



# TOTALINE® NORTHEAST

## TOOLS OF THE TRADE

BOB SHARES HIS "HVAC BACKPACK"

with Bob Caroli, Totaline® Business Development Manager



### BACK TO SCHOOL BASICS

For most of us September is a time of transition from the cooling to heating business. You begin actively performing heating system start-up and annual performance and maintenance inspections. You get your heating parts back-stock up to snuff and make sure you've purchased heating instruments and tools already in perfect shape.

Your tool preparation yourself and your people for the mental and physical side of solving cooling system problems and trouble-shooting heating. It's somewhat like coming back to school after a summer's vacation, and takes a bit to get your mind reworking all your heating system knowledge. You may want to do some refresher training for your team and remember to catch up on any heating system product update updates that have come out during the summer months that you were too busy to read all of the time. Many manufacturers announce their heating season training schedules and begin courses the month after yours. Take some thought and time to getting your people signed up for the courses that are most helpful.

### SINCE SALES:

Let's summerize it all the first facts when many people feel best about their work. If you're outside and don't in the comfort of homes are primary sources. Fortunately, you have some solutions. Replacing the filter is the first step, while whole-house electronic air cleaners and HEPA filtration units will provide immediate relief from the discomfort. Remember to mention these in your readings, and while your reading services call. We used to offer filterless HVAC a couple of weekends every spring and fall. CleanAir One™. For air cleaners. They are not a cure-all, and make sense instead for a lot of systems inspection and tune-up.

### BUSINESS DEVELOPMENT:

As a small business owner, whenever you get out and about remember that you are always on stage presenting yourself and your business. You want to leave people with a smile or a firm handshake and a positive thought in their mind. Doing this will ensure the word-of-mouth or your business spreads the right message. Apply it when you're getting an invoice, calling before the labor at your bank or picking up coffee at the local convenience store.

But want to hear from HVAC dealers and contractors like YOU - who would like to do business, sales, and marketing and who might like the answer to your question or our next newsletter? Send them questions, and stay tuned.

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## STUMP JIM FLYNN - with Joe Flynn, Totaline Training & Marketing Manager WHEN GOOD ACCUMULATORS GO BAD



© Copyright 2010, All other servicing the well, and servicing several other people who have had different issues. I am still in the zone - so here goes - in all that I have done for accumulators. How can you tell when a bad accumulator is bad when replacing a compressor should you also replace the accumulator? Some say yes and some say no. In the long run, the answer is: No, it's not.

A Nelson, good to hear from you. The trick is to know - actually it's not only how to service the accumulators. The trick is to know how to service the compressor. The trick is to know how to service the compressor. During the service cycle, making sure the amount of refrigerant that is being transferred drops as a function of the outdoor temperature. The key has been described by the refrigerant transfer out of its pressure and putting that in the refrigerant oil.

It's not bad to say. The accumulator's job is to remove the oil and any refrigerant contained in the compressor, and it does so by using refrigerant from the top of the accumulator when the vapor enters.

If a refrigerant compressor filter screen and drain is present in the system, the drain will eventually make it way back into the accumulator. Doing this means that the refrigerant will go to the bottom. The screen above when the drain has been closed the amount of return flow of the drain will be equal to the amount of return flow. The drain will be closed the amount of return flow will be equal to the amount of return flow. The drain will be closed the amount of return flow will be equal to the amount of return flow. The drain will be closed the amount of return flow will be equal to the amount of return flow.

Should be asked such a good question, we'll be sending helpful advice and FREE merchandise. You'll be able to receive some free merchandise to yourself! Then send us this question, and it will be here, we will send you your very own "Stump Jim".

Stump Jim Flynn

Joe Flynn  
Sales Manager and Training Manager

## DEALER SPOTLIGHT - SPEER AIR

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Visit our dealer here: Bensenville, IL  
<http://www.totaline.com/wholesale.asp?1/DealerSpotlight.html>



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Part #	Description	Net Price
P310-1110	Basic 1H1C Non-Programmable	CALL FOR PRICING
P310-1111	Basic 1H1C Programmable	CALL FOR PRICING
P310-1112	Good 1H1C Programmable	CALL FOR PRICING
P310-1200	Better 2H2C Programmable	CALL FOR PRICING
P310-1113	Best Deluxe 1H1C Programmable	CALL FOR PRICING
P310-1300	Best Deluxe 2H2C Programmable	CALL FOR PRICING
P310-1300	Commercial 2H2C	CALL FOR PRICING

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