

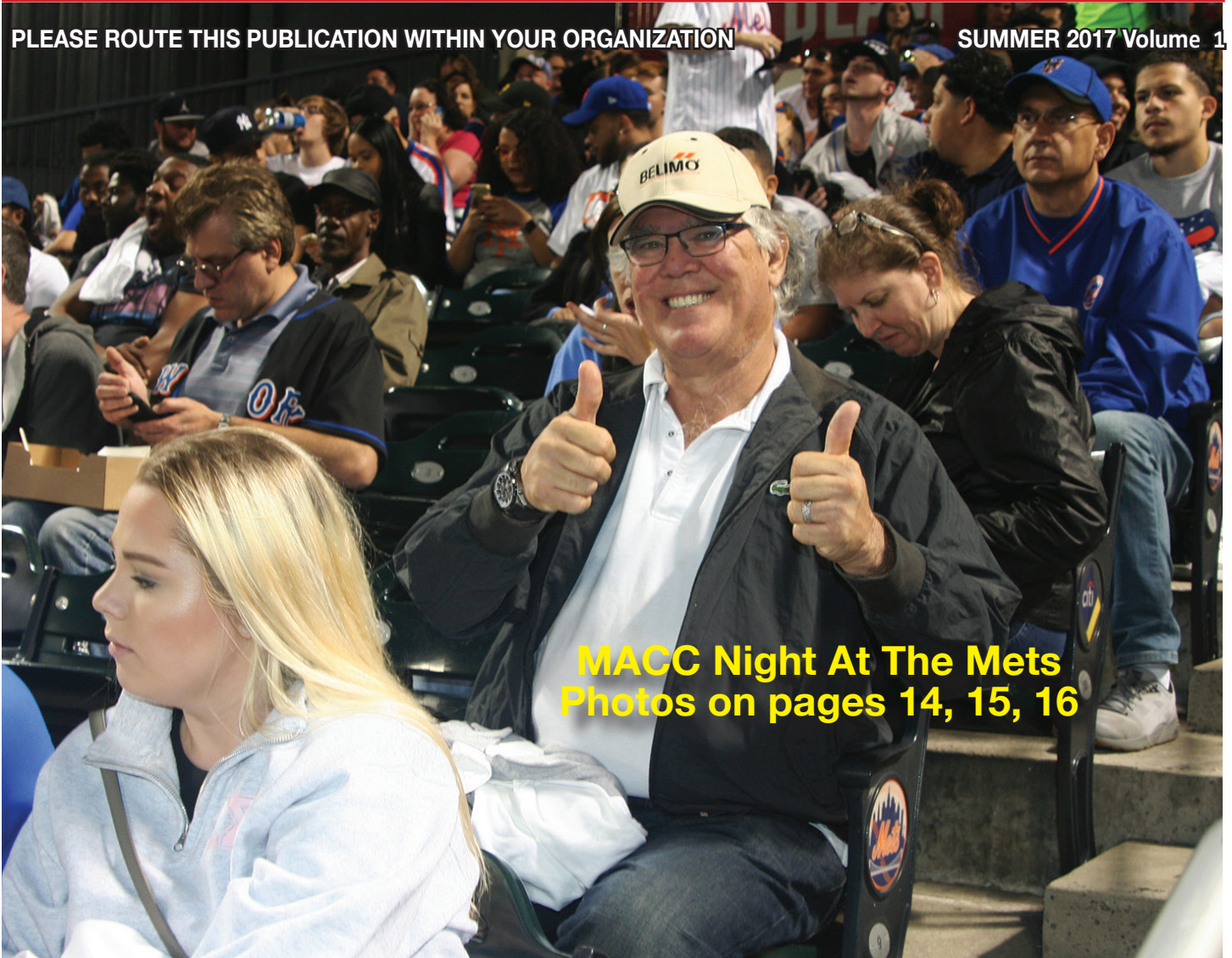
# MACC *News*

METROPOLITAN AIR CONDITIONING  
CONTRACTORS OF NEW YORK

THE VOICE OF HVACR IN NEW YORK, NEW JERSEY, CONNECTICUT AND LONG ISLAND

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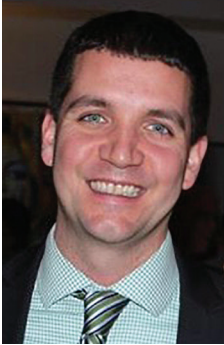
SUMMER 2017 Volume 1



**MACC Night At The Mets  
Photos on pages 14, 15, 16**

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123 South Street, Suite 112  
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## From the President...



**Brian Aull**  
Atlantic Contracting &  
Specialties

The summer has finally arrived! That means increased business for air conditioning service contractors. Remember customer service is key to building a relationship with your current and new customers.

There will be no scheduled MACC meeting for the summer months and we will not meet again until September. But that shouldn't stop us from having a little fun. MACC's 39th annual golf outing will take place Monday August 7th at the Village Club in Lake Success. Sign up soon because this event sells out quick. Hope to see you there.

-Brian



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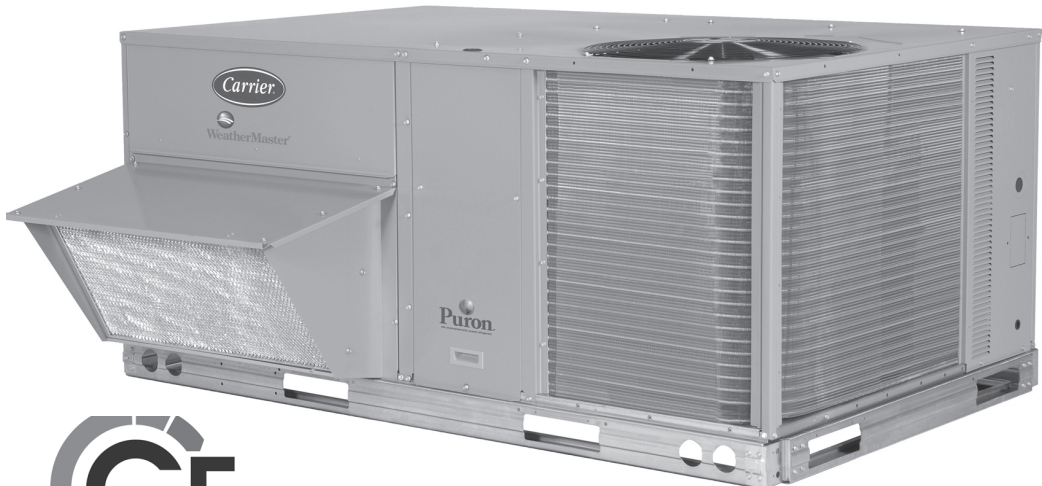
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MACC News is printed monthly by the Metropolitan Air Conditioning Contractors of New York. Questions should be directed to the appropriate director or committee member for assistance. While this newsletter is designed to provide accurate and authoritative 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.

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## Editor's Notes

by Anthony N. Carbone

The HVAC industry has seen a significant shift as of late in the residential side of the business of air conditioning in homes previously built without central air conditioning ducts.

The trend is many homeowners have come to terms with the approximate cost of using ductless central air in their homes. The rationale is to avoid cutting holes in closets and ceilings of older homes. A three inch round hole through a side wall is more appealing.

With three and four head units available, many homes can be outfitted with a single condenser outdoors. 50 % of the estimates that are now being called in to many HVAC companies are for mini split ductless units.

The popularity of these units is soaring so much that there are contractors that only do this type of installations. No conventional systems, only ductless and mini splits.

The array of brands is extensive as is their longevity and reliability. One situation is the fact that after the installation the repair support side of many units is almost non-existent, leaving a sour taste in the mouth of the consumer even though they've enjoyed a low price for the unit's installation.

This has opened up an opportunity for the real HVAC contractors to repair these micro units. Formally trained techs make all the difference but I say there is a premium to be made here to clean up others mistakes.

The precision required in charging these units can make all the difference between the system working properly or not!

There are many outlets available such as Home Depot and Lowes .....These giant hardware stores are offering a variety of different brands with installation and financing billed through the stores. There is a level of anonymity that occurs when a subcontractor who is nameless does an installation for a big box operation.

Building a contractor brand that is known for top quality has been the focus of many MACC contractors and the constant fight and struggle to compete with "The Schmuck in a Truck"... as one of my colleagues described to me is a daily challenge.

In any event there is an opportunity here not only with the demand of mini splits to be installed but with the aftermath of poorly installed units which require service.

What is our experience with the demand for these mini split units ???

May all of our people and suppliers have a prosperous HVAC summer!!! — Anthony N. Carbone

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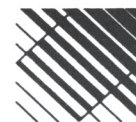
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## Trane Introduces XR16 Low Profile Side Discharge Air Conditioner Designed For Difficult-To-Access Or Tight-Space Applications

Trane®, a leading global provider of indoor comfort solutions and a brand of Ingersoll Rand, announced the availability of its XR16 low profile side discharge air conditioning unit for split ducted systems. This high-performance, low-profile unit features a side discharge, making it ideal for difficult-to-install applications or in tight space requirements where vertical discharge units prove less than optimal.

“The introduction of the Trane XR16 low profile air conditioner enhances and diversifies our offering. It also expands the installation applications with the same reliability and durability that residential contractors have been asking for and homeowners have come to expect from Trane,” said Jim Lowell, product manager for air conditioners, Trane.

Assembled in Tyler, Texas, it is available in 1.5 through 5-ton sizes. It is designed for challenging applications including: zero lot-line situations, multi-family housing and condominium units and row houses. The XR16 is also ideal for applications on roof tops, under decks or anywhere else where space constraints make vertical discharge units impractical. The draw-through design ensures that air is not recirculated and dirt and debris are not drawn into the unit staining the home or building.

The unit features a seasonal energy efficiency rating (SEER) of up to 17 and meets all national energy efficiency requirements. Each unit is built with a Climatuff™ compressor, tube and fin coil with refrigeration grade copper tubes and enhanced aluminum fin surface to maximize heat transfer, and an integrated fan system with leading edge swept blade design to improve airflow, enhance performance, and reduce sound levels which range from 70 to 73 dBA.

The XR16 low-profile side discharge unit also features a 10-year registered limited warranty on the compressor, outdoor coil and all other internal functional parts and a five year base warranty on the compressor, coil and all other internal functional parts.

A heat pump version will be available later this year. •



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## Low-GWP Alternative Refrigerants Testing Results Issued

The Air-Conditioning, Heating, and Refrigeration Technology Institute (AHRTI), the research arm of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), has released the first research report as part of its ongoing testing of flammable refrigerants, many of which were identified as possible replacements to high

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global warming-potential (GWP) hydrofluorocarbons that will be phased down under the Montreal Protocol. The research and testing program is part of a \$5.2 million commitment on the part of AHRI, ASHRAE, U.S. Department of Energy, and the California Air Resources Board to further test in real-world settings low-GWP, but mildly flammable or flammable, refrigerants.

“The ongoing global effort to phase down the use of high-GWP potential refrigerants requires this vital research, which will help us update relevant codes and standards so that appropriate, climate-friendly alternatives can be safely used in air conditioning and refrigeration equipment,” said Karim Amrane, AHRI’s Senior Vice President, Regulatory & Research.

The report, *Benchmarking Risk by Whole Room Scale Leaks and Ignitions Testing of A2L Refrigerants*, was developed following testing at UL, which began in June 2016. The objective was to conduct refrigerant leak and ignition testing under real-world conditions to develop data and insight into the risk associated with the use of A2L refrigerants, which are mildly-flammable, but have a low-GWP. Room scale tests were performed for commercial and residential scenarios, including a packaged terminal

air conditioner in a motel room, a rooftop unit in a commercial kitchen, a walk-in cooler, a reach-in refrigerator in a convenience store, a split HVAC unit in a utility closet and with servicing error, and a split HVAC unit with hermetic electrical pass-through terminal failure.

“The testing was designed to create relatively low-probability events to evaluate if the ignition spread or had the potential to spread if ignition took place,” said Amrane. “This means that more refrigerant was leaked into the space during these tests than what is proposed by the standard. In other words, a worst case scenario.”

Further testing is planned as part of this effort and results will be released when they are available. •

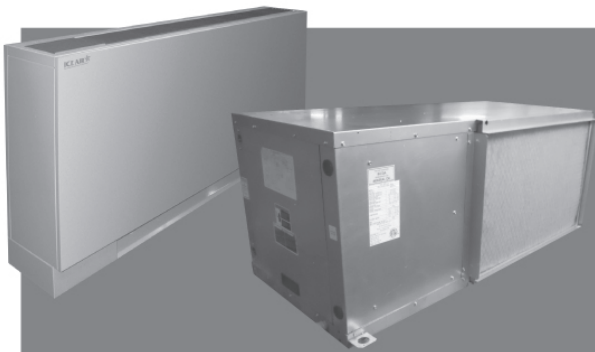


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## Apple HomeKit™ Enabled Carrier® Côm™ Thermostat Now Available

The newest version of the Carrier Côm thermostat, enabled to work with Apple's HomeKit, is now available for sale through Carrier dealers nationwide. Using the Apple HomeKit, customers can use iOS-enabled devices to easily control their Côm thermostat from anywhere in the world. Carrier, a world leader in high-technology heating, air-conditioning and refrigeration solutions, is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp. (NYSE: UTX).

"Carrier and Apple are household names from which customers expect the highest level of technical expertise and product delivery," said Matthew Pine, vice president, marketing, Carrier Residential. "Pairing Carrier's more than century of experience in home climate control with Apple's mobile prowess delivers a seamless customer experience that results in even greater control over a home's climate control."

Apple HomeKit technology allows users to

effortlessly and securely control their home comfort system from anywhere using the new iOS 10 Home app or voice-controlled Siri on their iPhone, iPad or Apple Watch.

Users can set up HomeKit-enabled products to work together based on certain triggers, such as having the furnace or air conditioner activate to a certain temperature when a homeowner arrives home or automatically setting the system to a more efficient level when the occupants leave. HomeKit technology provides advanced security with end-to-end encryption and authentication between the heating and cooling system and the iOS device.

Côm thermostat features like smart setback let the thermostat intelligently adapt beyond manual programming for greater efficiency, while still meeting ideal comfort levels. Energy reports help homeowners understand exactly where energy dollars are being spent, giving homeowners the visibility and information needed to modify settings to maximize savings. The Côm also provides customized energy saving tips.

To learn more about the Carrier Côm thermostat, visit [www.carrier.com/cor](http://www.carrier.com/cor).



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## INTRODUCTION TO HEATING

8 HOUR PROGRAM



SATURDAY  
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Most homes have some type of heating. Installing and servicing furnaces is a big responsibility. Because flame and combustible fuels are involved, there is a potential for fire or explosion types of equipment for heating shall be installed by manufactures instructions, and periodically inspected and serviced by qualified technicians, they will operate satisfactorily for many years.

### WHAT YOU WILL LEARN

- **Explain the fundamental concepts of heating and combustion.**
  - Describe the heat transfer process.
  - Identify gas fuels and their combustion characteristics.
- **Describe the role of forced-air gas furnaces in residential heating.**
  - Describe the types of gas furnaces and how they operate.
  - Identify and describe the equipment and controls used in gas furnaces.
  - Describe the basic installation and maintenance requirements for gas furnaces.
- **Describe hydronic and electric heating systems**
  - Describe the operation of hydronic heating systems.
  - Describe the operation of electric heating equipment.
- **Describe how to troubleshoot the components related to gas heating**
  - Describe the control circuits and typical sequence of operation of various gas heating units.
  - Describe the operation & troubleshooting process for thermocouples.
  - Describe the operation & troubleshooting process of ignition devices.
  - Describe the operation & troubleshooting process for flame sensors.
  - Identify common problems associated with system airflow.

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## Issuing Paystubs Electronically


Most employers – we hope – are aware that employees must be furnished with a paystub with each paycheck, listing gross wages, deductions, and net wages. In today’s world of electronic communication and mobile devices, many employers wish to provide paystubs in electronic form only, rather than in hard copy. While that is a reasonable idea, employers who make this choice must be careful to follow the proper procedures.

First, an employee must be given the option of receiving a hard copy paystub instead of an electronic copy, if preferred. Second, any employee who chooses to receive their paystubs electronically must be provided with the means to view and print out the paystub on work premises during working hours. Third, no charge may be assessed to the employee for printing the paystub, as that would constitute an unauthorized deduction from wages.

When an employee works from home, the above requirements can be more difficult to satisfy. An employer may wish to issue paystubs to remote employees via email, but that would require the employee to print out the paystub at home, using their own paper and ink. In other words, it would result in the employee incurring costs in connection with printing the paystub, which is not permissible. For that reason, it is advisable for employers to issue paper paystubs to employees who work remotely.

If done correctly, issuing paystubs electronically can be a convenient, inexpensive, and environmentally friendly method of communicating wage information with employees. If you have questions about the proper use of electronic paystubs, please contact PMP.

Just a reminder to study the Paid Family Leave Benefits Law material we provided regarding the contribution rate and rules. We will continue to update you on this law as information is released. If you have any questions please contact us. •



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Fax: 718-899-9099  
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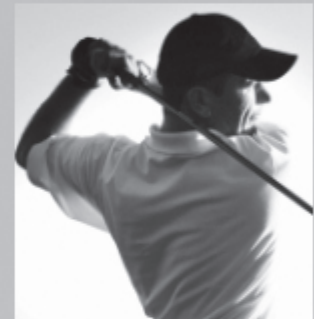
# MACC 39th Annual Golf Outing

**Monday, August 7, 2017**

**The Village Club at Lake Success**

*318 Lakeville Road, Great Neck, NY 11020*

Check-In- 9:00 am  
 Breakfast - 9:15 am  
 "Shotgun Start" - 11:30 am  
 Lunch on Course  
 Cocktail Hour- 4:30 pm  
 Dinner- 5:30 pm



A **Three-Hour Golf Clinic** is being offered to those who are golf beginners or anyone who is looking to improve their game.

Clinic - 12:00-1:30 pm  
 Lunch Break - 1:30-2:30 pm  
 Clinic - 2:30-4 pm

**Pricing:**

<b>All Facilities</b> <i>(includes dinner)</i>	<b>Members - \$325 per person</b>
	<b>Non-Members - \$425 per person</b>
<b>Cocktails &amp; Dinner</b>	<b>\$125 per person</b>
<b>Golf Clinic</b> <i>(includes breakfast, lunch &amp; dinner)</i>	<b>Members - \$195 per person</b>
	<b>Non-Members - \$295 per person</b>

**Register Online at [www.maccny.org](http://www.maccny.org)**

**Sponsorship Opportunities Available**

# Smart, Silent Type: Friedrich's Kühl Line Raises IQ of Room Air Conditioners

For Friedrich, true engineering beauty lies in what homeowners may not be able to see or hear.

Friedrich is the only U.S.-based manufacturer to offer an entire line of room air conditioners with smart grid connectivity capability on the backend. The unit's ThinkEco smartAC platform makes it possible for utilities to connect, monitor and control these units during times of high energy use and strain on the power grid. That's important, as more utilities such as Con Edison in New

York, are offering smart air conditioning programs that give their customers incentives for enrolling. With FriedrichLink™ Wi-Fi connectivity homeowners also can remotely control their units via their computers and smart phones to set their comfort level from anywhere, anytime.

Kühl is one of the quietest room A/C solutions on the market. Extra thick rubber grommets absorb vibration and reduce noise, while steel inner walls and extra dense insulation block outdoor sounds. The company has taken painstaking measures to ensure every moving part has been braced and insulated. Kühl's unique air path is more streamlined, drawing air away from moving parts and allowing for smoother airflow, delivering maximum conditioned air quality.

"Choosing the right A/C unit can have a significant impact on a homeowner's daily life," said TJ Wheeler, Friedrich VP of Marketing and Product Management. "The ability to consistently regulate temperature, energy use and money savings through innovative smart technology is essential, but we also pay special attention to things like noise control and improving indoor air quality, which can impact overall comfort and even sleep."

Friedrich's largest Kühl unit can produce up to 36,000 BTUs, and ENERGY STAR® qualified models are available in a variety of different sizes, starting at 6,000 BTUs. The Kühl series has cooling-only models and models with heat (heat pump or electric heat) in a full range of capacities so they can operate as year-round central-like systems.



Kevin Cirincione  
President

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**Statement From  
Stuart S. Zisholtz, Esq.**

**No Damage for Delay**

Once again, the topic of “No Damage for Delay” has reared its ugly head in the Courthouse. The Supreme Court recently decided a motion regarding a claim against Columbia University involving a No Damage for Delay clause. As the Court correctly pointed out, numerous delays, changes, etc., can extend a project for months and sometimes years. The issue that needed to be addressed was whether the contractor can recover for its delay damages.

Many public projects contain a “No Damage for Delay” clause in the contract which prevents a recovery by a contractor against the owner for delays. Many times, the only option available to the contractor is to seek an extension of time to finish the work. There are exceptions to the rule and the Court pointed them out in its decision.

In order to recover for such a delay where there is a “No Damage for Delay” clause in the contract, the contractor must prove specific damages. You must show the additional costs associated with the delay, that the contractor did not cause the delay, that the damages are real and that the parties

could not have expected or anticipated incurring such damages at the time the contract was executed. If these items are established, then the contractor may be able to collect from the owner for damages sustained due to the delay.

The other question is whether a contractor is responsible to the owner when the job is extended for an inordinate amount of time. Can an owner recover from a contractor lost profits for delays caused by the contractor?

The Appellate Division, First Department recently reiterated its previous findings by stating that an owner must demonstrate that at the time the construction contract was executed, the parties contemplated economic loss as a potential basis for damages in the event of delays. To do this, the contract must have a time of the essence clause. The contract should also have a clause setting forth the expected damages in the event the contract is not completed by the specified date. Incorporating a completion date in the contract does not, by itself, make time of the essence. Failure to incorporate those items in the construction contract will prohibit an owner from recovering for lost profits.

Once liability is proven, the owner must establish with reasonable certainty its lost profits. Speculation is not enough when proving lost profits. The owner must be able to establish real damages when attempting to collect lost profits. He must come forward with actual damages and with proof of lost profits in order to be entitled to damages from the contractor.

Never let your lien time run out.

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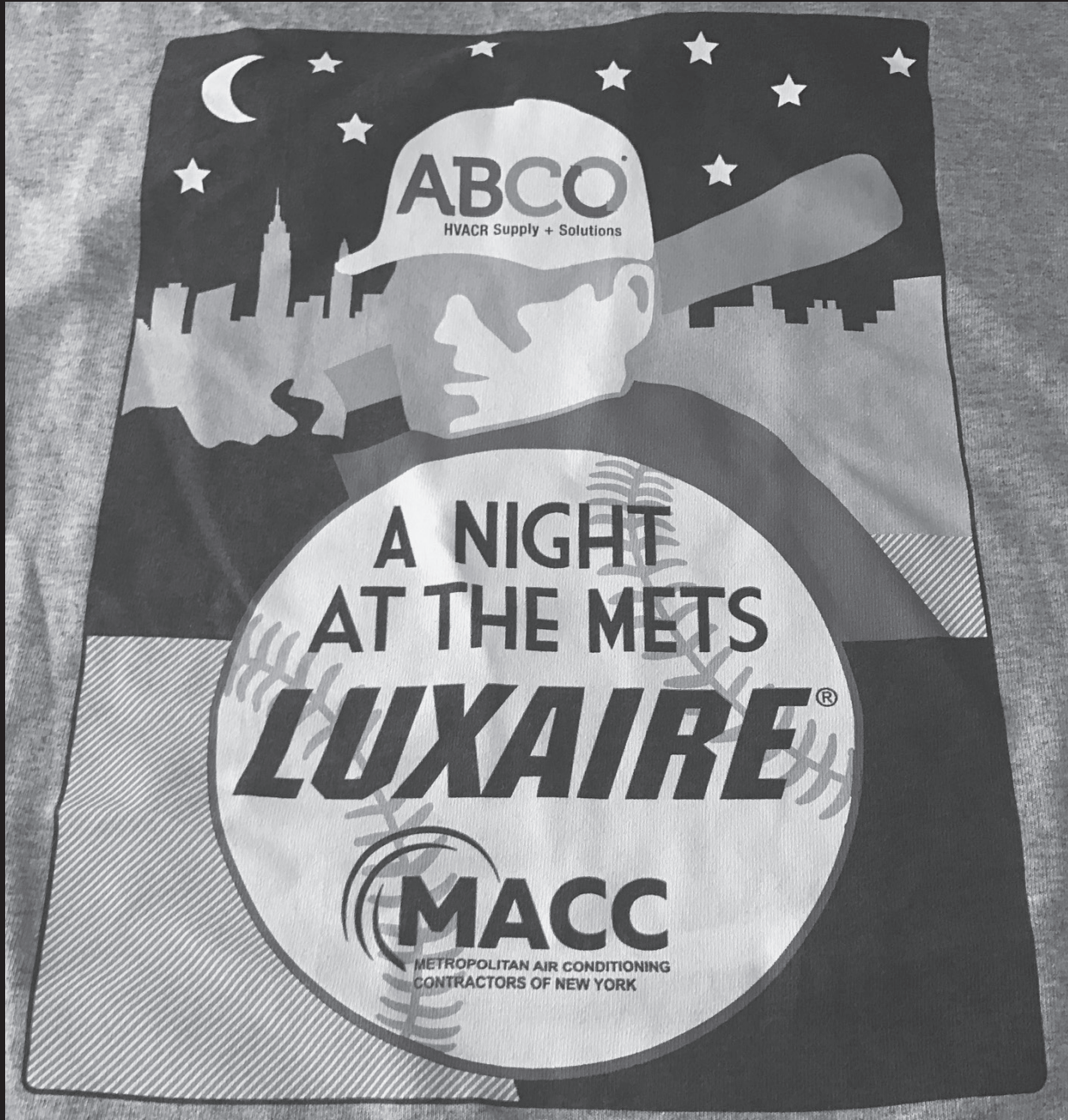
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