

# “THE DUCT-FREE ZONE”

By Gerry Wagner, Vice President HVAC Technical Training  
Tradewinds Climate Systems



I have been writing this monthly column for one year and it has been a very enjoyable endeavor. I have gotten several emails from readers over the past year and the response to my writing has been very positive...THANK YOU!

That said...

After a year, I feel comfortable sharing a couple very personal issues with you. These may fall into the category of “too much information” but I’m willing to take the risk.

First, my wife has gotten me addicted to a TV show on the Home & Garden Network HGTV...have you heard of the show, House Hunters? There are now actually three versions of the show...House Hunters, House Hunters Renovation and House Hunters International...it is the latter to which I have become addicted.

The premise of the show is they take a couple who are looking to buy a house, they show them three houses and at the end of the show the couple purchase one of the houses. My wife loves the show because she likes to guess which house the couple will buy... personally, I could care less.

I love the show because in the course of showing the couple the house, they show them the water heater, the plumbing fixtures and the HVAC system.

I am fascinated to see what our trade brothers and sisters around the world are doing to condition interior air in Beijing, China; in Munich, Germany; in Trieste, Italy and beyond.

If you watch House Hunters International for any amount of time, you quickly realize that the rest of the planet went “ductless” decades ago! North America is truly the last frontier for ductless heating and

cooling.

I find it incredibly interesting to see the unique challenges that our fellow tradespeople have to face in their native countries. This is a picture I took in Zhuhai, China this past year.

How would you like to be the poor service tech that has to service the outdoor unit I have circled in the picture? Ten stories up with no platform or easy access to the equipment...SCARY!

Whenever I talk about the House Hunters show in a GREE mini split training event, I think of my audience going home that night to their spouses and significant others and saying, “honey, can we watch the House Hunters tonight?” I can imagine the response being, “Where were you today? Who were you with?”

Another issue which I will share with you is my compete disregard of WiFi controlled mini splits...I just don’t get it!

People...do we REALLY need to control our home mini split from our car, our office at work or from the restaurant while we are having dinner?

I have to admit the whole concept of WiFi controlled mini splits makes me feel old...it makes me feel like the guy in the GEICO commercial who is becoming his father. My dad, once he started making some good money later in his career, always bought a brand new Lincoln Town Car every two years. He actually had an argument with a Lincoln salesman once because he wanted roll-up windows and not electric windows...his argument was that “electric windows would just break in time.”

Yeah, I have become my father. I just don’t see the need to control our mini splits from afar. Every

time I mention this in a GREE mini split training event, I inevitably get a young person in the audience who adamantly disagrees with my assessment of WiFi controls and he or she speaks up and says, “YES, I do need to control my mini split from here!”

I then proceed to point out to the rest of the group that this WiFi proponent is the same person who puts a Pop Tart in a microwave oven, because 60 seconds in a conventional toaster is just too long to wait!

I turn 58 this month and although my health is generally good, I still immensely enjoy my job and I don’t generally feel old, the fact of the matter is that I have a bit of what I will call, “old man disease.” I tend to resist what is popular even if useful and possibly has value in my own life. The good news is I eventually get there but not without some resistance at first.

What is interesting is that I am the same guy who will be introducing Virtual Reality VR training to the HVAC industry in the next month or two. Yeah, the guy who still puts Pop Tarts in a toaster will make industry history, along with my partner in the project, Interplay Learning out of Austin, TX.

Go figure...

So there you have it...my obsession with a TV show and my disdain for WiFi. These are my deep, dark secrets that I have been keeping from you over the past year. Not so bad...right?

ABOUT THE AUTHOR: Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVACR industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website: www.twclimate.com

## Ductless Products Provide More Technology, More Choices, and More Control!



Jeff Schlichenmeyer  
Publisher

Ductless products continue to gain popularity as a result of more technology, choices, and control. Multi-Zone, ductless mini-splits are one the fastest-growing product categories in today’s HVAC market. As consumers catch on to the product’s flexible installation options, energy efficiencies and attractive price, they continue to opt out of conventional, ducted equipment.

GREE unveiled their new Ultra Heat Multi Zone product at the AHR EXPO in Atlanta. It was the perfect opportunity - and venue - to showcase their new Ultra Heat Multi-zone product line.

“We are so proud of The Ultra Heat Multi-zone and its innovative technology,” said Fernando Xie, Gree President Assistant. “We designed The Ultra Heat to stabilize the heat and air conditioning it produces, and to produce it more efficiently. Gree’s intention for this technology is to be used in large scale buildings such as hotels and sports arenas and on a small-scale level like homes and small businesses.”



The Triple-cylinder Two-stage Rotary Compressor Technology is what guides the super-efficient heating element and pretty much solves inadequate heating and cooling issues due to environmental and mechanical interference.

It’s easy to adjust the temperature on an air conditioner or heater, but the heat must be produced and distributed through the system properly for superior efficiency and accuracy. That’s where the triple-cylinder two-stage rotary compressor technology comes into play and is huge for areas of our country that sustain severe cold weather.

To help explain how the mechanism works, below are a few highlights:

- The system is composed of an outdoor unit and several indoor units which work together to regulate heat and cool air.

• The outdoor unit utilizes DC inverter technology and an electronic expansion valve helps to control the

amount of refrigerant circulating in the compressor which in turn helps to control the flow rate that enters into each heat/cool exchanger in the room.

- Those two mechanisms make it possible for the HVAC to meet the cooling and heating load demand in the room and make indoor temperature control more accurate.