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# MACC NEWS

METROPOLITAN AIR CONDITIONING  
CONTRACTORS OF NEW YORK

FALL 2020 - VOLUME 1

## QUALITY AIR FILTRATION HELPS SAVE LIVES!

*See page 3 for details*

### INSIDE THIS ISSUE:

- ✓ Letter from Peter Arbeeny
- ✓ Spotlight on Nationwide Coils
- ✓ Polling Place Safety Guidelines
- ✓ In the News



## From the President

**Jimmy Moya**  
First Choice Mechanical

In this message, I would like to highlight the many benefits of being a member of your local industry association, MACC. The best way that I can present the value of MACC is by sharing my experience as a member.

I have been a member of MACC for more than 10 years and I have served on the Board of Directors since 2013. One of the most valuable benefits of membership is forming alliances with other contractors and vendors. It is great to collaborate with other members and share information and experiences.

Throughout the COVID-19 pandemic, MACC has helped my company tremendously. MACC worked diligently to share information with members that would allow for all of us to better serve our customers in these difficult times. Specifically, MACC distributed important information to members to help us find better ways of gaining access to PPP loans for our businesses. I am very glad to have MACC as a resource during such uncertain times. To have an industry organization in your corner is hugely beneficial.

When I think back on the many MACC meetings I have attended, the two that I have enjoyed the most are the Contractor's Roundtable and Survive and Thrive series. The roundtable is a good opportunity to gather with other contractors and hear about topics such as new technologies others are using in their offices, marketing tools and more. The Survive and Thrive series takes the roundtable discussions to the next level. A few years ago, MACC introduced this series to bring notable persons in the industry to meetings to share how they survived challenges in their careers and how they worked to thrive in the industry.

For anyone who is not yet a member of MACC, I would like to encourage you to find out more about membership! It is likely that you know someone who is a MACC member. Use them as a resource to get more insight on the benefits of members. Prospective members are always welcome to attend a membership meeting (virtual for now) to get an idea of what meetings are like. Think of membership as forming allies in the industry!

We are currently working on putting together programming for 2021. The year ahead may look a bit different, but we will have great things planned. Please visit our website and be sure to mark your calendar for our upcoming events!

Stay safe and healthy!

Sincerely,  
Jimmy Moya



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**A LETTER TO OUR READERS FROM PETER ARBEENY****Peter Arbeeny of All HVAC Service Co. Praises the Power and Effectiveness of IQAir's HealthPro Plus HEPA Grade Air Purifier**

Dear Readers:

"I am the Founder of All HVAC Service Co., Inc. We've been in business for more than 30 years. I am writing to let you know about my experience with the IQAir's HealthPro Plus HEPA grade standalone air purifier.

"I learned about this product when I was servicing one of our high-profile client's home in New York City. A number of these units were set up throughout this home and when it came time to replace his air handlers, I retrofitted them with IQAir's ducted MERV 16 filter product. As an indoor air quality expert myself, I was extremely impressed with the quality of the products and how well they worked and continued to work throughout the years of my service.

"Just recently, my father passed from COVID-19. Prior to his death, the nursing home he was staying at notified me that they were going to send him home. As I was preparing my father's home for his arrival, I remembered how well the air purifiers worked and purchased a unit for my father's home because he was high-risk for COVID-19. The system arrived and I set it up. After my father was released from the nursing home he spent his final 13 days in his own home, with my 3 siblings and myself in close proximity taking care of him. We were close to my father, feeding him, touching him, washing him, and talking to him. Only after his passing, was he diagnosed with COVID-19 posthumously. Neither I nor my three siblings tested positive for the virus afterwards, verified by multiple tests. I am convinced it is because of how well the HEPA air purifier had reduced the indoor concentrations of the airborne virus that made this possible.

"The day after my father passed, my brother's mother-in-law and father-in law came down with COVID-19. My brother's in-laws lived with him and his wife and four children. He took the same unit into his home as a precaution to purify the air. The good news is that both his in-laws recovered; and, my brother, his wife, and children remained COVID-19 free to this day. Once again, we are convinced that the IQAir HealthPro Plus' ultra-high efficiency filtration is so effective, that it prevented the transmission of COVID-19 to our family members in close quarters.

"In all my years of experience, I have never seen firsthand so clearly the effectiveness of quality air filtration. I am grateful that HEPA filtration technology is available in the marketplace to literally save lives! I have many clients – day care centers, schools, hospitals, colleges, and more – that are looking for ways to stop the spread of COVID-19. As the country opens up again, there are many lives on the line. I know we can work together to save them."

Sincerely,

Peter Arbeeny  
President  
All HVAC Service Co, Inc.



Stand alone Air Purifier by IQAir



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## Editor's Notes

By Anthony N. Carbone

Many trade organizations are rethinking the way they continue to operate. With COVID in the picture, many industry execs. have turned to Zoom Board Meetings. This facilitates the process of board meetings, but curtails a lot of the dynamics of being in-person.

It is important to keep the organization going from the business point of view. The connectivity part between members is on hiatus as many are fearful of gathering in-person due to the transmission of the virus. This puts a burden on the finances of our organization, as many of our events do generate revenue for the group.

So many organizations are trying to reinvent themselves with webinars and Zoom meetings with speakers. This lacks the comradery that comes from in-person meetings. It is an attempt to continue to provide value to our members.

We will continue to bring information and value to our organization with our newsletter. It is our consistent message to our members.

The "beat on the street" is that the commercial contractors are having a difficult time as many buildings do not have employees in them. The pace is slow, the overhead is high.

On the converse, the residential contractors are busy because many people are working from home. They want new heating systems that are reliable. Some home offices are getting ductless split units and the utility is providing rebates for heat-pump models. Things are evolving quickly with a new way of going to business.

Meanwhile, the backlash against PSEG is significant in regards to the handling of the massive power outages experienced on Long Island. Many are questioning the overall quality of the Grid as they claim to have upgraded the infrastructure since Superstorm Sandy. The communication part to consumers was considered to be abominable by PSEG.

I guess they weren't so "Worry Free" after all!

Keep watching MACC for up-to-date information, stay safe and... be careful!

Anthony Carbone  
Systematic Control Corp.

## IN THE NEWS

### **AAF Launches Industrial-Grade Air Purifiers AstroPure 500**

American Air Filter, a Daikin group company, and the world's largest clean air solutions provider, launches industrial-grade air purifiers for the healthcare segment. These portable air purifiers enable healthcare facilities to transform the basic patient room into a negative pressure isolation room.

The AstroPure 500 is the most versatile AAF model. It can be used as an infection control system in healthcare and commercial facilities. The 3-stage air filtration with UV light can be utilized in any of the three operating modes to recirculate and clean the air in a controlled environment.

- 100% exhaust\*
- Need-based variable exhaust based on the application
- 100% recirculation

The design of the equipment is suitable for Accident & Emergency Room (ER), ICUs, Operating Room (OR) or any controlled environment to convert to an infection-free isolation room. This equipment can also be used in small clinics, laboratories, patients waiting rooms or any other common areas to avoid the spread of infection while recirculating the air.

#### **Features**

- A stand-alone complete air purification system to recirculate and clean the air in a controlled environment.
- It combines particulate, gas-phase and HEPA filters to remove airborne particles, gaseous contaminants, viruses, bacteria, fungus and molds to provide total clean air solution.
- The pre-filter prolongs the life span of a higher efficiency filter.
- The gas-phase filter effectively removes odor problems.
- HEPA filter to remove fine particles, viruses, bacteria, fungus, molds with an efficiency of 99.99% at 0.3µm. This powerful system delivers up to 500 CFM operating airflow. As a result, the AstroPure 500 can typically provide above 12 air changes per hour in rooms up to 2,500 cubic feet. Variable speed controls enable the AstroPure 500 to be run at lower speeds where less airflow is required.

AstroPure 500 is the best solution for prevention of spread of viruses and can be used as a stand-alone unit in any space where people gather like offices, malls, hotels (conference rooms, restaurants and suites), airports (lounges, immigration area), schools (classrooms, canteen, indoor sports areas), hospitals (common areas, consultation rooms, isolation rooms, ICUs), dental clinics, movie theaters, convention halls and tech parks.

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### **Two Great New Products from Mitsubishi Electric Trane...**

#### **PKFY wall-mounted indoor units in capacities from 4,000 to 18,000 BTU/H.**

Mitsubishi Electric Trane HVAC US, the exclusive provider of Zoned Comfort Solutions® and a leading supplier of Variable Refrigerant Flow (VRF) heating and cooling systems, is pleased to announce a lineup of redesigned PKFY wall-mounted indoor units in capacities from 4,000 to 18,000 BTU/H.

Newly designed for small spaces, PKFY wall-mounted indoor units deliver optimized comfort and efficiency in light commercial and commercial applications. The units operate efficiently and are whisper-quiet. At low speed, the operating sound level for models PKFY-P04NLMU-E, PKFY-P06NLMU-E, and PKFY-P08NLMU-E is just 22 dB(A). The PKFY-08NLMU-E model offers the greatest sound level reduction of 12 d(B)A at low speed over its predecessor.

PKFY units connect to CITY MULTI® R2-Series, Y-Series, WY-Series, WR2-Series and S-Series VRF zoning systems. Designed to vary compressor motor speeds and capacity according to heating and cooling loads, these systems use only the minimal amount of energy needed to maintain a zone's desired set point, thus saving energy and operating costs.

**SPOTLIGHT ON:****NATIONWIDE COILS®:  
Quality Products. Superior Service.**

*Ross Stephens, Founder & President  
of Nationwide Coils*

Founded by Ross Stephens in 2004 in Somers, NY, Nationwide Coils has grown to become the standard in custom and OEM replacement coils. The company serves businesses and industries large and small, including mechanical contractors, engineers, state facilities, government organizations, health and hospital groups, major retailers, and many more.

**“We can create a quality custom or OEM replacement commercial coil that fits like a glove...”**

Nationwide Coils manufactures custom and OEM replacement coils for all commercial HVAC units right here in the U.S. from the highest-grade materials. “No matter what the age, make or model of the HVAC unit, we can create a quality custom or OEM replacement commercial coil that fits like a glove, while meeting and often exceeding performance criteria,” says Ross.

As an add-on in the coil production process, the company offers highly protective coatings. With many coils at the mercy of outdoor elements, a quality coating shields coils from harsh environments, helping to further prolong the life of the coils.

Nationwide Coils is dedicated to bringing customers solutions that support the performance and lifespan of their coils and HVAC unit — ultimately saving them time, money and headaches in the long run. A big focus is microchannel conversions. This cost-efficient upgrade makes a system more reliable and easier to service, while maintaining the OEM efficiency.

James Filauro, NY-area Account Manager at Nationwide Coils commented, “When it comes down to it, in the day-to-day of the HVAC world, coils aren’t something people think about until they absolutely have to. From our products to our people, we strive to be the first name people think of when the time comes for a coil.”

**“Coils can be replaced, but our team can’t.”**

Founder and President, Ross Stephens, oversees the company and is responsible for all facets of the business. With almost two decades in the industry, Ross is a master at OEM brands and “lives and breathes coils,” as he calls it.



*Nationwide Coils manufactures a full range of coils in an 80,000 sq. ft. facility.*

The leadership team together with associates and employees, bring clients a combined 85 years of experience in the commercial HVAC industry, providing the highest level of customer service — 24/7. “The way we look at it, coils can be replaced but our team can’t,” emphasizes Ross. “No one works harder serving customers than our team. Our industry-leading expertise comes from real-world, sleeves-rolled-up, on-site experience.”

Today, Nationwide Coils serves markets across the U.S., including NYC and the tri-state area, Florida, Chicago and Tennessee, with an eye on new markets, including the potential for global expansion.



Leadership Team: Top Row (left to right): Stephen Barzelatto (VP, Head of Florida Division); Ben Dennie (Tennessee Account Manager); Jay Feldman (National Account Manager). Bottom Row (left to right): James Filauro (New York Account Manager; Andre Ostacoli (Inside Sales Manager) and Chris Wright (Chicago Account Manager).

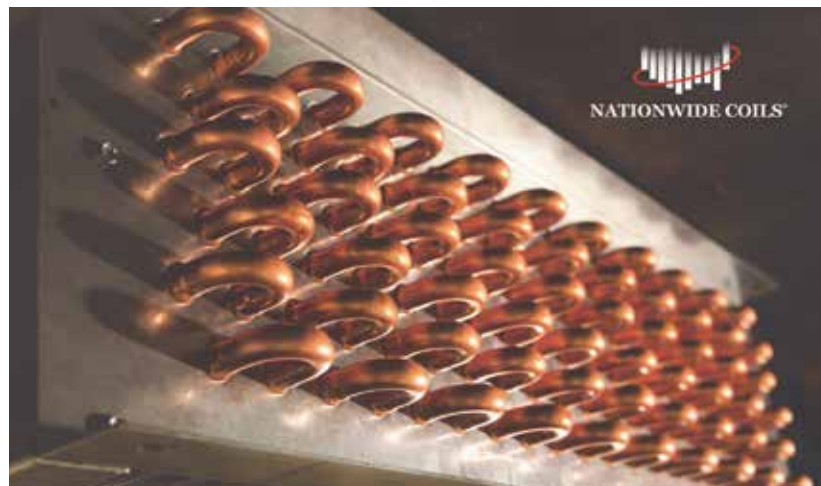
“We look forward to the next 5 to 10 years, as we focus on serving customers and growing the company with the same values on which it was built – unparalleled customer service, fair and competitive pricing, the highest quality products and expedited production,” says Ross.

### Operating at Full Capacity During Covid

Under CDC guidelines, Nationwide Coils is a member of our “critical infrastructure” and is considered an essential business. “Since the outbreak, the company has been running at full capacity while keeping the safety of its employees, customers and partners first and foremost. “We are happy to say that our efforts paid off and we did not once see an interruption in service or production,” confirms Ross. “With so much focus put on HVAC systems, this has just reconfirmed our commitment to building the best coils, so systems can run at optimal performance and support healthy indoor air quality.”

### “MACC Has Proved to be a Valuable Asset to all of us.”

“When we joined the MACC association, we wanted companies that have coil needs to know about Nationwide Coils and the products that we offer,” said Ross. “For all of us here, MACC has done just that. Particularly, in the NY region and surrounding areas — MACC has given us insight into all aspects of the diverse NY industry, especially on Long Island.”



## IN THE NEWS (Continued from page 5)

“We’re pleased to present a modern style update to the lineup of PKFY wall-mounted indoor units that offers added visual appeal to any space,” says James DeBerry, manager, commercial marketing, Mitsubishi Electric Trane HVAC US. “The new units improve comfort by using a more horizontal airflow discharge for better air circulation and indirect contact with occupants. Beyond aesthetics, the units are quieter than previous models also. Our 4,000 BTU/H model responds to the industry’s demand for low capacity units with flexible designs for small spaces and passive applications.”

### Other PKFY features and benefits:

- Smaller width on select models compared to previous PKFY design
- Standardized piping and wiring take-outs across the entire lineup
- Long-lasting, easy to clean filters

For more information on PKFY wall-mounted indoor units, and other commercial offerings from Mitsubishi Electric Trane HVAC US, visit [mitsubishipro.com](http://mitsubishipro.com).

## Mitsubishi Electric Trane HVAC US: Electric Heat Pump

*Mitsubishi Electric Trane HVAC Introduces the SUZ universal outdoor unit with Hyper-Heating INVERTER® (H2i®) technology*

This single-zone outdoor unit is part of the M-Series product line, which includes indoor units, outdoor units, and controls for residential and light commercial applications. Available in 9,000-, 12,000-, 15,000-, and 18,000-Btuh capacities, this product delivers indoor comfort in extreme cold weather conditions, maintaining performance at outdoor temperatures as low as minus 13°F. At 5°F outdoors, the system is designed to deliver up to 100 percent of its rated heating capacity. Ideal for residential or light commercial applications, the outdoor unit is designed with a built-in base heater and Blue Fin anti-corrosion coating over the coils. SUZ with H2i® is now available for use with the following indoor units and capacities: SLZ-KF 2’x2’ four-way ceiling cassette with 3D i-see Sensor® in 9, 12, 15, and 18 KBtuh; EZ FIT™ recessed ceiling cassette (MLZ) in 9, 12, and 18 KBtuh; SEZ-KD low-static ducted unit in 9, 12, 15 and 18 KBTU/H; PEAD mid-static ducted unit in 9, 12, 15, and 18 Kbtuh; and SVZ multi-position air handler unit in 12 and 18 Kbtuh.

**Contact:** 800-433-4822, [www.mitsubishicomfort.com](http://www.mitsubishicomfort.com), eProduct 184

## Johnson Controls supports U.S. Military efforts in global health pandemic

*Temporary structures require HVAC to provide safe and comfortable environments for healthcare professionals and patients combatting COVID-19*

Johnson Controls Ducted Systems teams continue to work quickly and efficiently in the fight against the fast-spreading novel COVID-19 pandemic that is severely affecting people across North America and the world. Most recently, the United States Military and local governments combined efforts to build field hospitals to aid local communities in response to the global health crisis. The field hospitals use either existing buildings, such as local convention centers or large tents that are erected in open areas such as athletic fields.

HVAC is a critical component to these temporary structures providing comfort to patients in their time of need. In order to meet the demand for the equipment, the Johnson Controls Ducted Systems team in collaboration with the Residential manufacturing facility located in Wichita, Kansas have partnered with the distributor and contractor network to ensure these urgent needs are met.

“It’s important that we pivot with our production schedule and ensure the people in need are getting great comfort and reliability coming from our manufacturing facility in Wichita.” – Randy Wyngard, regional account manager, Johnson Controls.





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Statement from Stuart S. Zisholtz, Esq.

## Privity of Contract - Suing for Breach of Contract

On a weekly basis, I encounter a situation where a subcontractor wants to pursue a claim against the general contractor and the owner for an outstanding balance due. The rationale raised by the subcontractor is that the general contractor owes the money and is required to pay while the owner receives the benefits of the work performed and materials furnished. Unfortunately, the law is not always on the side of the subcontractor.

Only a party that has "privity of contract" can sue for breach of contract. This requirement means that the subcontractor can only sue the general contractor for breach of contract. The owner, who is a third-party to the agreement between the subcontractor and general contractor, is not responsible to the subcontractor for breach of contract. Moreover, the owner is not responsible to the subcontractor as a third-party beneficiary of the work performed and materials furnished.

Many times construction contracts between contractors and owners have a provision reinforcing the claim that the owner is not a third-party beneficiary of any relationship between the contractor and the subcontractor. This provision protects the owner from lawsuits by the sub-contractors and vendors.

Other arguments against the Owner consist of a quasi-contractual relationship. This means that the owner was unjustly enriched due to the subcontractor's work performed and materials furnished. This argument is not available to the subcontractor because of the existence of a contract between the subcontractor and the general contractor.

There are limited instances where the subcontractor can sue the owner. The first instance is by filing and properly recording a Mechanic's Lien. This unique area of the law allows a subcontractor to pursue a claim against the general contractor and the owner in order to sell the real property or leasehold and receive payment.

In other instances, the owner may agree to a Joint Check Agreement or a direct payment, and this option allows for the owner to remit payment directly to the subcontractor or as a joint check with credit being applied to the account of the general contractor.

It is important to understand that without the proper Mechanic's Lien or separate agreement with the owner for a direct payment or a joint check, the owner is not liable to the sub-contractor for payment. The key to compelling the owner to remit payment to the subcontractor is to timely file the Mechanic's Lien or execute a Joint Check Agreement. Otherwise, your only option is to seek payment from the general contractor.

**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.

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## Making Polling Places Safer for All of Us



As election season continues throughout the nation during the pandemic, the ASHRAE Epidemic Task Force is offering HVAC and water supply system guidance for polling places.

ASHRAE's Building Readiness guidance provides practical information and checklists to help minimize the chance of spreading SARS-CoV-2, the virus that causes COVID-19.

"Protecting our voters and poll workers from increasing the spread of COVID-19 at polling places is essential to protecting the health, welfare and safety of the entire population," said Dennis Knight, ASHRAE Epidemic Task Force vice chair. "Many different HVAC system types are used in polling places, so adaptation of these guidelines to specific cases is necessary."

### Here is a summary of key general recommendations related to HVAC and water supply systems for polling places:

- **Space Selection:** Select a space with larger area for people to spread out, and if possible, a high ceiling to provide more volume for dilution. Consider space with operable windows if there are potential ventilation issues.
- **Inspection and Maintenance:** Consider assessing the condition of systems and making necessary repairs. All building owners and service professionals should follow ASHRAE Standard 180-2018 "Standard Practice for the Inspection and Maintenance of Commercial HVAC Systems."
- **HVAC Operation:** The HVAC and toilet exhaust systems should be running when the space is occupied. If the HVAC system cycles on/off with the thermostat, consider running the fan constantly during occupied hours. If toilet exhaust is controlled by manual switches, leave the fan running for 20 minutes after use, or consider setting the switch to "on" and use signage that directs not to change the setting.
- **Ventilation:** A good supply of outside air, in accordance with ASHRAE Standard 62.1-2019, to dilute indoor contaminants is a first line of defense against aerosol transmission of SARS-CoV-2. Pre- and post-occupancy purge cycles are recommended to flush the building with clean air. If the polling place is not ventilated or poorly ventilated and filter efficiency is not good, consider opening doors and windows, and consider re-locating all voting to the outdoors.
- **Air Distribution:** Air flow distribution should not cascade air from the face of a person onto others, so take care in using personal fans.
- **Filtration:** Use of at least MERV-13 rated filters is recommended, if it does not adversely impact system operation. If MERV-13 filters cannot be used, including when there is no mechanical ventilation of a space, portable HEPA air cleaners in occupied spaces may be considered. Also consider portable air cleaners in locations with more vulnerable staff.
- **Air Cleaning:** Air cleaners such as germicidal ultraviolet air disinfection may also be considered to supplement ventilation and filtration. Technologies and specific equipment should be evaluated to ensure they will effectively clean indoor air without generating additional contaminants or negatively impacting space air distribution by creating strong air currents.

(Continued on page 16)



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## MAKING POLLING PLACES SAFER (Continued from page 13)

- **Temperature and Humidity:** It is desirable to set the thermostat at the higher end of the comfort zone, 75-78°F and maintain relative humidity between 40-60%.
- **Energy Use Considerations:** In selecting mitigation strategies, consideration should be given to energy use as there may be multiple ways to achieve performance goals that have greatly different energy use impact. Control changes and use of energy recovery to limit or offset the effect of changes in outdoor air ventilation rate and filter efficiency may reduce or offset energy and operating cost penalties.
- **Water System Precautions:** Buildings that have been unoccupied could have stagnant water, and water systems should be flushed to remove potential contaminants. Utilizing ASHRAE Standard 188 and Guideline 12 can help minimize the risk of water-borne pathogens such as legionella.

“The task force’s approach to protecting indoor air quality in polling places is practical, and can help safeguard voters, poll workers and other building occupants as most sites are shared locations that serve many different purposes,” said Luke Leung, ASHRAE Epidemic Task Force commercial/retail team lead.

ASHRAE’s Epidemic Task Force has developed guidance and building readiness information for different operating conditions and several building types, including commercial, residential, educational, and healthcare facilities.

To view complete guidance on HVAC and water supply systems in polling places, along with other COVID-19 resources, visit [ashrae.org/COVID-19](http://ashrae.org/COVID-19).



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## Editor's Notes

By Jason Staiano

In the last edition of the MACC newsletter, I discussed my thoughts on the tradeshow/ expos and how the corona-virus has impacted them by so many postponing or going virtual. It's now safe to say that these in-person shows are not coming back until at least mid-2021 or even 2022.

I think a good litmus test will be how the AHR Expo handles this. For those not familiar with the AHR Expo, it is the largest HVACR show in the country. It is now the last week of September and they made the decision to postpone the show that was to take place at the end of January. It is still up in the air if they are going to move it to March, if not, then it will not return until the year 2022. We don't need to rehash my thoughts on virtual trade shows as I discussed it in the last newsletter. But I do feel shows like these not being held are certainly unfortunate. Besides the loss to companies that rely on them to generate sales leads, the educational factor is truly a great loss to the industry. You are able to stay up to date on new technology, industry standards and so on at these shows and events.

I think a great upside to the current situation is to get more involved in the local associations, such as MACC. At MACC we might not be having in person meetings yet, but we are having online events, webinars, content added to our website, our private Facebook forum, and of course our newsletter. The time that you would have spent traveling to the Expos around the country and the loss of knowledge you would have gained by being at them, you can now apply some of that saved time and gain some more industry knowledge by getting more involved. Reach out to MACC either through email, phone or post on our Facebook page and let us know what topics you would like us to focus on, from local industry issues to supply chain issues that you are having or educational topics you would like to see discussed. If we work together, we can come out of this adverse situation better than we came into it. We can start getting more involved right now by going to our private Facebook forum and taking the poll that I recently posted.



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