

Let the Fun Begin!

Special Event: Members-Only Social Hour

Thursday, May 9, 2019, 6PM-8PM

See details on page 6

COMING SOON...
**A NIGHT AT
THE METS!**
Friday, June 7, 2019
An Evening to Remember

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INSIDE THIS ISSUE:

- ✓ Spotlight on James Padavan
- ✓ Product Showcase
- ✓ News Clips

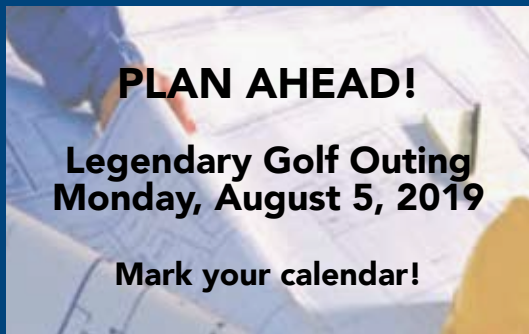
**DIGITAL
COMMUNICATIONS
CHECKLIST**



PLAN AHEAD!

**Legendary Golf Outing
Monday, August 5, 2019**

Mark your calendar!





Jimmy Moyen
First Choice Mechanical

From the President

Spring is finally here! MACC has had a great start to the season! On March 28th, several of our Board Members represented MACC at the Johnstone Supply 8th Annual Opening Day of the Cooling Season. It was a great

event! We hosted our April Membership Meeting at Trattoria 35 in Bayside. John Klimchak, CFP of Economic Evaluation Group, an accomplished healthcare benefits consultant, joined us to help members increase their insurance knowledge, maximize their plan benefits and reduce their expenses. Thank you to John for his informative presentation!

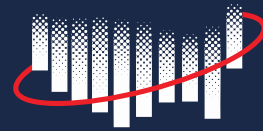
The next event we will be hosting is our annual cocktail party, which will be held at the Black Forest Brew Haus in Farmingdale on Thursday, May 9th. This event is graciously sponsored by National Compressor and Roof Services. Last year's event was a great success and we are looking forward to continuing that success this year. Be sure to RSVP today for this member's only event!

The deadline to submit applications for our 2019 Scholarship Program is less than a month away! Do you know a student who is interested in the Mechanical/HVAC industry or who is currently enrolled in a program? Visit our website to find out if they would be eligible to apply!

Be sure to save the date for our always popular annual events, Night at the Mets and Golf Outing. These events have sold out in the past, so don't miss out! Our Night at the Mets game will be on Friday, June 7th and is kindly sponsored by ABCO and American Standard. Registration is open on our website! We will be hosting our 41st Annual Golf Outing on Monday, August 5th at the Village Club at Lake Success. Registration for the outing will be coming soon!

I look forward to seeing everyone at our cocktail party!

Sincerely,
Jimmy Moyen



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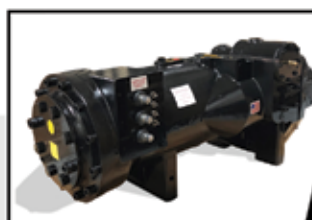
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SPOTLIGHT**JAMES PADAVAN, VICE PRESIDENT OF MACC**

Padavan brothers with Dad, James on right, Frank on left.

James Padavan virtually grew up in the HVAC industry, working every summer of his young life at Air Design, the company founded by his Dad, Frank Padavan, and a partner back in 1967. From mechanics helper to installer ... from estimator to customer service, marketing and office administration... Jim did it all, learning the business from the ground up. After graduating college in 1990 with a degree in business, Jim focused his efforts on sales.

A Company Guided By Family Values of Trust & Hard Work

Owned and operated by the Padavan brothers, Jim and Frank, The company atmosphere at Air Design has always had a family feeling and sense of belonging. "My brother, Frank, worked at Air Design

from a young age as well," says Jim. "Having my brother as part of the team made all the difference in the world for me in terms of customer reassurance -- having someone you trust in the field. We are business partners who compliment each other. I would not want to do this without him."

Jim credits his Dad for instilling him with a strong work ethic and high moral values. "Early on, my father would take me on his sales calls where I was able to see, first hand, how he interacted with customers," recalls Jim. "His unique way of dealing with the consumer has stuck with me through the years and gives me the confidence, even today, to follow in his ways. My dad's philosophy still guides us in our hiring practices when searching for employees. Finding a person that you trust with similar moral values is just as important to us as an industry-knowledgeable employee. After all, anyone willing to learn the trade can be taught, given training and work experience. Character cannot be taught."

Dedicated to Service Excellence Through Education & Technology

Continuing education is important for everyone who works at Air Design. The company provides its techs and installers with training to become NATE (North American Training Excellence) certified. As a Factory-authorized Carrier dealer for many years, Air Design has been awarded the Carrier Presidents Award several years in a row, which recognizes leadership and management, customer satisfaction, expertise, business growth and operational excellence in the industry.

In addition to ongoing training, Jim believes that technology plays a major role in the company's ability to provide customers with great service. "Technologies such as ipads, computers, and dispatch software, to name a few, have helped us to be more efficient, show our willingness to change with customers' needs and be more accessible and easier to work with," says Jim.

"Currently, we are increasing our service department as well as enhancing a heating-plumbing division, taking on larger projects commercially and residentially," reports Jim. "Our staff continues to grow to better serve these needs."

Impacting the Greater Good Through MACC

Jim has been a member of MACC for over 10 years, serving on the MACC Board since 2014. What began as a desire to 'get involved' in the industry has led to great friendships and relationships with people who have the same shared struggles and victories. "I have learned many things during our MACC meetings, seminars and trainings -- all of which have led me to take leadership roles, become more involved, and share the knowledge and experience that I hope will impact and benefit the greater good."


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MACC News is printed monthly by the Metropolitan Air Conditioning Contractors of New York. Questions should be directed to the appropriate director or committee member for assistance. While this newsletter is designed to provide accurate and authoritative information on the subjects covered, the Association is not engaged in rendering legal, accounting, or other professional or technical advice. Accordingly, the Association cannot warrant the accuracy of the information contained in this newsletter and disclaims any and all liability which may result from publication of or reliance on the information provided herein. If legal advice or other expert assistance or advice is required, the services of a competent, professional person should be sought.

Editor's Notes

By Anthony N. Carbone

These 70° days in March are a much-needed wake-up call from the winter. . . This was the first time early warm temperatures spurred on many clients, commercial and residential, to start thinking about HVAC start-up service.

From my point of view, with a majority of residential clients, it was quite astonishing to see the magnitude of calls preparing for the upcoming summer season. Interestingly enough, with that came many sales of equipment that did not survive the winter. This was the first end of winter where we replaced so many condensing units early on for the upcoming season. On March 30, 2019, we had a warm day that caused clients on the fence to book dates for work that was quoted in September-December of 2018 realizing they might get shut out of a date prior to the real heat of the summer.

This is Mother Nature at its best for HVAC contractors!

It is also the season when employees start to scout around for new positions and higher pay. With talent at a premium, many contractors are looking for technicians and installers that aren't happy in their current position or have plateaued in their pay scale at their current company.

Unfortunately, carrying an employee, over the winter, can be expensive, but necessary. Getting blindsided after the winter by an employee that decides to "jump ship" can impact a company's bottom line significantly. So, read the tea leaves and keep your ear on the tracks to listen for the signs of change.

What are your thoughts?

Email me at anthony@systematiccontrol.com!

- Anthony N. Carbone



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It's Time to Party...

Event: Members-Only Social Hour

Date & Time: Thursday, May 9, 2019, 6-8 PM

Location: Black Forest Brew Haus, 2015 New Hwy, Farmingdale, NY

Cost: \$57/person

Everyone loves a good party, especially all of us here at MACC. What could be a better way to celebrate Spring than by joining together with associates and friends for our annual networking event, the Members-Only Social Hour.

Following last year's successful Beer Tasting at Big aLiCe, this year's event will be held at one of Long Island's premier pubs, the Black Forest Brew Haus in Farmingdale. This lively venue is known for its amazing German influenced beers and comfort food.

Our deepest thanks go to Jason Staiano of National Compressor and Dyami Plotke of Roof Services, who have generously sponsored the Spring party.

"It is an honor and privilege to show our support for MACC by sponsoring the Spring mixer," report Jason and Dyami. "This event is all about having fun and networking with MACC members in a great environment! "

Don't miss this opportunity to meet with friends and associates and enjoy the open bar and delicious passed hors d'oeuvres at one of Long Island's most trendy micropubs, The Black Forest Brew Haus.

MACC Invites You to 'A Night at the METS'!

Friday, June 7, 2019

Citi Field

Cost: \$57/person

Our much-anticipated 'Night at the METS' is just around the corner! Featuring the Colorado Rockies vs. the NY Mets, the evening is graciously sponsored by ABCO and American Standard.

Always memorable... never a dull moment... this extremely popular event is a highlight of the Spring season. Get the ball rolling and register today.

Watch for additional details on maccnny.org and in our next MACC News issue.

Product Showcase



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(Continued on page 11)

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NEWS CLIPS

The Rewards of Giving Back: Arista Team Rebuilds Home in Puerto Rico

A group of 12 Arista employees recently traveled to Puerto Rico with Convoy of Hope to build a new house and repair other homes that were damaged in Hurricane Maria.

"Before the trip, we knew we would be giving a family back their home, which would certainly make a big impact," said Scott Berger of Arista. "And we knew it would feel gratifying to help. But we never expected to be so profoundly affected by the experience, and in so many ways."

To find out how they could best leverage their skill and talent to help others, Arista reached out to Convoy of Hope, an organization that's often first on the ground after natural disasters. Arista had already worked with Convoy of Hope earlier in the year, when 150 Arista employees spent a morning packing 4000 hygiene kits for people in need.

As it turned out, Convoy had a team in Puerto Rico who were still helping to rebuild homes devastated by Hurricane Maria. They offered Arista the opportunity to send a group of 12 people to Puerto Rico for a week to rebuild a home. More than a year after the storm, the devastation was no longer front and center in the news, and many relief efforts were drying up. Families and entire communities had lost everything and there was no help in sight. Also, this cause was personal. Arista has quite a few employees with Puerto Rican heritage and some who still have family there.

Convoy of Hope had already built many homes in the area and had the process down to a science. They even sent packing lists and orientation videos so Arista would be completely prepared. Convoy took care of all the planning so that they could accomplish as much as possible in their time there.

Convoy had a rented house to accommodate relief workers, so there was a place all ready for the 12 Arista workers to stay. They picked them up from the airport in a large van and drove them to and from the construction site every day. They even provided catered meals: breakfast and dinner at the rented house, and lunch at the job site. And because Convoy hired neighborhood businesses to do the catering, they got to support those businesses and enjoy the most amazing local food.

"What we were able to accomplish made it well worth the effort," reports Scott. "When we arrived at the job site on the first day, there were foundation posts with three box beams attached. By the end of 5 days, we had built the entire house, complete with plumbing, electricity, and paint. The homeowner even got to choose the paint colors. The house was fairly small and basic, but well constructed and superior to what the surrounding community is living in." Normally, Convoy works with church groups and others with big hearts but not as many construction skills as the Arista group had. "Here's what spoke volumes to me," emphasized Scott: "Every member of our team came to me at some point and said 'we have to do this again, and I want to be a part of it!'"

"Everyone was deeply moved by the poverty and conditions people were living in, and we were keenly aware of how fortunate we are to live where we do and have everything we have," said Scott. "Our team was also touched by the kindness and generosity of everyone we met in Puerto Rico. Owners of the houses we worked on came to help us work on the next project. People who had very little were ready and willing to give whatever they could. Seeing that motivated us to work hard and work together so we could help them as much as possible. The result was a team that was willing and able to move mountains to accomplish their goal. The outcome was truly everything I hoped it would be."

Statement from Stuart S. Zisholtz, Esq.

Never let your lien time run out!

Every public project over \$50,000 requires payment and performance bonds from the general contractor. The purpose of a payment bond is to ensure payment to all subcontractors and suppliers who have not been paid on the project and file a proper claim. The purpose of the performance bond is to ensure that the work is completed to the satisfaction of the Owner.

When addressing a payment bond, a valid claim would consist of a subcontractor or supplier who performed work and furnished materials that were consumed on the project. Equipment, unlike labor and materials, is defined as items that can be taken from one job to another. Most payment bonds will not cover equipment if the equipment can be used at another project.

In a recent project taken over by the surety, the equipment supplied by the subcontractor disappeared after the surety completed its work. The surety acknowledged an outstanding balance due for work performed to date but refused to remit payment for the equipment.

The court held that there were issues of fact that needed to be decided on whether or not the bonding company had an obligation to pay for the lost equipment. The issue addressed by the court was whether the items that disappeared were reasonably expected to be consumed in the performance of the work.

The bottom line is that if you have equipment on the job and there is a payment bond, do not, in an ordinary course of events, expect the bonding company to reimburse you for the cost of the equipment.

Never let your lien time run out!

For a free copy of a pamphlet pertaining to mechanic's liens and payment bond claims, kindly contact me or the Association.



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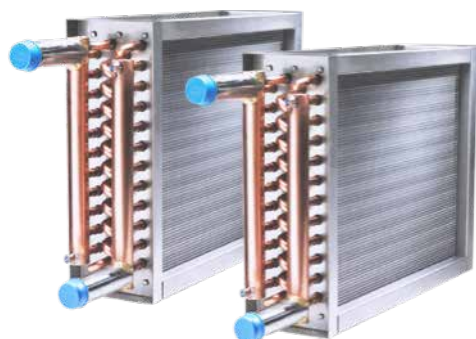


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Digital Communications Checklist ✓

Digital marketing and communications are booming. Every month there are more than 13 billion internet searches, with 78% of U.S. users searching for products and services online. That's a staggering percentage. Choosing the right tools and strategies to deliver your message can go a long way toward increasing visibility among your target market.



Online strategies and tools to consider...

1. Maximizing Your Website's SEO:

Customers searching the internet for your products and services, need to find you ... easily and quickly. Where do potential new customers go first when they need a service or product locally? Most likely to Google. For a website to be a valuable resource for customers, it must be SEO-friendly, meaning it must appear on an internet search. In the past, it was far easier to accomplish this by merely putting top HVAC keywords throughout your website. Today, algorithms on Google, Bing, or other search engines are far more complex. It's great if you've got a website whiz on staff who knows how to put all those SEO-friendly elements into play that raise your ranking in a search engine. If not, you most likely will need the help of a web pro to put your site at the forefront of an internet search.

2. Optimizing Your Site for Mobile Devices:

Currently, approximately 70% more people use mobile devices to seek out local businesses than use computers. The fundamental reason they search the web from their mobile telephones, is that a desktop is unavailable at the moment. Your site should adjust to fit the mobile device being used to view it. At the point when a website is viewed from a mobile or tablet, it changes from an even design to a vertical configuration, bringing on a different display of content and pictures. Responsive website design (RWD) controls the webpage to properly fit the screen of the gadget utilized, contracting the pictures and content sizes rather than keeping a constant structure. Accordingly, this programmed adjustment improves the user experience. A mobile-friendly design is a must.

3. Establishing a Social Media Presence:

Whether you are a 'fan' of social media, or you try to stay as far away from it as possible, there's no question that it does present great marketing opportunities for businesses of all sizes. Business opportunities abound with services like Facebook, LinkedIn, Instagram, Twitter, YouTube and others. As we all know, Facebook, the most popular social networking site online is a versatile, easy way to share company updates and engage customers. It is also one of the best places to begin launching an online presence. With a Facebook business page, you will be able to reach large groups of people in your target market frequently with messages tailored to their needs... and Facebook will send you weekly analytics about your postings. YouTube is another great way to boost your visibility and credibility through video. Integrating social media links and activities into your website helps to optimize your search engine rankings.

4. Launching an E-Mail Marketing Campaign:

You may think of it as 'old school' or out of date, but the truth is that email marketing does work! The 'e-mail blast' is alive and well ... and working wonders for those who do it right. 'Email blasts' are high-impact, cost-efficient marketing tools that carry a compelling and important message regarding a new product, service, or a special alert. Email programs such as VerticalResponse and Constant Contact allow you to customize your emails and send regular updates in the form of announcements, newsletters, promotions and more. To be effective, emails must tell a cohesive story between subject line, header and content -- and present a 'call to action'. If you are considering an email campaign, be sure to think it through and develop an appropriate message that is of value to your customers.

5. Integrating 'Content Marketing':

Content Marketing is all about using the power of educational marketing to make you an industry authority. By providing information on topics that matter most to customers such as environmental issues, cost savings, comfort and other industry-related information, you are positioning your company as a leader. One of the best ways to incorporate Content Marketing into your communications efforts is by posting a regular monthly blog on your website, written by you or an industry expert. Providing links to different topics of interest and communicating information to customers through Facebook, YouTube videos, or local community websites can add immense value and credibility to your business.

6. Exploring Google Analytics:

It's always good to know if your online efforts are actually working. Through Google Analytics, you can assess the performance of your website content and determine if your visitors are taking the actions you want them to. Google Analytics is a platform that gives you insights into how users find and use your website. You'll discover which avenues are best for bringing traffic to your site and getting certain actions to happen ... the search engines that are driving the most organic traffic to your sight (google/organic vs.bing/organic) ... the social media platform where people are engaging with your content ... reports on what visitors are actually doing on your website, and much more.

The world of digital marketing and communications encompasses many different channels, including websites, email marketing, social media, search engine optimization, to name just a few. Despite the growth of online marketing opportunities, the basic goals remain the same as traditional marketing: Building customer awareness, capturing a target audience, and gaining new customers!



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NEWS CLIPS

Carrier Introduces ComfortVu™ BACnet Thermostats

Building owners and operators can now help maximize occupant comfort and increase energy efficiency with Carrier's new ComfortVu™ BACnet thermostats. These thermostats offer control of a building's heating and cooling equipment from inside a facility, or from any BACnet-based building management system (BMS), including Carrier's powerful i-Vu® building automation system. Carrier, a world leader in high-technology heating, air-conditioning and refrigeration solutions, is a part of Carrier, a leading global provider of innovative HVAC, refrigeration, fire, security and building automation technologies.

The new wall-mounted BACnet thermostats are designed to work with commercial heating, ventilating and air-conditioning (HVAC) equipment, including rooftop units, heat pumps, fan coils, and unit heaters. On-board sensing options include temperature, humidity and motion detection, and integrated DIP switches make it easy to configure equipment type and sequence of operation.

Available in two versions – Standard and Plus - the BACnet thermostats feature large backlit LCD displays and intuitive controls (push-buttons on the Standard, touchscreen interface on the Plus), putting occupants in direct control of their comfort. A built-in time clock and 7-day programmable calendar enable the BACnet thermostats to operate stand-alone or on a BACnet MS/TP network. The thermostat buttons and touchscreens can be locked down when the BMS is in control to limit occupant interaction and setpoint adjustments.

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People & The Workplace

Alan B. Pearl, General Counsel • Portnoy, Messinger, Pearl & Associates, Inc. • abp@pmphr.com • 516-921-3400

Developing an HR Policy To Conduct Criminal Background Checks To Comply With Federal and New York State Law

Any employer that conducts criminal background checks throughout their hiring process should create and implement a criminal background check policy. This policy will enable your Human Resources department to be consistent when making hiring decisions and will ensure all screening procedures comply with any local, state or federal employment laws. When hiring and screening is only done sporadically and hiring managers are not provided with guidance, mistakes may be made resulting in violations of local or state laws. A company-wide policy on criminal background checks that sets forth a clear and understandable screening policy will not only protect employers from potential legal liability, but will also help to create a positive experience for potential new hires and your hiring managers.

When drafting a criminal background check policy that will be applicable across the organization as a whole, the scope of the policy must first be defined. This will help to lessen the risk of hiring bias, negligent hiring and discrimination. The scope of the policy should be able to answer the following questions in order to develop the best-fitting practices for your hiring staff:

- Will the background checks be specific to departments, jobs, or particular roles?
- What department-specific needs must be included in the policy?
- What type of screening is required per job or department?
- Should hiring managers conduct the background check pre-offer or post-offer?
- Which agency should hiring managers use to conduct background checks?
- Which, if any, criminal background activity will automatically disqualify candidates from employment with the company or employment for particular jobs?
- Will the company conduct background checks on current employees?

A criminal background check policy must also set forth the obligations employers have prior to running any type of background check on job applicants or current employees. For example, employers must obtain written authorization and consent from the applicant or current employee prior to running any criminal background check. To conduct a background check without first providing notice to the applicant or employee is illegal under New York and federal law. Under The Fair Credit

Reporting Act (FCRA), a federal law, employers must provide a "clear and conspicuous document" to candidates to authorize the employer to conduct a background check that is separate from the job application. The form must be separate from the job application in order to ensure that the candidate clearly knows he or she is authorizing the company to conduct a background check. The form will provide an explanation of the types of screenings that will be done and will include space for the candidate to provide personal information such as their address, birth date and social security number. The form must also inform the candidate that any information retrieved from the screening can influence the employer's decision to hire, promote or terminate the candidate. New York also requires that the notification inform the applicant that: (i) the background check may be requested from a reporting agency, and (ii) that the applicant may be notified whether or not the background check was requested, and if it was requested, that the applicant will be informed of the name and address of the reporting agency providing the background check. This is because applicants are legally entitled to review their background checks since background checks may contain inaccuracies or omissions.

In order to ensure a criminal background check policy complies with the law, the policy should clearly provide the types of information that may be reported in a background check. In New York, background checks may not contain any arrest records or charges filed against the applicant or employee unless the charges are pending when the background check is conducted. If the applicant is seeking a position with an annual salary of less than \$25,000, the background check may only report criminal convictions that occurred in the previous 7 years. If the position has an annual salary equal to or greater than \$25,000, then all criminal convictions may be reported. A background check may also not include any non-criminal convictions regardless of how long ago they occurred.

Employers must also include in this policy a section explaining how criminal background reports should be interpreted to impact hiring, promotion, or termination decisions. This section should also include what federal and state laws require employers to do when making an adverse employment decision based on the background check report. Below we provide what is required of employers under the FCRA and New York State law.

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People & The Workplace (Continued from page 19)

Under the FCRA, prior to taking any adverse employment action based upon information contained in the background check: (i) the employer must provide a written pre-adverse action notice explaining its intent to take adverse employment action to the applicant or employee, (ii) the employer must provide the applicant or employee with a copy of the document titled "A Summary of Your Rights Under the Fair Credit Reporting Act," and (iii) the employer must also provide the applicant or employee with contact information of the agency or company that conducted the background check. Then the applicant or employee must be afforded a "reasonable time" to correct or dispute any information that is incorrect in the report or further explain any information contained in the report. After the employer takes an adverse employment action, the employer must provide the applicant or employee with a copy of the background check report and a second notice: (i) containing the contact information of the agency or company that conducted the background check, (ii) stating the agency or company that conducted the background check did not make the employment decision, (iii) stating the applicant or employee has a right to dispute the accuracy of the information contained in the report, and (iv) a notice of the applicant or employee's right to receive an additional free report from the provider within 60 days upon request.

An employer merely complying with the FCRA can still violate New York law. In New York, employers cannot simply deny an applicant employment due to previous criminal convictions. The New York State Human Rights Law (NYHRL) prohibits employers from discriminating on the basis of an applicant or employee's prior conviction unless (a) there is a direct relationship between the offense and employment sought; or (b) if employment of the applicant or employee would impose an unreasonable risk to property or the safety or welfare of others. Article 23-A of the New York Correction Law requires employers to consider the following 8 factors when determining if employment should be denied based on past criminal convictions:

1. The responsibilities and duties related to the position sought or held.
2. The effect, if any, the criminal conviction has on the applicant's or employee's ability to fulfill the primary responsibilities and duties of the job.
3. The seriousness of the offense.
4. How old the applicant or employee was when he or she was convicted.
5. The amount of time that has passed since the applicant or employee committed the criminal offense.
6. Any information the applicant has produced, or was produced on the applicant's behalf, regarding his or her good conduct and rehabilitation.
7. The interest in protecting property, and the welfare and safety of specific individuals or the general public.
8. The state's public policy to encourage employing individuals previously convicted of criminal offenses.

If a hiring manager decides not to offer the applicant the position or to terminate the employee's employment after all 8 factors above were taken into consideration, in addition to the FCRA notification requirements, employers must provide the applicant or employee with a copy of Article 23-A of the New York Corrections Law when the report contains information regarding a criminal conviction. The applicant or employee is entitled to request a written statement setting forth the reasons for this denial and employers must provide this statement within 30 days of the applicant's or employee's request.

Employers should also be sure to include and explain the requirements of local laws regarding criminal background checks, such as the New York City Fair Chance Act, if applicable.

By implementing a criminal background check policy, employers can stay compliant with federal, state and local laws, and can ensure a consistent hiring, promotion, and termination process is applied across the entire company.

If you have any questions about this article or any labor or employment matter, please contact me at 516-921-3400 or email me at abpearl@pmpHR.com.



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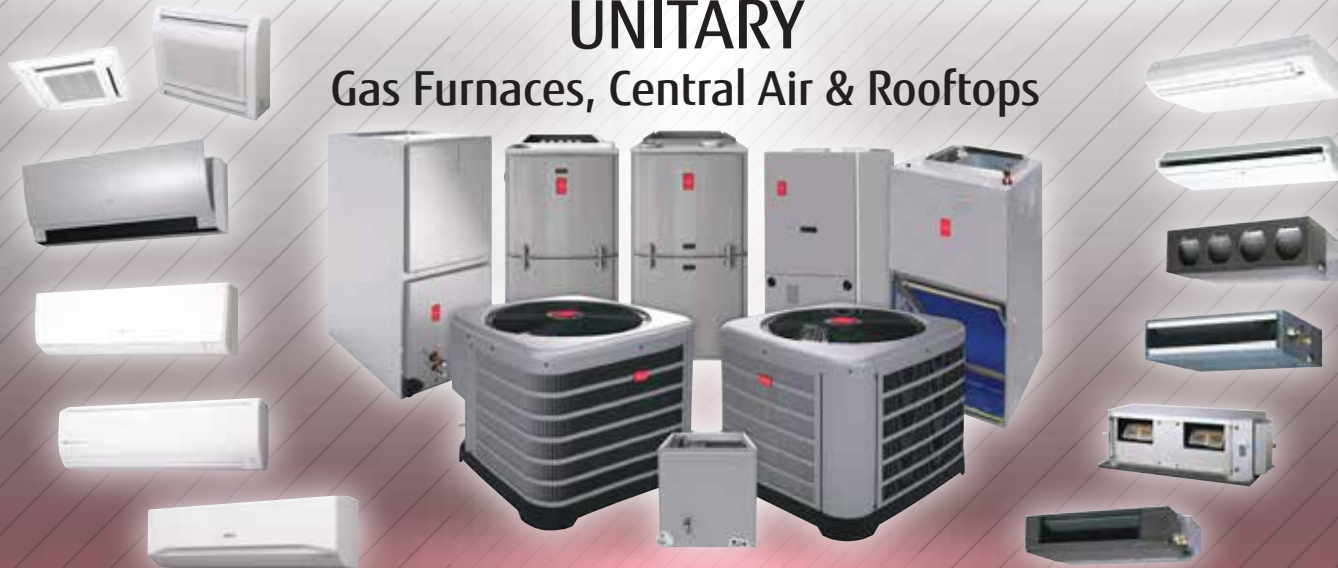


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NEWS CLIPS (Continued from page 16)

The new BACnet thermostats also offer online management tools when they are integrated with Carrier's i-Vu building automation system. Graphics, trends, dashboards, and alarms provide operators with additional insights on how their HVAC equipment is operating, either on-site or remotely from any web-enabled device.

"We are proud to offer BACnet thermostats as another plug-and-play component of our i-Vu building automation system," said Mark Jones, business manager, Carrier Controls. "These thermostats are ideal for customers that desire a lower first-cost of ownership, easy installation, and increased efficiency through seamless integration to a BACnet-compliant BMS."

Setpoints and occupancy status can be controlled directly through the thermostat or any BACnet BMS, making it easy to view, schedule, and manage the connected equipment from within the building or remotely at any time of day.

The new BACnet thermostats also offer many energy-efficient features, while allowing operators to better manage their building's energy usage. Features include:

- Flexible, 7-day scheduling via the thermostat;
- Setpoint and occupancy overrides via the BACnet BMS;
- Large, easy-to-read temperature displays on the thermostat that include setpoint adjustment, fan speed control, and heating/cooling mode control;
- Humidity control;
- Title 24-compliant economizer control and IECC2015 economizer FDD when connected to a BMS that has been programmed to pinpoint economizer faults;
- On-board I/O for connecting remote temperature sensors, door/window switches, and other devices to invoke additional energy-saving control strategies.

The new ComfortVu BACnet thermostats are available for sale now through Carrier sales offices worldwide. For more information on the new BACnet thermostats, please visit carrier.com.

Mitsubishi Electric Trane HVAC US Launches New SUZ Universal Outdoor Unit

Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Zoned Comfort Solutions® and Variable Refrigerant Flow (VRF) heating and cooling systems, introduces the new single-zone SUZ model universal outdoor unit.

The single zone outdoor unit is part of the M-Series product line from METUS, which includes indoor unit, outdoor unit and control options for residential and light commercial applications. The unit is unique in its ability to match with a variety of indoor units with differing sizes and designs.

Compatible indoor units and capacities include:

- SLZ-KF 2x2 ceiling cassette with 3D i-see Sensor™ in 9, 12, 15 and 18 kBtu/h
- MLZ-KP one-way ceiling cassette in 9, 12 and 18 kBtu/h
- SEZ-KD low-static ducted unit in 9, 12, 15 and 18 kBtu/h
- PEAD mid-static ducted unit in 9, 12, 15, 18, 24, 30 and 36 kBtu/h
- SVZ multi-position air handler in 12, 18, 24, 30 and 36 kBtu/h

"The variety of indoor unit sizes and styles compatible with our new universal outdoor unit really speaks to its versatility, and represents increased opportunities for application," said Brinnon Williams, director of product planning, Mitsubishi Electric Trane HVAC US. "The new unit rounds out the M-Series lineup and expands customer options. We anticipate frequent usage with smaller capacity indoor units in residential performance construction applications, and with larger capacity units for light commercial projects."

In addition to the expanded size offering and program updates to match more indoor units, the SUZ universal outdoor unit also provides value to distributors since it can reduce the amount of product they have to inventory.

For more information about the SUZ universal outdoor unit and other heating and cooling solutions from Mitsubishi Electric Trane HVAC US, visit www.mitsubishicomfort.com.

Membership Meeting - Thursday, April 4, 2019

