



Palm Beach Air Conditioning
Contractors Association, Inc.

the plenum



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PLEASE
Take care of
yourself and
each other.

**Another
way
PBACCA
Serves You!**

FEBRUARY 2022

VOL. 37 • NO. 2



"PBACCA's 2022 Top Contractor"

"BRING HOME THE BELT"



1st Annual Contractors Challenge

Enter early to secure your chance to
compete for the title of 'PBACCA'S
"2022 Top Contractor"

Presented By
Palm Beach Air Conditioning Contractor Association
To take place at 31st Annual Trade Show
Thursday, March 24, 2022
5:00-8:30 pm
9067 Southern Blvd., West Palm Beach FL, 33411



Would you like to
Participate in our 1st
Annual Contractors
Challenge

*

Show us your skills by
competing in 10 AC
focused challenges.
Top Scoring Contractor
"Wins"

Participants Registration Due
by 2/25/2022

*

Suppliers that would
like to sponsor a
challenge
Due Date and
description of Challenge
Due by 3/1/2022

EVENT SCHEDULE

4:00 PM-5:00 PM
Owners and Decision
Makers Cocktail Hour
5:00 PM
Challenge Begins

8:30 PM
Show Ends

*

Sponsorship
Opportunities

*

For More Information
Contact Pam @
561.585.3880
prippl@pbacca.org

*

FEB 3, 22

PBACCA Presents
GENERAL MEETING, WE'RE BACK!
Thursday, February 3, 2022
Call Pam at **561-585-3880**

FEB 3, 22



Palm Beach Air Conditioning
Contractors Association, Inc.

--PBACCA 2022 OFFICERS--

President: Tony Kiser
EDS Air Conditioning & Plumbing
(561) 586-7090 • Cell (561) 628-8084
akiser@EDSAirconditioning.com

President Elect: Robin Worrell
State Energy Heating & Air
(561) 688-6264 • Cell (561) 795-1130
stateenergy@aol.com

Vice President: Kelly McCann
CMI Air Conditioning & Electric
(561) 844-1004 • Cell (561) 644-5668
kelly@cmiac.com

Secretary/Treasurer: Steven Castillo
Robert R McGill Air Conditioning
(561) 588-2630 • Cell (561) 629-0707
stevencastillo@mcgillac.com

Director: Sean Caplan
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(561) 586-7090 • Cell (561) 601-6931
SCaplan@edsairconditioning.com

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(561) 586-3331 • Cell (561) 436-7881
arturoalba@arcosupply.com

Director: John Riley
Al Packer Ford-Lincoln
(561) 689-6550 x206 • Cell (561) 818-5424
jriley@alpackerford.com

Director: Daryl Sholar
(561) 753-2575 • Cell (561) 685-6309
dsholar@wellingtonfl.gov

Director: Carissa Duemig
Fund-Ex Solutions Group
(954) 780-6676 • Cell (954) 650-3429
cduemig@fundexsolutions.com

Director: Rob Mayhew
Tropic Supply
(561) 684-3997 • Cell (561) 703-8354
Rob.Mayhew@tropicsupply.com

Director: Tom OConnor
Johnstone Supply Ware Group
(561) 689-3366 • Cell (561) 345-1517
thomasOConnor@johnstonewaregroup.com

Past President: Jim Pickard
CMI Air Conditioning & Electrical
(561) 844-1004 x118 • Cell (561) 644-5623 •
jim@cmiac.com

Executive Director: PAM RIPLE
585-3880 • Fax-585-3347
e-mail: pripple@pbacca.org

LEGAL COUNCIL: John Hockin - Linkhorst & Hockin, P.A.
(561) 626-8880

FINANCIAL ADVISOR: Donna M. Sotillo, CPA
Sotillo & Company • (561) 547-5730

President's Perspective



Tony Kiser

customers." Since that time, we have grown to over 125 company members.

I first became acquainted with PBACCA through the plenum. I always looked forward to finding the plenum on the counter at Arco Supply. Reading it gave me a sense of community in the air conditioning business, and from the plenum I learned about all the activities PBACCA offers. This month, we have our first in-person meeting of the year at the Beach Club (thank you Pam for securing this location!), featuring speaker Benjamin Bilderback of review management software company Broadly. I look forward to seeing your smiling faces there.

Back in the day, the plenum was printed and delivered to supply houses and companies around town. This was the primary method of communication for PBACCA. We then shifted to email delivery of the plenum, which limited access to those on our distribution list. As the times are changing, so are we as an organization. We are making the plenum more accessible by rolling out a digital version that can be viewed with a QR code. Simply point your smartphone's camera at the QR code and click the displayed link. The QR code will be posted at our supply houses and companies.

I want to ask everybody reading this to show the plenum to a young mechanic, someone new to our area or the industry, and how to get it every month. Let's all post the QR codes in our place of business.

This is what we need to continue to do—grow our industry from the inside out.

In unity,

Tony

Greetings HVAC community!

In this month's plenum, I'd like to take some time to consider the role of PBACCA in our HVAC community, how it has grown, and how we can continue to nurture the development of our organization.

PBACCA has been serving our community for over 5 decades. Our organization began with a mission: "To better assist its members to manage their companies more efficiently, acquire, service and satisfy their

Associate Distributors - Palm Beach County

Advanced Work Van, Riviera Beach	.561-657-0406
Arco Supply, Lake Worth	.561-586-3331
Baker Distributing, Boynton Beach	.561-806-7075
Baker Distributing, West Palm Beach	.561-848-1416
Carrier Enterprise, West Palm Beach	.888-827-3352
Economic Electric Motors, West Palm Beach	.561-683-6262
Gemair Distributors, West Palm Beach	.561-842-6311
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Johnstone Supply, West Palm Beach	.561-689-3366
Refricenter, West Palm Beach	.561-689-8075
Trane Company, West Palm Beach	.561-683-3306
Tropic Supply, West Palm Beach	.561-684-3997

Palm Beach Air Conditioning Contractors Association (PBACCA) is an independent association serving the needs of the HVACR industry in Palm Beach County. PBACCA is not affiliated with the national group Air Conditioning Contractors of America (ACCA). The mission of PBACCA is to assist and better enable PBACCA members to acquire, serve, and satisfy their customers.



PBACCA Presents 2022 General Meeting

We're Back!

Join us for our First in-person General Meeting Since 2020. We are excited to announce a change in venue. We have chosen the beautiful
"The Beach Club" in Lake Worth Beach.

At their outdoor Tiki.

Program Speaker: Benjamin Builderback

OF BROADLY

Grow your business. Automatically.

Get new customers, keep them coming back and deliver the best experience in your area. Drive new business by increasing reviews on Google, Facebook and other sites so you can stand out from your competition and be the clear choice in your area.

First impressions are everything

Improve Customer Experience, Online Marketing and Lead Generation to Grow Your Business and Maintain Customer Relationships.

Faster, easier conversions

Generate 2x more qualified leads right from your website and close more business with an unrivaled one-to-one customer experience.

Reservations are required

Reservation deadline Monday January 31st, 5:00pm

Thursday, February 3 "The Beach Club"

One 7th Avenue North, Lake Worth, FL 33469

5:30 p.m. Check-in 6:30 p.m. meeting start's

No cost for meeting

Everyone will be ordering from the menu and paying for themselves

Fax Pam at 561-585-3347 or e-mail pripple@pbacca.org

RSVP Now

TECHNICAL TRAINING!

“PROPER AIR CONDITIONING SYSTEM DESIGN TECHNIQUES”

An updated, comprehensive introduction to air flow principles and proper air flow issue diagnosis
This class is suitable for both technicians and contractors!

DATE: Thursday MARCH 24, 2022 8:00 AM TO 4:00 PM

**SOUTH FLORIDA FAIR GROUNDS
9067 SOUTHERN BOULEVARD
WEST PALM BEACH, FLORIDA 334011
REGISTER NOW-LIMITED SEATING!
CEU CREDITS FOR CLASS
ACCA MEMBERS--\$150.00
NON-MEMBERS-\$170.00**

PRICE INCLUDES COFFEE AND PASTRIES

PRESENTED BY PATRICK S. MESMER

FLORIDA AIR CONDITIONING CONTRACTORS ASSOCIATION

FOR REGISTRATION CONTACT PATRICK S. MESMER AT 1(561)246-8542

pmesmer@outlook.com



**PALM BEACH AIR CONDITIONING
CONTRACTORS ASSOCIATION INC.**

CONTRACTORS!

***WANT ALL FOURTEEN OF YOUR
CEU CREDITS TAKEN CARE OF
WITH ONE GREAT TRAINING
SESSION?***



**PALM BEACH AIR CONDITIONING
CONTRACTORS ASSOCIATION INC.**

TWO DAY TRAINING SESSION

DAY #1 - TECHNICAL TRAINING!

“PROPER AIR CONDITIONING SYSTEM DESIGN TECHNIQUES”

An updated, comprehensive introduction to air flow principles and proper air flow issue diagnosis
This class is suitable for both technicians and contractors

DATE: Thursday March 24, 2022 8:00 AM TO 4:00 PM

DAY #2 - Will offer several required classes such as:

“INTRODUCTION TO OSHA”

“CONTRACTOR BUSINESS PRACTISES”

“UNDERSTANDING WORKER’S COMPENSATION”

“CHAPTER 455”

“ADVANCED ENERGY CODE-CHANGES IN THE 7TH EDITION (2020) FLORIDA

BUILDING CODE, ENERGY CONSERVATION”

DATE: Thursday March 24, Friday March 25, 2022

TIME: 8:00 am TO 4:00 pm

WHERE: South Florida Fair Grounds

9067 Southern Boulevard West Palm Beach, FL 33411

*****Includes coffee and pastries*****

REGISTER NOW-LIMITED SEATING!

MEMBERS--\$280.00 BOTH DAYS

NON-MEMBERS-\$320.00 BOTH DAYS

PRESENTED BY PATRICK S. MESMER

FLORIDA AIR CONDITIONING CONTRACTORS ASSOCIATION

FOR REGISTRATION CONTACT: PATRICK S.

MESMER AT 1(561)246-8542

pmesmer@outlook.com

**THIS YEAR WE ARE OFFERING CONTRACTORS
14 HOUR CEU
MARCH 24th and 25th**



**Are You the Top Tech In Town?
Prove It!**



**PBACCA 1st Annual
Contractors Challenge**

Presented By
Palm Beach Air Conditioning Contractor Association
Thursday, March 24, 2022 5:00-8:30 pm
South Florida Fair Grounds

9067 Southern Blvd., West Palm Beach FL, 33411

*

Participants Registration Due by 2/25/2022 Suppliers that would like to
sponsor a challenge
Due Date and description of challenge
Due by 2/18/2022

Participants **MUST** be a Member of PBACCA in good standing in
order to compete.

Limited Sponsor Challenges
They will be on a first come basis.
You must supply all materials for you event.

*

Sponsorship Opportunities

Grand Prize Sponsor –Prize of your choice

Acknowledgment on all printed material relevant to the event
Sponsorship signage at the event

Cocktail Hour Sponsor \$1000

Acknowledgment on all printed material relevant to the event
Sponsorship signage at the event
Assist with bar at cocktail hour 4pm-5pm

Race Track Sponsor \$750

Acknowledgment on all printed material relevant to the event
Sponsorship signage at the event
Assist with running the timers at the Racetrack

Would you like to
Participate in our 1st
Annual Contractors
Challenge*

Show us your skills by
completing in 10 AC
focused challenges.

**Fastest Time
Wins!**

**EVENT
SCHEDULE**

**Contractor 14 HR. CEU
Classes**

March 24th & 25th

4:00 PM-5:00 PM
Owners and Decision
Makers Cocktail Hour

5:00 PM
Challenge Begins

8:30 PM
Show Ends

For More Information Contact
Pam @ 561.585.3880
prippl@pbacca.org
*

Palm Beach Air Conditioning Contractors Association

Proudly presents the 31st Annual....

AIR SHOW & Contractor Challenge

Thursday, March 24, 2022

Owner and Decision maker Cocktail Hour 4:00 -5:00 PM

Show and Challenge- 5:00 to 8:30 PM

The Largest Air Conditioning Trade Show of the Palm Beaches

Challenge will be held in your booth area, center of show

(See attached layout)

Challenge must be 2 or more, booths

If you will be using any type of soldering or brazing in your challenge there will be a designated area out side

____ Associate Member Trade Show Booth (10x10): 450.00 x ____ = ____

*Membership dues must be current to receive membership discount rate.

____ Non-Associate Member Trade Show Booth: \$550.00 x ____ = ____

____ Associate New Membership Dues for 2020: \$250.00 x ____ = ____

(Annual Dues Normally \$350.00)*special rate for new members only

____ Electric needed @ \$85.00 (advance order) ____ = ____

Total Amount Due ____ = ____

Company name(s) _____

Name your Challenge _____

Supplies you will be using _____

Representative(s) List all names _____

Company Address _____ City, State,

Zip _____

Phone _____ Fax _____ E-Mail _____

Upon receipt of your reservations, you will receive a confirmation letter with booth number, set up time and other misc. instructions.

PBACCA reserves the right to alter the floor plan if necessary for vehicle locations.

Please fax or e-mail Registration form pripple@pbacca.org fax 561-585-3347. Call Pam Ripple with PBACCA at 561-585-3880 for additional information. Mail payment to: PO Box 3407, Lantana FL. 33465

Signature _____

*Cancellations must be written and received a minimum of 30 days prior to show.



Palm Beach Air Conditioning Contractors Association

Proudly presents the 31st Annual....

AIR SHOW & 1st Annual Contractor Challenge

Thursday, March 24, 2022

Owner and Decision Makers Cocktail Hour 4:00 -5:00 PM

Show and Challenge- 5:00 to 8:30 PM

Contractor Registration Form

Registration is Free

Must Register by March 4, 2022

Teams 1-10 Participants

Air Show & Contractor Challenge 2021

South Florida Fairgrounds, 9067 Southern Blvd., West Palm Beach FL, 33411

Thursday, March 24, 2022 for Contractor & Decision Makers DOORS OPEN 4:00- 5:00

DOORS OPEN for everyone 5:00 to 8:30 PM

Company Name _____

Representative(s) List all names _____

Company Address _____ City, State, _____ Zip _____

Phone _____ Fax _____ E-Mail _____

Please fax or e-mail Registration form pripple@pbacca.org fax 561-585-3347. Call Pam Ripple with PBACCA at 561-585-3880 for additional information.

2022 Contractor Challenge Sponsorship

*

March 24th 2022

Sponsorship Opportunities

Grand Prize Sponsor –Prize of your choice

Acknowledgment on all printed material relevant to the event

Sponsorship signage at the event

Cocktail Hour Sponsor \$1000

Acknowledgment on all printed material relevant to the event

Sponsorship signage at the event

Assist with bar at cocktail hour 4pm-5pm

Race Track Sponsor \$750

Acknowledgment on all printed material relevant to the event

Sponsorship signage at the event

Assist with running the timers at the Racetrack

Company name _____

Sponsorship Choice _____

Company Address _____ City, _____ State, _____ Zip _____

Phone _____ Fax _____ E-Mail _____

Upon receipt of your reservations, you will receive a confirmation letter with booth number, set up time and other misc. instructions.

PBACCA reserves the right to alter the floor plan if necessary for vehicle locations.

Please fax or e-mail Registration form pripple@pbacca.org fax 561-585-3347. Call Pam Ripple with PBACCA at 561-585-3880 for additional information. Mail payment to: PO Box 3407, Lantana Fl. 33465

Signature _____

*Cancellations must be written and received a minimum of 30 days prior to show.

Palm Beach Air Conditioning Contractors Association

Proudly presents the 31st Annual....

AIR SHOW

Thursday, March 24th, 2022

Owner and Decision maker Cocktail Hour 4:00 -5:00 PM

Show and Challenge- 5:00 to 8:30 PM

The Largest Air Conditioning Trade Show of the Palm Beaches

Pre-Registration Form

COST OF BOOTHS without Challenge

_____ Associate Member Trade Show Booth (10x10): 450.00 x _____ = _____	
*Membership dues must be current to receive membership discount rate.	
_____ Non-Associate Member Trade Show Booth: \$550.00 x _____ = _____	
_____ Associate New Membership Dues for 2020: \$250.00 x _____ = _____	
(Annual Dues Normally \$350.00)*special rate for new members only	
_____ Electric needed @ \$85.00 (advance order) _____ = _____	
Total Amount Due _____ = _____	

Air Show 2022

South Florida Fairgrounds, 9067 Southern Blvd., West Palm Beach FL, 33411

Thursday, March 24, 2022 DOORS OPEN for All 5:00 to 8:30 PM

Application for Exhibitor Booth

Company Name _____

Representative(s) List all names _____

Company Address _____ City, State, Zip _____

Phone _____ Fax _____ E-Mail _____

Please print my booth identification sign as follows:

Review the included Floor Plan and indicate 3 choices of location for your booth (1) ____ (2) ____ (3) ____

We ask that you bring (1) door prize per booth purchases. Total of 2 per company.

A 6' skirted table, two chairs, trashcan, pipe and draping and a small identification sign are included.

Additional tables will be available by ordering directly from Show Management, the pipe and drape supplier. An ordering package will be sent to your company to review their services.

Do you need electricity? _____ Please note that there will be a charge of \$85.00 for electricity.

There will be no forklifts available unless preordered. Any special requests should be made with our office before the day of the show.

Upon receipt of your reservations, you will receive a confirmation letter with booth number, set up time and other misc. instructions.

PBACCA reserves the right to alter the floor plan if necessary for vehicle locations.

Please fax or e-mail Registration form pripple@pbacca.org fax 561-585-3347. Call Pam Ripple with PBACCA at 561-585-3880 for additional information. Mail payment to: PO Box 3407, Lantana FL. 33465

Signature _____

*Cancellations must be written and received a minimum of 30 days prior to show.

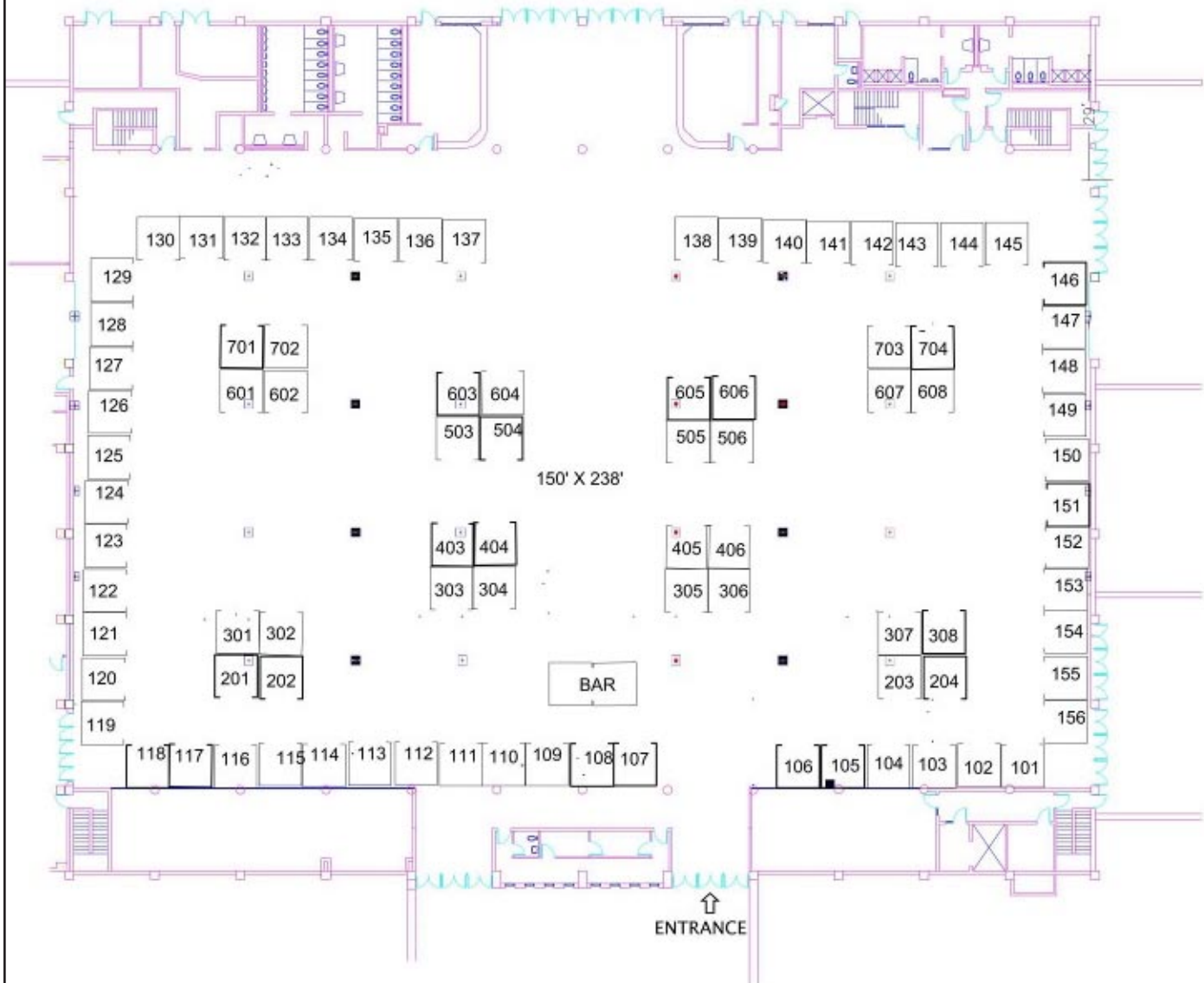
Palm Beach Air Conditioning Contractors Association AIR SHOW 2022

March 24, 2022

92- 10' X10' BOOTHS

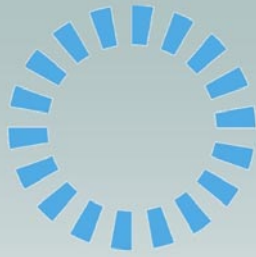
2 of the challenges will be held outdoors

SOUTH FLORIDA FAIRGROUNDS
Expo West



□ ELECTRICAL OUTLETS = 110

■ ELECTRICAL OUTLETS = 3-Phase



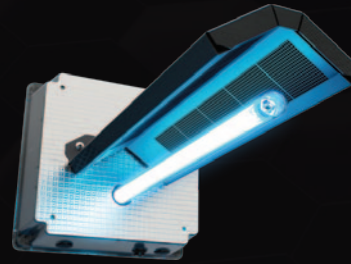
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www.arcosupply.com

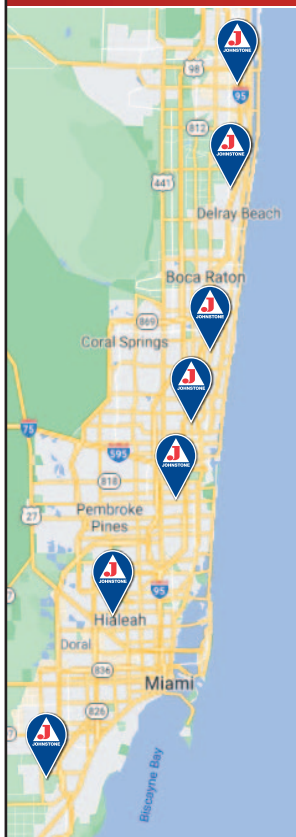
Fax: 561-586-3331



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BOYNTON BEACH 1147 Gateway Boulevard 561-572-2507

DEERFIELD BEACH 550 SW 12th Ave, Ste 550 754-218-9667

FT LAUDERDALE 5620 NW 12th Ave, Ste 101 954-971-9350

DANIA BEACH 3224 SW 30th Ave 954-921-8070

MIAMI LAKES 14350 NW 56th Court, Ste 123 786-476-7340

KENDALL 12390 SW 131st Ave 786-249-4828

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What You'll See:

- Learn the features and benefits of the 93600 Bullet and the 93266 YJII vacuum pumps.
- Bring your vacuum pump for a FREE oil change and performance test performed by a Yellow Jacket representative.

RAFFLE:

Stop by any demo day during February and March and visit the Yellow Jacket demo day table to enter for your chance to win a 93600 Bullet vacuum pump.*

* Raffle will be drawn on March 28th once all demo days are complete. Winner will be notified that week and the prize will be sent to the appropriate Tropic Supply Resource Center.

Monday, Feb. 7, 2022

9:00 am - 11:30 am

**T-9 Delray Beach
Resource Center**

1203 Poinsettia Drive
Delray Beach, FL 33444
561.279.2710

Monday, Feb. 7, 2022

1:00 pm - 3:30 pm

**T-5 West Palm Beach
Resource Center**

1880 Old Okeechobee Rd.
West Palm Beach, FL 33409
561.684.3997

Tues., Feb. 22, 2022

1:00 pm - 3:30 pm

**T-6 Fort Pierce
Resource Center**

903 South Market Ave
Fort Pierce, FL 34982
772.465.4707

CONTACT YOUR COUNTER SALES PROFESSIONAL FOR MORE INFORMATION.



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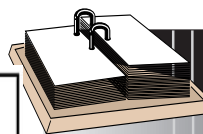
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- Manual N Light Commercial Load Calcs
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- Manual D Duct Design
- Duct Leakage and Duct Smoke Testing
- Blower Door Building Leakage Testing

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561-459-0242

www.EnergyHT.com



Events Calendar

Palm Beach Air Conditioning Contractors Association, Inc.

2022 CALENDAR of EVENTS

- Feb 3 **General Meeting** - 5:30 p.m. Check -in
6:30 p.m. meeting **"The Beach Club"**
One 7th Avenue North, Lake Worth, FL 33469
- Mar 24 **31st Annual Airshow** - 5:00 p.m. - 8:30 p.m.
South Florida Firgrounds
Contractor cocktail hour 4:00 p.m. - 5:00 p.m.
- Mar 24&25 **14 hour CEU Classes**
South Florida Firgrounds
- April 7 **General Meeting** - 5:30 p.m.- **"The Beach Club"**
One 7th Avenue North, Lake Worth, FL 33469
- May 5 **Board Meeting** - 4:30 p.m.- **Zoom**
- June 2 **General Meeting** - 5:30 p.m.- **"The Beach Club"**
One 7th Avenue North, Lake Worth, FL 33469
- June 10 **29th Annual High-E-Fishin-Sea Captains Meeting** -
New Comb Hall 6p.m.
- June 12 **29th Annual High-E-Fishin-Sea Tournament** -
New Comb Hall-Rooftop Awards 4-6 p.m.
- July 7 **Board Meeting** - 4:30 p.m.- **Zoom**

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CE Sales Center
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CE Sales Center
Medley
786.331.8113

CE Sales Center
West Palm Beach
561.684.9933

CE Sales Center
Port St. Lucie
772.778.4298

CE Sales Center
South Miami
305.254.5608



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Homestead	305-230-4205
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Another Reason to Smile

Beware!!

I ordered Chinese from a local place (won't name them) went to pick it up and as I was driving home, heard the bags rustling and moving!!!

I thought what on earth is that? Has something gotten into the bag? I thought I could see a little pair of eyes peering out.

I was driving so pulled over, I leaned forward, picked up the bag, put it on the passenger seat and there it was again, more rustling and little eyes looking out behind the ginger beef!

I thought its got to be a rat or a mouse or something, so I carefully pulled the bag down ...

And there it was ...

... A Peeking Duck!!!

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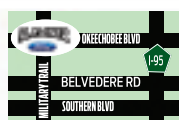


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Become Certified

**PBACCA will provide a proctor upon
request for onsite testing.**

The E.P.A. has established a Mandatory Technician Certification Program. Technicians are required to become certified under the mandatory program. Under the final E.P.A. rule, the sale of refrigerant will be restricted to certified technicians.

**For more information on EPA testing
call Pam at 561-585-3880.**

***OUR MISSION: To assist and better enable
PBACCA members to acquire, serve and satisfy
their customers.***

Apprenticeship Corner

Need Qualified Technicians?

The next time you have an opening for a technician, call the local Apprenticeship office at 561-262-7523. They can help you find a qualified apprentice to hire and enroll in the local PBACCA sponsored Apprenticeship Program offered at Palm Beach Community College. You'll be sure your employee is being taught the right skills and acquiring the training to become a productive journey man.

*Another way
PBACCA serves you!*