howard Services Inc. A one year old company is hiring an experienced person with Commercial Industrial Sales experience. Call Frank 800-780-1414 or email resume to : fwilson@howardserviceshvac.com.

Sales Position (051909)

Established Company looking for Comfort Specialist to work in St.Lucie Martin and Palm Beach Counties. Fax resume' to Chip @ 772-569-2004. Smith Heating and Air 1306 29th ST. Vero Beach, FL 32960. 772-770-3300.

Branch Manager (081009)

United Refrigeration Seeking Branch Manager for Stuart location Strong communications and organizational skills a must. Managerial, parts, supplies & equipment background preferred. Competitive pay with benefits including 401K and health insurance. Contact Rich Siegenthaler at 727-224-5561. EOE, DFW

Commercial Service Technicians & Installers Needed (081009)

Mecon Inc. is a Florida based corporation established in 1974. We are seeking top-notch commercial technicians & installers to join our team in the Clearwater/Tampa Bay area. Must have 5 years minimum experience & a valid Florida driver's license. Compensation includes top hourly/overtime pay, hospitalization & dental care, 401K plan & a company vehicle. FAX resumes to 727-573-3525, attention Paul Ivory or e-mail resumes to slr.mecon@ij.net. DFW, EOE

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Florida HVAC Insider Job Bulletin

A universal problem all businesses share is finding and keeping good employees. Successful companies are rarely built by a single individual. Team effort is often greater than the sum of its individuals. Realizing the need to attract com-petent help, the HVAC Insider will print a monthly JOB BULLETIN. We will publish your "HELP WANTED" and your "JOB WANTED" ads FREE of charge.

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For more information call Peter Montana (813) 417-6792

Operations Manager (081009)

Established Tampa Bay area commercial contractor seeks qualified individual for Operations Manager position. Must be well organized, have strong communications skills and be capable of maintaining strong customer relationships. Duties include evaluation of project progress, providing technical support to techs and staff and coordination of equipment, parts and materials for service and installation. Competitive salary with comprehensive benefits package including 401K plan, hospitalization and dental insurance, holiday and vacation pay. Contact David at 727-639-0146. EOE. DFW.

AC/Refrigeration, Pipefitting Education Center Seeks Training Director (050809)

The Mechanical Contractors Association of South Florida, in conjunction with Local Union 725, is seeking a Training Director to coordinate all aspects of their accredited apprenticeship program under the guidance of the Joint Apprenticeship Committee. This is a full-time, 12 month career position. Visit www.mcasf.org for a complete description of job functions, position & minimum requirements. Contact current Training Director Art Warren at 800-463-3129 with any questions.

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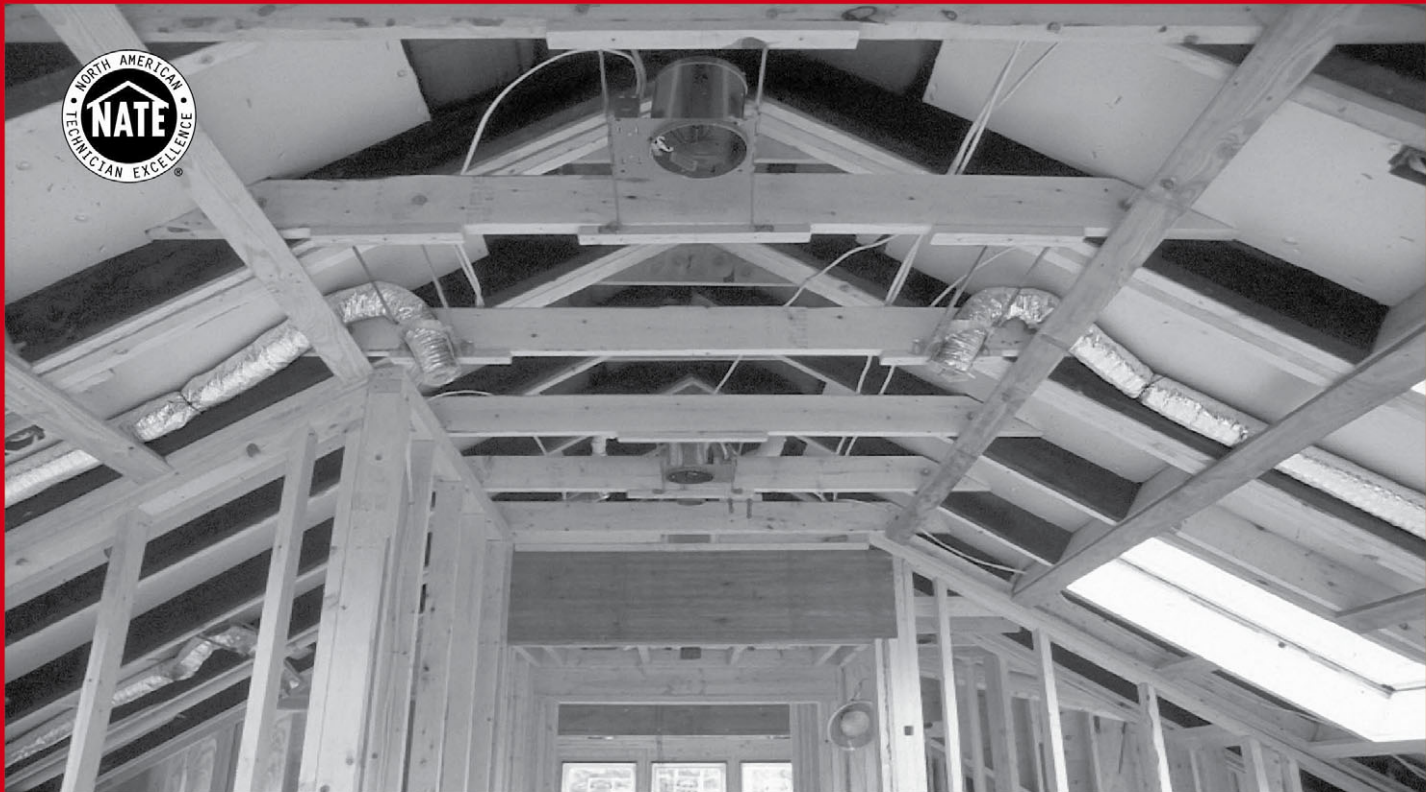
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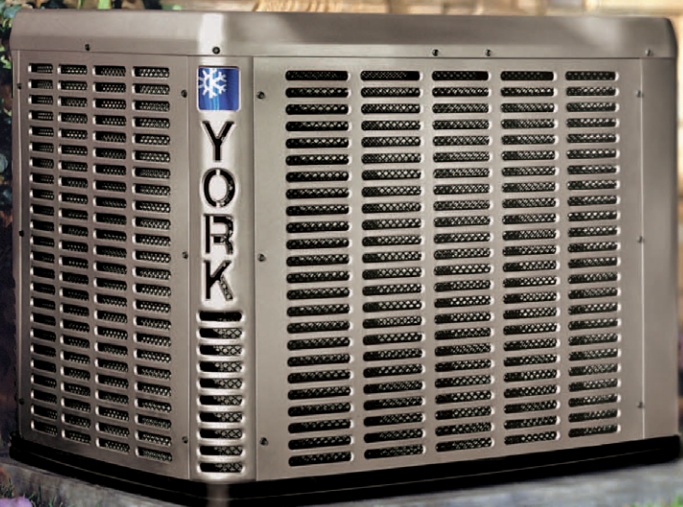
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- Catalina Shaw, All Season Services Inc.

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Making a Case for Advanced, Oil-free Compressor Technology U.S. Congressman Visits Danfoss Turbocor Manufacturing Facility

If a prominent U.S. congressman has anything to say about it, Danfoss Turbocor's advanced compressor technology will have a much larger stake in federal, state and commercial facilities in the U.S. That's because the technology makes air conditioning equipment more efficient, significantly reduces energy consumption and creates "green" jobs in the HVAC industry.

"The private sector will play a significant role in our national energy policy as our country begins to move toward energy independence," said Congressman F. Allen Boyd Jr. (D-Fla.), who recently toured the Danfoss Turbocor Compressors manufacturing facility in Tallahassee, FL. "This visit was a great opportunity to learn more about the important work being done right here in North Florida to advance

the latest energy technologies. New energy-efficient technologies, like those being developed at Danfoss Turbocor, are a key component of reducing our energy consumption and energy costs."

Boyd's district includes the Tallahassee area, where he has served as a congressman since 1997. He is a member of the House Budget and Appropriations Committee.

Ricardo Schneider, president



U.S. Congressman F. Allen Boyd Jr. (second from left) with (from left) Lisa Tryson, Danfoss Director of Branding, Americas; Ron Conry, founder of Danfoss Turbocor; and Dan Thatcher, Vice President, Aftermarket Sales and Marketing, Danfoss Turbocor.

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and CEO of Danfoss Turbocor, complimented the congressman on the timing of his visit. "The economic stimulus package can have a huge impact on federal, state and commercial facilities in the U.S.," Schneider said. "Working with the administration under the stimulus program presents a unique and significant opportunity for Danfoss Turbocor to help the HVAC industry become more energy efficient and environmentally sustainable."

Meeting Industry's Needs for Future

To date, over 14,000 Turbocor compressors are in operation worldwide. The current installed base of those compressors is reducing CO2 emissions by over 4.4 million tons/year, which is equivalent to removing approximately 600,000 passenger cars from roadways.

Several Original Equipment Manufacturers have incorporated the technology into their chiller systems. They include:

- McQuay created the world's first AHRI-certified frictionless chiller using the Danfoss compressor. With a capacity of up to 300 tons of refrigeration (TR), the chiller has a full-load value as low as .575 kW/ton and an Integrated Part Load Value (IPLV) of .375 kW/ton. The chiller uses environmentally friendly R-134a refrigerant and has a sound rating of only 77 dba.

- Multistack uses the Danfoss technology in its modular chillers and high-efficiency MagLev™ chillers. The modular chillers are energy efficient, compact and quiet, while the MagLev chillers range from 120 to 600 TR, use R-134a refrigerant, require only 2 amps in rush current,

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...Contractor Alert...

Editor's note: the AHRI website www.PhaseOutFacts.org provides useful information for contractors and equipment owners alike regarding the R22 phaseout and the importance of installing MATCHED SYSTEMS. We encourage you to visit this site, learn the facts and use the downloadable materials in your sales presentations.

Air-Conditioning, Heating, and Refrigeration Institute (AHRI) News Release dated July 23, 2009:

Nation is Months Away from Major Reduction in Production of Ozone-depleting Refrigerants Used Widely in Central AC Systems

Homeowners Should Understand Impact on their Cooling Systems, Future

Equipment Decisions

At the height of air conditioning season, the Air-Conditioning, Heating, and Refrigeration Institute wants homeowners to be aware that in just six months, the United States will significantly reduce its production of a refrigerant used as the coolant in the majority of air conditioning systems oper-

ating today.

Owners of home cooling systems, including dehumidifiers, central air conditioners, air-to-air heat pumps, ground-source heat pumps, and ductless air conditioners will be affected by the next major step in the phaseout schedule of the ozone-depleting refrigerant known as R-22. On Jan. 1,

2010, the United States will prohibit the use of new R-22 in new systems; however, existing R-22 can be removed from equipment and recycled and reclaimed to be used to recharge existing equipment. In addition, a smaller quantity of R-22 will be produced until 2020 to service existing systems.

"Owners of this equipment should be aware of the impact this next environmental milestone may have on them," said AHRI President Stephen Yurek. "There is a lot of confusion surrounding the R-22 phaseout for equipment owners, which is why we de-

veloped PhaseOutFacts.org to be a credible, unbiased resource of information for equipment owners and the contractors who service their cooling systems."

AHRI provides the following guidance for equipment owners based on frequently asked questions received from visitors to the PhaseOutFacts.org Web site:

1. Know Your Refrigerant. Look on nameplate on the outdoor unit of your air conditioner; it should identify the refrigerant. If you do not see it on the nameplate, check your owner's manual or contact the HVAC contractor who installed your system to obtain the information. If you know the manufacturer and model number, you could call the manufacturer or check its Web site.

2. You don't have to dispose of equipment using R-22 and can keep using your R-22 system. The phaseout period was developed to provide equipment owners with enough time to switch to ozone-friendly refrigerants when they would normally replace their air conditioner or other equipment. This transition is important because supplies of R-22 will be more limited after 2009, which may cause the price of R-22 to increase. Starting in 2020, new R-22 will no longer be produced, so consumers will need to rely solely on remaining supply or reclaimed refrigerant to service any systems still operating after that date.

3. You can still purchase R-22 systems. These systems will continue to be manufactured until the end of 2009. If you purchase a new system using R-22, you should be aware that supplies of R-22 will be more limited after 2009.

4. Systems using alternative refrigerants that do not harm the ozone layer are available and widely used in air conditioning and refrigeration systems today. EPA maintains a full list of acceptable substitutes for household and light commercial air conditioning through its Significant New Alternatives Policy (SNAP) Program.

5. R-22 systems can be recharged and serviced. For the next 10 to 15 years, R-22 should continue to be available for all systems that require it for servicing, but the supply is expected to be greatly reduced after 2009.

6. Make sure new parts or systems are properly matched. Heat pump and air conditioning systems using alternative refrigerants like R-410A have been redesigned to work with this refrigerant. With these significant changes, it is imperative that you replace both the indoor and outdoor units of

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Thank goodness for Goodman.™

continued on page 3C

Goodman Hosts Commercial Product Presentation in Orlando

continued from page 2C

Contractor Alert

your system or it will fail. Work with a qualified HVAC contractor to make sure that he will be installing a certified matched system. Ask for an AHRI Certificate of Product Ratings.

Minimize your system's impact on the environment. If you have equipment that contains R-22, the most important thing you can do is to maintain it properly to minimize potential leaks. Work with a qualified contractor, who employs EPA-certified technicians, to perform regular system maintenance. They are required to use refrigerant recovery equipment during service; it is illegal to intentionally release any refrigerant when making repairs. Request that technicians locate and repair leaks instead of "topping off" leaking systems.

About AHRI

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating and commercial refrigeration equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products. AHRI's 300+ member companies account for more than 90 percent of the residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment manufactured and sold in North America. ■



Regional Commercial Manager.

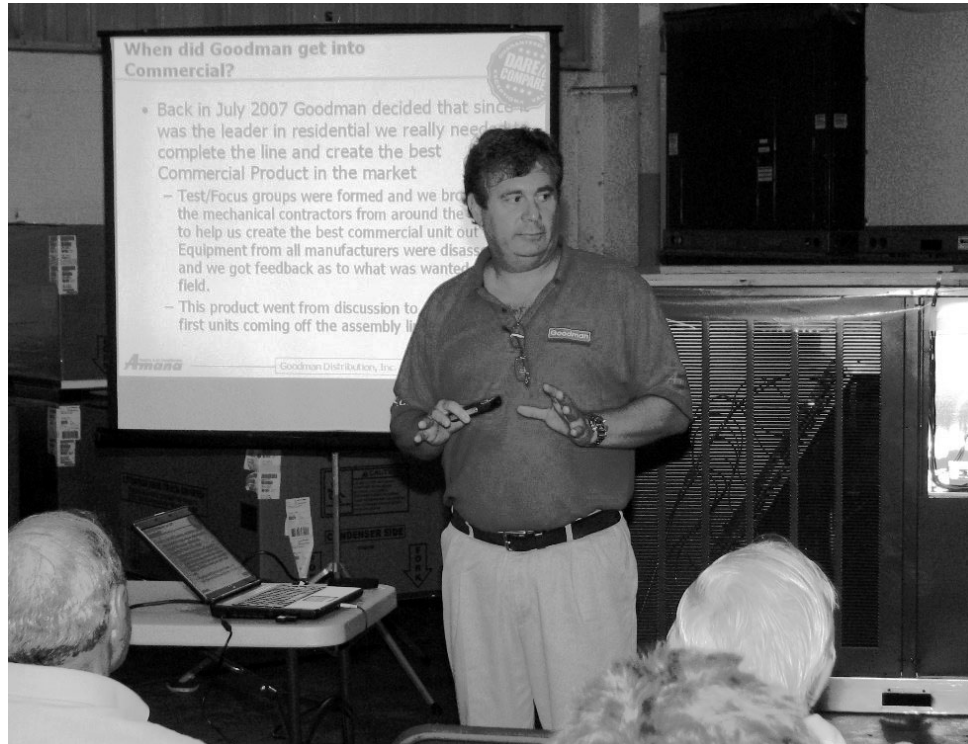
Jim Veitch, Goodman Distributing Service Technical Manager, discussed technical aspects and nomenclature of the commercial product line, service and installation tips, and accessories, both field and factory-installed.

Representatives from White Rogers, Leone Green and Associates, The Metal Shop, Miami Tech, Crown Metal Products, Zonex and UltraAire were on hand to discuss the uses of their products in commercial applications.

For more information on Goodman commercial products, contact your nearest Goodman Distribution office. ■

Goodman Distributing hosted a commercial product presentation for contractors at its Orlando facility on July 2. Southeast Division Commercial Manager Jim Fishman summarized the availability and features of the different units, emphasizing the 5-year parts and compressor warranty, high efficiencies and the fact that R-410a refrigerant is being used throughout the product offering. Goodman will offer Package units up to 20 Tons. The next launch will be the 12.5 Ton Package Cooling, Gas Electric and Heat Pump due out at the end of August.

Jim also announced the hiring of Chris McGill as the North Florida and Georgia Regional Commercial Manager and Jim Janka as the Southeast Florida



Goodman SE Division Commercial Manager Jim Fishman updates the meeting on commercial product availability



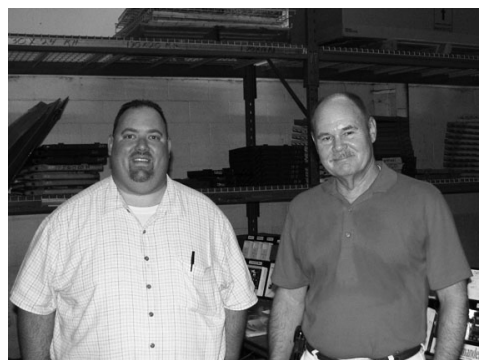
Goodman Service Technical Manager Jim Veitch talks service and installation



Gary Prine, Jr. of Jim Reeves & Associates with Scott Kuschel of Miami Tech



Todd Jenkins of White Rogers with Leroy Gunning of Innovative Service Solutions



Brad Gilman of UltraAire with Carl Peterson of Zonex



Jim Jacobs & Jackie Tutko of the Metal Shop



Keith Holland of Leone Green & Associates with Blair Carter of Crown Metal Products

continued from page 1C

Making a Case

are quiet and have an IPLV of .38 kW/ton. In fact, the U.S. Mission to the United Nations officially launched its new 225-ton MagLev chiller on Earth Day 2009 at a meeting in Geneva, Switzerland.

The technology has won numerous awards in the past 10 years, including the U.S. Green Building Council's LEED certification (2007), U.S. EPA Climate Protection Award (2004), ASHRAE/AHR Expo Energy Innovation Award (2003), Canada Energy Award (2004) and Frost Sullivan Award for HVAC Innovation (2006).

According to Ron Conry, who invented the technology 15 years ago, it's truly transformational because it features magnetic bearings, which use 99.5 percent less energy compared to conventional bearings. The magnetic bearings are key

to the compressor's oil-free design, he added.

Conry noted that the technology is already being used in some federal buildings and U.S. naval stations, including the San Diego facility. The Navy's Technology Validation Program recently yielded nearly 10,000 tons of Danfoss Turbocor compressors.

"We're just scratching the surface when it comes to adopting this technology in the U.S.," Conry said. "More and more facility owners and managers are beginning to recognize its benefits. As governments around the world promote energy and environmental concerns, building owners are coming to realize that efficiency and life cycle costs are what the future is about, and although first cost is an important consideration, it does not reflect the real cost of ownership. Fortunately for us, we happen to have the right technology at the right time."

On the commercial side, NFL Films in Mount Laurel,

NJ, uses the technology in Smartd chillers to cool its 200,000 square-foot studio complex, which houses the world's largest sports film library. The technology has enabled NFL Films to reduce its electricity consumption by 10-12 percent—from 11 million kilowatt-hours (kWh) per year to under 10 million kWh.

A History Worth Noting

In 1994, Conry invented a compressor that would meet the industry's needs for the future, based on his own extensive experience in the field of chiller and compressor rebuilding and maintenance. He assembled a world-class international team of experts with a mission to develop a centrifugal compressor that would operate at high variable speeds, be extremely efficient, oil free, lightweight, quiet and cost competitive. In order to commercialize the compressor, in 2004 Turbocor entered into a joint venture with Danfoss and formed Danfoss Turbocor Compressors Inc. ■

New MovinCool Buy 3 Ton of Cooling Get a \$300 GiftCard Promotion

MovinCool® announced a new summer product promotion, "Buy 3 Tons of Cooling, Get a \$300 Gift Card." Now through August 31, 2009, customers who purchase at least three tons of cooling capacity from MovinCool will receive a \$300 prepaid gift card, redeemable wherever major credit cards are accepted.

The three tons of cooling capacity one ton equals 12,000 Btu/h can be a single MovinCool spot air conditioner or any combination of eligible models, which include the MovinCool CM12 and all models in the Classic, Classic Plus and Office Pro lines. The offer is subject to rules and restrictions on the MovinCool Web site at www.movincool.com/300.

MovinCool is making the \$300 gift card offer in conjunction with an awareness campaign that features a list of "50 Reasons Why You Should Choose MovinCool." The list, which can be downloaded from www.movincool.com/50Reasons, emphasizes the company's dedication to manufacturing high-quality, environmentally friendly products. ■



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Florida Air Conditioning Distributors to Offer LGE and Stellar Products in Florida

Florida Air Conditioning Distributors (FACD) has announced that they will be offering LGE and Stellar products through their branches in Florida.

FACD will now be a distributor of the LGE brand of HVAC products throughout its market area. FACD will also be the exclusive commercial representative for the LGE variable refrigerant flow (VRF) systems in its coverage territory. LGE is one of the world's leaders in the VRF and ductless market.

FACD has also joined forces with Stellar for distribution and commercial representation of their complete line of engineered modular chiller plants. With greater flexibility, faster installation and superior performance and efficiency, Stellar provides engineers and contractors with chiller plants designed to meet specific job requirements.

"We are excited to represent these leading manufacturers in Florida," stated FACD General Sales Manager Bayardo Abaunza. "The addition of these product lines to our broad offering allows our customers to better differentiate themselves from the competition and provides them even greater flexibility to meet their customers' needs."

Contact your local FACD representative for more information or visit www.fldist.com. ■

Applications for Portable Cooling: What Every Contractor Should Know

Green Solutions to After-Hours Cooling

By Clark Michel, Vice President, Atlas Sales & Rentals, Inc.

With the growing emphasis on green and sustainable practices, portable air conditioners can provide your customers with an excellent solution for after-hours cooling. We are often asked: "How is a portable cooler green?" While it is true that a typical portable will use more electrical energy per BTU of cooling than an installed air conditioner, the portable unit has the unique benefit of being able to target the cooling specifically when and where it is needed.



Portable cooling installation for temporary use in an office suite

For example, during nighttime or weekend temperature setbacks of the installed central system, portable cooling can take over to keep an office suite, conference room or server room cool, eliminating the energy waste involved in cooling an entire floor or building. The same logic applies when facilities close down for summer vacations or holidays and still need to deliver cooling to data processing or telecommunications equipment. The energy savings are generally more than enough to offset the cost of the portable cooling equipment, saving money while at the same time conserving valuable resources.

Should your customer rent or buy the portable equipment for these applications? For permanent installations, e.g., for after-hours cooling of server rooms, a purchase might be preferable. But for many situations, rentals offer optimum flexibility. A rental unit can cool critical areas on a seasonal basis, or provide a medium- to long-term solution for a building occupant who plans to move or renovate in 6-12 months. One note of caution: In rented facilities, the owner will generally have to approve the use of portable cooling and may sometimes need to be convinced that this is a better, greener solution for landlord and tenant alike.

Many applications use a single duct coming off the top of the portable unit to dissipate hot air into the return air plenum or out of the space. To answer

any possible concerns about the heat being thrown off by the unit, you can advise your customer that a 1-ton spot cooler generates about as much heat as four people in the building – not a significant amount.

Another installation option is to put a condenser plenum on the unit with an additional duct so there will now be two ducts going to the drop ceiling.

With the door shut, this creates a closed-loop system that will deliver maximum energy savings. This approach is frequently used in permanent or semi-permanent applications such as after-hours cooling of server rooms.

Clark Michel is vice president of Atlas Sales & Rentals, Inc., a leading distributor of portable cooling equipment with offices

and affiliates nationwide. For more information, visit www.atlas-sales.com or call 1-800-972-6600. Your call will automatically be routed to your nearest Atlas office. ■



Portable air conditioner with condenser plenum and two ducts creates a closed-loop system for efficient after-hours server room cooling



Sea Coast

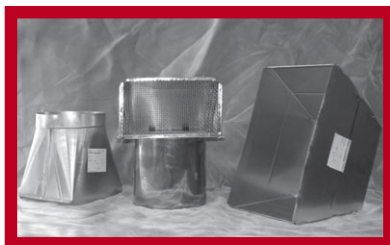
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*Rooftop Recommissioning based on a 10,000-square-foot retail store and 25-ton unit. Heat pump based on 100-room hotel. Chiller, unitaries based on a large retailer. Savings and incentives may vary. Contact Progress Energy for a free Business Energy Check, a prerequisite for all Progress Energy incentives. To qualify for incentives, program requirements will apply.

Danfoss Product Manager Mark Hegberg Receives ASHRAE Exceptional Service Award

Danfoss Product Manager Mark Hegberg received the Exceptional Service Award from the American Society of Heating, Refrigeration and Air-Conditioning Engineers (ASHRAE) during the society's annual meeting June 20-24 in Louisville, Ky. The award recognizes

ASHRAE members who have served the organization faithfully and with exemplary effort. Eligible candidates must be a full-grade member for a minimum of 10 years and score a minimum of 45 service points on the tally form required with each nomination submittal. In addition, they must have re-

ceived the Society's Distinguished Service Award. Hegberg was one of five award recipients who received a plaque and lapel pin from ASHRAE President Bill Harrison and Secretary Jeff Littleton during the society's Plenary Session June 20.

"It's nice to receive the recognition of your peers for service to the society," said Hegberg. "ASHRAE has helped define my career in the sense that it was the place that ultimately gave me the exposure, training and experiences that allowed me to grow professionally. At some point, as you continue to grow professionally, you begin to give back, and that's what I've tried to do. My hope is that what we do in the society is helping people



Danfoss Product Manager Mark Hegberg (center) receives the Exceptional Service Award from ASHRAE President Bill Harrison (left) and ASHRAE Executive Vice President Jeff Littleton

and inspiring them to do the same for others." For more information about EnVisioneering, visit: www.envisioneering.danfoss.com. ■

"Lukas" In brother Erik's footsteps



"What did you say that was what I'm eating?"

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Hart & Cooley Model 673FIL & 659FIL Filter Grilles eliminate a major on-the-job problem for all contractors: they come with factory-installed filters—the entire unit ready to set into place. Instead of having to spec, purchase, or inventory filters, a single order of these filter grilles provides all you need for an installation.

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package. **Save everything.** Start out saving by eliminating the cost of broken or damaged filters. Save on shelf and truck space—you won't need to carry extra filters anymore. Save the time and gas you spend hunting for filters or driving to pick up or purchase them. Save on **continued on page 8C**



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continued from page 7C

Hart & Cooley Filter Grilles

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For additional information, call 800-433-6341 or visit the Hart & Cooley website at www.hartandcooley.com. ■

E Instruments Introduces the AQ200 Portable Air Quality Tester



E Instruments has introduced the AQ200 multifunctional, hand-held, highly sensitive and extremely accurate Indoor Air Quality monitor. The unit incorporates CO₂, CO, ambient temperature, Delta T, atmospheric air pressure and humidity sensing capabilities into a ABS shock-proof housing with I54 dust protection and a large ice-blue LCD display. It is accompanied by PC software and is capable of wireless communication.

For more information, contact E Instruments by calling 215-750-1212 or e-mailing info@einstrumentsgroup.com. ■

Danfoss Introduces HCJ Series Scroll Compressors for Light-Commercial and Commercial Applications



Danfoss, a leading global manufacturer of electronic controls, components, compressors, heat exchangers and variable-speed drives for air conditioning and refrigeration, introduces the new Performer HCJ Series scroll compressors for

light-commercial and commercial air-conditioning applications.

Scroll compressors in the Performer HCJ Series are designed with several new patented features, making them the lightest, most compact scroll compressors in their capacity range, and the most compact compressors in the industry.

- These features include:
- A patented hybrid wrap capacity in less space
 - Ductile iron scrolls and a patented carbon main bearing for enhanced reliability
 - A patented lower bearing ring and integrated stamped oil pan that contribute to the lowest compressor vibrations of any comparably sized compressor

An optimized motor design that offers the competitive performance to address needs for increased energy efficiency. "The new compressors provide the best value in terms of both cost and energy efficiency for manufacturers and end-users," says Manohar Reddy, global marketing product manager for Danfoss. "We decreased the weight and size of the equipment to reduce costs for the manufacturer; and we made the compressor stronger and more reliable to reduce warranty costs."

The Performer HCJ Series scroll compressors are suitable for any R-410A air-conditioning application and are available in 7.5 TR, 9.0 TR and 10.0 TR capacities in all global voltages.

For more information about Danfoss, visit the company Web site at www.danfoss.us. ■

LG's Multi-V Mini The New Comfort Solution for Small Buildings



Designed for small office, retail and residential applications, Multi-V™ Mini air conditioners are among the most energy- and cost-efficient variable refrigerant flow systems on the market. They join the complete line of VRF systems from LG, one of the world's largest makers of air conditioning systems. Multi-V Mini offers precise, space-specific temperature control to avoid unnecessary energy use in unoccupied rooms.

Indoor units come in styles to complement any décor, including LG's unique mirror Art Cool™. Plus, standard wall mounted, ceiling cassette, ceiling concealed duct, ceiling suspended and floorstanding units are also available in a wide range of evaporator capacities.

Benefits include:

- **One of the industry's highest EER ratings** – Multi-V Mini uses state-of-the-art inverter technology for enhanced energy efficiency.
- **Design flexibility** – Whether for new construction or a retro-fit, a broad range of condenser and evaporator capacities are available to suit any application.
- **Simplified installation** – Industry-leading pipe lengths connect up to 8 in-room systems to a single outdoor unit.
- **Total comfort** – Room-by-room temperature control plus some of the industry's lowest noise levels.

Advanced technology, design flexibility, world-class efficiency... Multi-V Mini sets a new standard in innovative comfort solutions.



For more information, including where to buy, contact Don Wojcik, Regional Sales Manager at (850) 896-7437

To see LG's complete line of AC products, visit www.LGHVAC.com

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Learning the Hard Way

(stories from the field)

Rooftop Unit Water Leaks

As a former Technical Support Representative I have heard many amazing stories over the years and been on some unusual job site visits. The following article describes one such job site visit.

A contractor phoned in to the technical support department to report his company was unable to locate a water leak coming from the rooftop area where a new 20-ton down discharge package rooftop unit was installed the previous summer. The contractor explained that the water leak seemed to only appear when it was raining. A roofing company had been called out several times to fix the leak, but were unable to locate it. The contractor also tried to resolve this problem, but the leak only seemed to get worse. Now when it rained, water leaked onto the workers directly below the unit. The contractor was convinced the unit was at fault and the building owner was understandably agitated. Unable to resolve the problem over the phone, I arranged to meet the contractor at his job site.

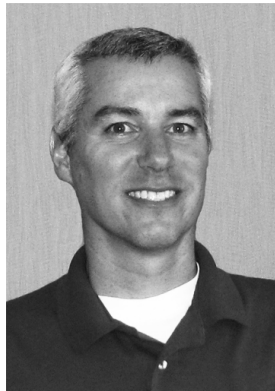
First, we inspected the occupied space that was getting wet. After removing the wet

ceiling tiles we observed the water stains that seemed to be coming from inside the return air plenum. Leaving his helper downstairs with a two-way radio, the contractor led the building owner and myself to the roof.

There was a garden hose left on the roof to simulate rain. Before taking apart the package unit we inspected the rooftop area for clues. The only unusual item was the package unit's roof curb. It was heavily coated with mastic from the roofing company trying desperately to make it waterproof.

We inspected the PVC condensate trap located outside the unit; it was accurate at 4" deep and unobstructed. The contractor removed several panels and gained access the return air section of the unit. The condensate pan was clean and empty. I noticed the numerous hard water deposits in the return air section from past water leaks, but found no evidence of their starting point. Convinced that the water was not being produced inside the unit, I had him reinstall the panels and turn the thermostat to the "fan on position".

He flooded the roof area around the base of the unit with



By Tony Albers

the garden hose. No water leaks were found. Next he carefully flooded the area only around the power exhaust, and then the economizer. Still, no leaks were found. The final test was to apply water to the package unit's top and sides. Not wanting to flood the whole unit at once, we applied the water systematically, first at the base and then each panel. Immediately as water was introduced at the base the contractor's helper was yelling over the radio to turn off the garden hose.

As the mystery was closer to being solved, the panels were quickly removed and flashlights were drawn. At once we inspected inside of the unit around the base but didn't find it wet. The area that was wet was the underside of the package unit's

top panel. I was glad we were able to duplicate the building owner's water leak. But the contractor and building owner were puzzled on how water, when applied around the base of a unit, could travel uphill 45" to the underside of the top panel and produce a water leak. I answered that excessive return air static pressure could cause water to be drawn up the unit's corner posts and flung into the return air cabinet.

The contractor did not have a static pressure gauge (known as a manometer) to prove this theory, but we inspected the corner posts and they were also wet. As we walked back downstairs to inspect the return air ductwork, I asked the contractor if he had checked the static pressures when he originally installed the unit. He answered "no".

As we arrived downstairs, I found the key to their water leak problem. The 20-ton package unit that was installed last summer had a single 18" return air duct (that was over 40' in length). This equated to a heavily restricted return for the quantity of airflow required by the 20-ton unit. This caused such a dramatic negative pressure that rain water was being sucked into the unit. The contractor, in the face of the building owner, learned the hard way for his future installations. First to appropriately size the ductwork, second always perform a thorough start-up and unit check out

which should include adjusting CFM and static pressures whenever possible.

This is a lesson for contractors and installers in the field. The HVAC industry is constantly changing and following the instructions sent with the equipment can save time, money and possibly embarrassment. There are many classes offered by manufacturers, distributors, trade schools and trade organizations that cover the latest in servicing and installing equipment.

Tony Albers is a highly successful trainer who has taught heating and air conditioning classes designed specifically to meet the needs of today's busy technicians and engineers. For the past 23 years he has worked to advance the field of heating and air conditioning by teaching classes for IHACI, RSES, Southern California Gas Company, San Diego Gas & Electric. In the last 14 years he has travel extensively throughout the North America for US Airconditioning Distributors and Venstar giving workshops and seminars for large HVAC distributors and manufacturers. Albers is currently on the Continuing Education Committee for the Institute of Heating and Air Conditioning Industries. For information on the latest training classes log on to Florida Air Conditioning Distributors website at www.fldist.com. Reprinted with permission from ICN. ■

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The Coaire Unitary products feature ultra-low noise levels in space-saving packages, with the Air Handling units featuring multi-position capabilities.

The Coaire Mini Splits are equipped with cutting-edge air filtering technologies and an attractive sleek design suitable for any decor, making them perfect for applications from offices to bedrooms, and hotels to home gyms.

Extended length factory warranties provide peace-of-mind, enabling you and your customers to live comfortably.

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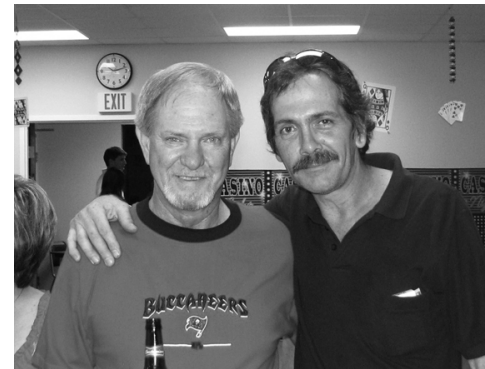
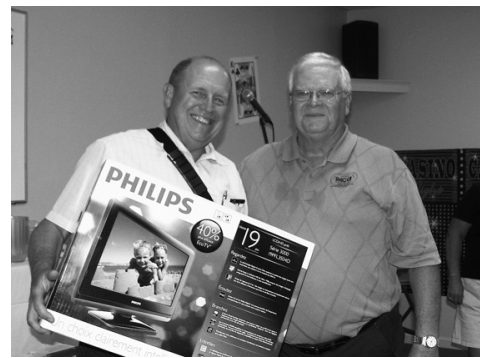
COAIRE

RACCA Hosts 1st Casino Night



Over 40 people turned out on the evening of July 11 to challenge the games at the Refrigeration and Air Conditioning Contractors Association (RACCA) of Tampa Bay's first Annual Casino Night. Black Jack, Roulette, Craps and Texas Hold'em tables were set up in the Lester K. Olson Conference Center in RACCA's Tampa facility.

There were door prize drawings throughout the evening. At the end of the night, winners cashed in their chips for tickets and placed them in a drawing for the flat screen television, portable propane grill and Blue-Ray player. Peter Montana, Don French and Joanne Houghton were the big winners. ■



AHRI May Heating and Cooling Equipment Shipment Data Released AHRI

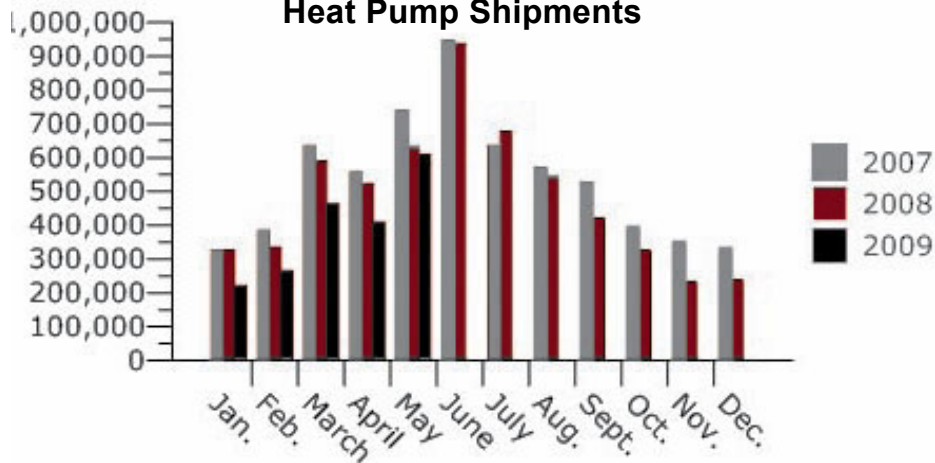
Central Air Conditioners and Air-Source Heat Pumps

Combined U.S. factory shipments of central air conditioners and air-source heat pumps for May totaled 608,254, down 5.1 percent compared with the same month a year ago (Revised May 2008 shipments: 641,235). For the year-to-date, combined shipments totaled 1,996,309, down 18.1 percent compared with the same period last year (Revised YTD Jan. - May 2008 shipments: 2,438,338). See charts.

U.S. Manufacturers' Shipments of Central Air Conditioners and Air-source Heat Pumps May 2009 (by cooling capacity)

Size Btuh (000)	Number of Units	% Change from 2008
Under 16.5	7,230	-13
16.5 - 21.9	43,693	-2
22 - 26.9	122,474	-1
27 - 32.9	101,762	-3
33 - 38.9	137,020	0
39 - 43.9	48,749	-6
44 - 53.9	70,831	-5
54 - 64.9	57,613	-16
65 - 96.9	6,907	-19
97 - 134.9	5,626	-24
135 - 184.9	3,001	-25
185 - 249.9	1,614	-25
250 - 319.9	693	-33
320 - 379.9	327	-12
380 - 539.9	277	-16
540 - 639.9	169	-9
640 & Over	268	-41
Total	608,254	-5

Combined Air Conditioner and Heat Pump Shipments



Heat pump shipments for May totaled 196,551, up 4.6 percent from the same month a year ago (Revised May 2008 shipments: 187,842). For the year-to-date, heat pump shipments totaled 687,744, a 12.6 percent drop compared with the same period last year (Revised YTD Jan. - May 2008 shipments: 786,923).

About AHRI

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating and commercial refrigeration equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products. AHRI's 300+ member companies account for more than 90 percent of the residential and commercial air conditioning, space heating, water heating and commercial refrigeration equipment manufactured and sold in North America. ■

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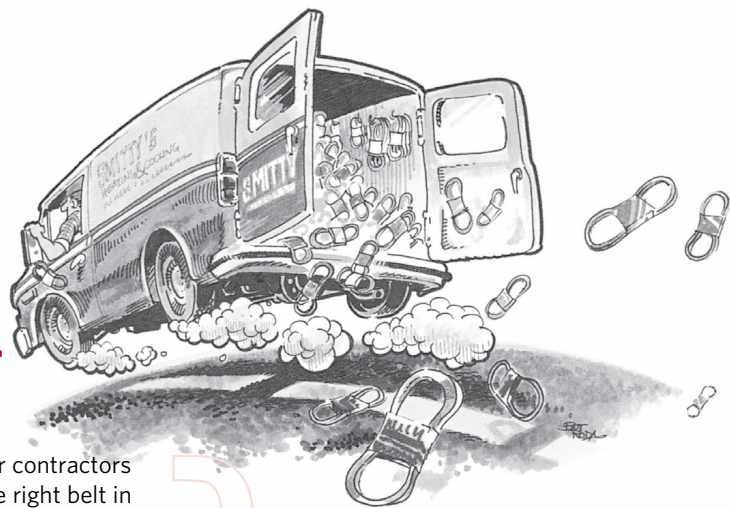
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