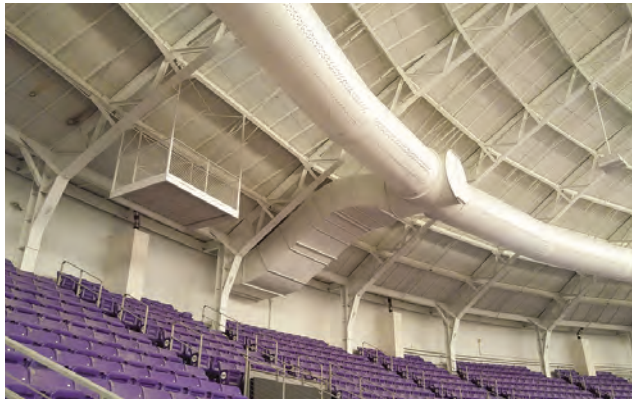




## Texas Christian University's Arena Renovation Challenges HVAC Engineers and Contractors

*Engineers overcome venue's HVAC equipment space limitations and design/installation challenges of new 47-foot-high, 60-inch-diameter duct.*



**Fort Worth, Texas** - HVAC consulting engineers and contractors were dealt a tough hand during the renovation of Texas Christian University's (TCU) basketball arena and they weren't playing Texas Hold 'em Poker.

The conversion of the 55-year-old, 70,000-square-foot Daniel-Meyer Coliseum into the new Ed and Rae Schollmaier Arena presented many HVAC engineering challenges for Baird Hampton & Brown (BHB) Inc. The Fort Worth, Texas-based consulting engineer/architecture firm spearheaded the HVAC portion of the \$72 million renovation, which included new locker rooms, expanded common areas and 140,000 square feet of building additions.

However, the architecture committee was concerned with the deflated

appearance associated with older style fabric duct during idle air handler periods. Recent industry developments of in-duct tensioning systems convinced the committee to use the FTS (Fabric Tensioning System) Jumbo Series from the SkeleCore product line manufactured by DuctSox Corp., Peosta, Iowa. SkeleCore is an in-duct, cylindrical metal framework tensioning system that's field-adjustable with a wrench for taut, wrinkle-free and inflated-like aesthetics regardless of air handler operation. The lightweight internal framework also has a minimal friction loss of only 0.04-inches w.g./100 feet.

The arena's previous HVAC was provided by 26 indoor air handlers supplied with chilled water from an offsite central plant and hot water from onsite boilers in a basement pump room. Air handlers were evenly positioned inside the encircling mezzanine level corridor outside the seating area. The air handlers' plenum-supplied wall registers were positioned every 25-feet around the circular-shaped seating area's back wall. The design was state-of-the-art in 1961, however drafts near air discharge diffusers and inadequate return air draw through court-side

grilles 100 feet away sometimes created an uncomfortable air environment. Thus, purge fire/safety exhaust fans were used to pull more air through the arena during heavily attended events.

Unlike the original back wall air distribution positions, BHB's fabric duct ring hangs approximately 40 feet out from the back wall and disperses air more evenly throughout the seating and court areas. Air is dispersed through a linear array of laser vents that throw at three velocities of 150-fpm at 3 o'clock; 100-fpm at 4-o'clock and 9-o'clock; and 50-fpm at 8-o'clock

The renovation included build-out areas for concessions and the circular corridor's widening. With no ground space available and the existing build-out structurally incapable of HVAC unit loads, the new build-out's roofs were the only solution for the placement of three 50,000-cfm air handlers manufactured by York, York, Pa. While BHB would have preferred three symmetrical supply points at 3, 7, and 11 o'clock into the circular fabric supply duct for even airflow and low velocities, the build-out roofs' unsymmetrical positions around the arena permitted only air handler supply radius entry points of 10, 8 and 4-o'clock in the circular duct design

**SEE TCU PG.2**

## CE South Central President Mike Gill introduces the Carrier team at their Dealer Meeting in Ft Worth in March



Pictures on page 17

## Former Texas Governor Rick Perry is the new Energy Secretary



Story on page 2

## InSCO CEO Rudy Trevino and President Brian Trevino at the Premier Performers Event in San Antonio



Pictures on page 21

## Aaron Ralston 127 Hours, Michelle Shearer-Rodriguez and Alex Rodriguez with Shearer Supply at their Diamond Dealer Meeting in Grapevine



Pictures on page 13

Visit us on **facebook**

PSRT STD  
USPOSTAGEPAID  
PERMIT NO.  
600  
HOUSTON, TX

**Air Conditioning Today, Inc.**  
P.O. Box 311776  
New Braunfels, TX 78131-1776  
CHANGE SERVICE REQUESTED

Check here if your address has changed. Print the corrected address and mail to the return address above. Or you may fax to (830) 627-0614 or email to [ac-today.com](mailto:ac-today.com)

☐

## INSIDE

- Consultants' Corner.....6,B2
- Product News.....5,9,10,B11
- TACCA-Trade Talk.....23,B8,B10
- Ed.Calendar/Calendar of Events.....B10
- Women in HVAC.....B12
- Software Programs / Classified.....B15
- Spotlight on People.....B7
- ASHRAE News.....B13



TCU con't.

Therefore, airflow is designed to flow right or left, but not both directions, once entering the fabric duct ring via metal duct tee connections from the air handlers. DuctSox's manufacturer's representative, Bartos Industries, Fort Worth, assisted BHB in engineering the fabric duct's airflow, velocities and the calculations of the 10-degree transitions between every 16-foot/10-inch-long section to complete a 550-linear-foot circle of 60-inch-diameter duct. All fabric duct and metal duct connections were installed by McCorvey Sheet Metal Works, Houston.

The York packaged systems also include coils for preheating outdoor air, reheating during the dehumidification cycle, cooling and electric humidifiers for maintaining strict wintertime relative humidity levels required by the basketball court flooring manufacturer. The strict environmental tolerances are monitored and controlled by the campus-wide Metasys building automation system (BAS) manufactured by Johnson Controls, Milwaukee, Wis. Other equipment BHB specified were exhaust fans manufactured by Loren Cook Co., Springfield, Mo., and specialty area fancoil units manufactured by Enviro-Tec, Largo, Fla.

Other equipment BHB specified is an additional 6-MBH condensing boiler manufactured by Aerco International, Blauvelt, N.Y.,

to accommodate the building's added space requirements and to supplement three existing 2-MBH condensing boilers. All pumps were replaced because of age. BHB incorporated a new hydronic strategy of redundancy with two 50-hp chilled water pumps and two 25-hp hot water pumps and two 10-hp general water pumps. Thanks to an ample-sized mechanical room and BHB's first use of Autodesk's Navisworks construction modeling software, the hydronic change outs were seamless. No downtime was experienced from unexpected obstructions or hydronic connection incompatibilities by the project's mechanical contractor, SkiHi Enterprises, Fort Worth.

The lowering of the playing court four feet for better stadium seating views, plus adding locker rooms and other sublevel spaces, also allowed BHB to design more courtside return air, which feeds an existing concrete return air shaft. The shaft feeds a plenum above the encircling concourse that supplies the York units, which mix it with outdoor air as per data from the arena's CO2 sensors and the BAS.

BHB might have been dealt a tough hand, but their HVAC retrofit design of a 55-year-old athletic complex serves as a role model of indoor air comfort and energy efficiency for future arena renovations around the nation.

AHRI Welcomes Energy Secretary Rick Perry

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) welcomed former Texas Gov. Rick Perry as the next Secretary of Energy, following his confirmation by the United States Senate.

"Governor Perry's understanding of the energy economy and its relationship to economic growth will serve the nation well as the next Secretary of Energy," said AHRI President & CEO Stephen Yurek. "Because many of the HVACR products

and equipment manufactured by our member companies are regulated, it is important that the Secretary ensure that the regulatory process, now 40 years old and in need of significant reform, operates fairly and consistently for all stakeholders. We are confident Governor Perry recognizes that, and we look forward to working with him and his team to advance energy efficiency while protecting consumers who rely on our products in their everyday lives," he said.

The Publisher of Air Conditioning Today, Inc. does not assume responsibility of statements made in press releases or by advertisers, and reports the opinions as expressed by suppliers, wholesalers, state agencies, trade organizations, manufacturers and individuals as quoted.

Reprinting or other duplication of articles is not permitted without prior written permission from the editor of Air Conditioning Today.

Serving the HVAC/R Industry Since 1986  
P.O. Box 311776 New Braunfels, Tx. 78131-1776  
Ph: (830) 627-0605 | Toll Free: (877) 669-4228  
Fax: (830) 627-0614 | www.ac-today.com  
  
Publisher AC Today  
Editor & Ad Director Lance Lackey  
llackey@ac-today.com

Advertisers Directory

TACCA .....23,B8,B10  
TACCA Greater Houston .....B9  
ACES AC/ Shearer Supply.....3  
Attic Tent.....B11  
Barsco.....10  
Carrier.....16  
Castillo Training.....B15  
Century A/C Supply.....15,B16  
CompleteCurb.....17  
Construction Data.....17,18  
Cooper Atkins.....13  
CPS Products.....B5  
Elite Software.....B15  
EZ Filter Base.....B7  
First Cardinal.....B3  
Fly Supply.....B7  
Follow Up News.....B15  
Friedrich.....9  
Gemaire.....19  
HVAC Innovations.....B6  
Insko Distributing.....24  
IO Systems.....6  
Johnstone Supply.....B1,B3  
Kulthorn.....18  
Locke Supply.....8  
McDaniel Metals.....9  
Mondy Global.....2  
Morrison Supply.....7  
National Wholesale Supply.....4  
Nortek.....22  
Pro Lift.....B10  
RCD.....B15  
RGF Environmental.....B4  
Rectorseal.....5,B2  
Ritchie Eng Yellow Jacket .....14  
Shearer Samsung.....12  
Smart Electric.....2,21  
Team Management Systems.....B15  
Testo.....11  
United AC Supply.....B8  
Venstar.....20

MONDY GLOBAL

WWW.MONDYGLOBAL.COM

HOME OF

RIP BRAND

REFRIGERANT R22

REFRIGERANT 410A

REFRIGERANT 404A

REFRIGERANT 407C

REFRIGERANT 134A

ALL TYPES OF REFRIGERANT GASES: R22, 404A, 410A, 134A AND 407C

LOOKING FOR WHOLESALERS AND DISTRIBUTORS

MONDY GLOBAL

210-979-7400

FAX 210-979-7410

MONDYGLB@SBCGLOBAL.NET

THE HEYDEN STANLEY GROUP

713-699-2525 214-808-1975

HEYDEN@COMPUVISION.NET

HANDSGROUP@SBCGLOBAL.NET

Smart Electric

NEW PRODUCT

UNIVERSAL ECM WATT MOTOR

REFRIGERATION EVAPORATOR AND CONDENSING MOTOR

115/230V • CW/CCW • MULTI MOUNT

FEATURES:

- IP67: Capable of being submerged in water up to 30 minutes.
- Suitable for use in Evaporator and Condenser applications.
- High Efficiency up to 70%
- Universal Mounting
- Standard 3 hole style/Hussman 4 hole on back of motor
- Dual Voltage: 115V/208-230V No connection change required
- Reversible rotation CCW & CW with easy configuration
- Thermally protected
- Ball Bearing system with Aluminum frame
- Standard shaft size 1/4-20 thread
- Operating temp range -40°F - 158°F (-40°C to 70°C)
- Complies with UL standards: UL1004-1, UL1004-2

12201 N.W. 107TH AVENUE

MEDLEY, FL 33178

TOLL FREE: 1-866-591-9898

PHONE: 1-305-500-9898

FAX: 305-500-9896

Smart Electric is committed to outstanding quality and Immediate delivery. Contact us for the complete line of Condenser, Blower, PSC Shade, Refrigeration, Evaporator and Replacement Motors.

www.smartelectricusa.com





**Austin - North**  
1810 Rutherford Lane  
(512) 832-7881

**Austin - South**  
4211-A Todd Lane  
(512) 441-8998

**Corpus Christi**  
1157 Hendricks Road  
(361) 853-5050

**Houston - North**  
420 E. Tidwell  
(713) 691-5170

**Houston - South**  
5801 South Loop E.  
(713) 738-3800

**Houston - West**  
5248 Brittmoore Rd.  
(713) 849-4070

**San Antonio**  
3835 Stahl Road  
(210) 656-6900

**Spring**  
601 Spring Hill Dr.  
(281) 907-5000

[www.acesupply.com](http://www.acesupply.com)



**Allen**  
1303 N Watters Road #150

**Carrollton**  
1500 Luna Rd #114  
(972) 484-5155

**Dallas - East**  
10515 Miller Rd.  
(214) 343-2288

**Ft. Worth**  
2334 Pecan Court  
(817) 831-4491

**Jackson**  
169 Commerce Center Cir.  
(731) 512-0858

**Little Rock**  
6000 Scott Hamilton Dr.  
(501) 565-9000

**Lubbock**  
6006 42nd Street  
(806) 743-5000

**Memphis**  
4072 Senator St.  
(901) 761-6100

**Oklahoma City**  
4732 N.W. 1st Street  
(405) 948-7900

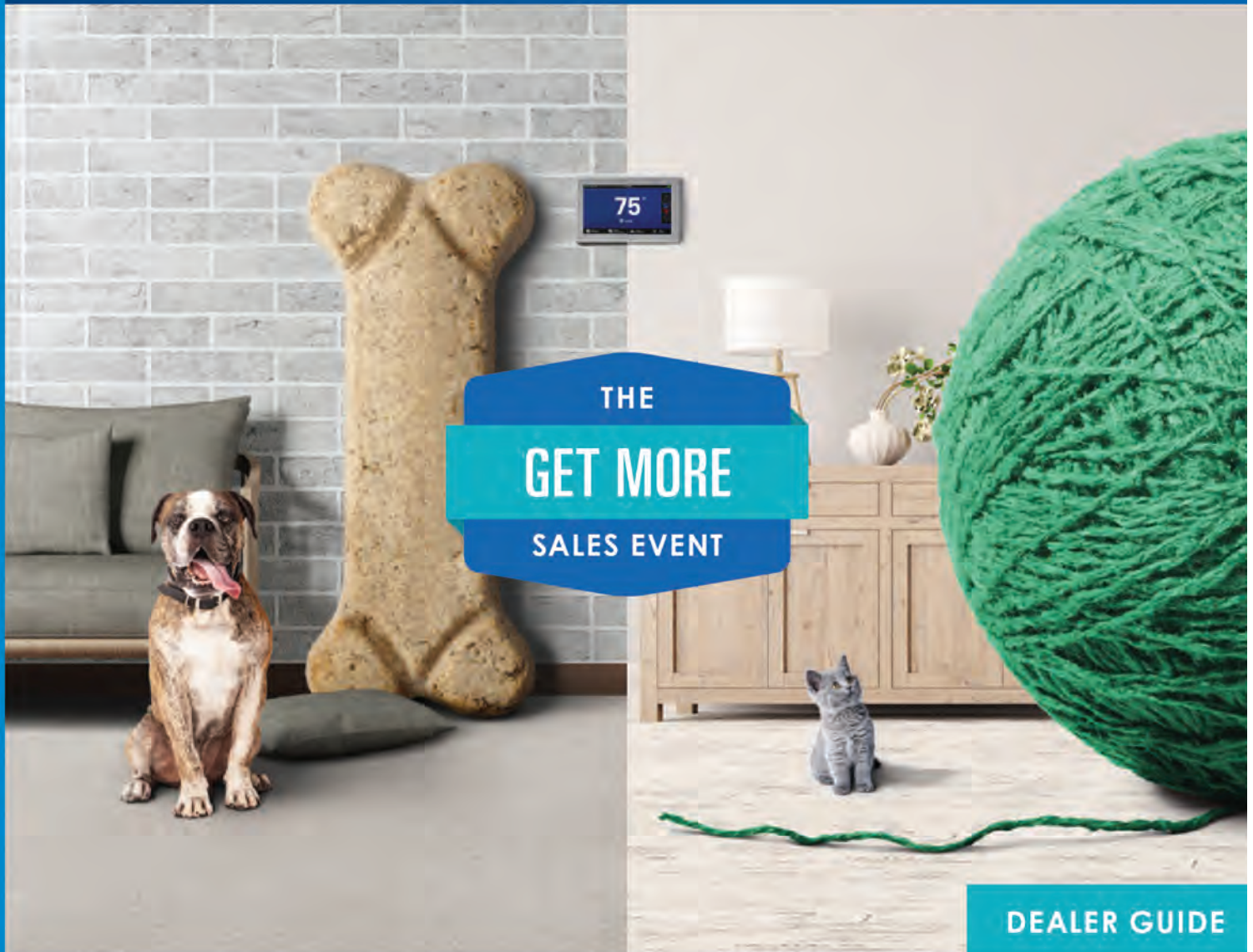
**Shreveport**  
2002 Claiborne Ave.  
(318) 678-9704

**Springdale**  
440 Jean Mary Ave.  
(479) 361-1600

**Tulsa**  
11807 East 61st Street  
(918) 459-2777

[www.shearersupply.com](http://www.shearersupply.com)

*American Standard®*  
HEATING & AIR CONDITIONING



## MORE COMFORT, MORE WHATEVER YOU WANT

Ranked #1 in durability, American Standard® gives you so much more than just heating and cooling: Consistent comfort, cleaner air, and great customer service. But now you can get even more, and have more to spend on bigger things, with the GET MORE sales event!



Up to \$1,100 Instant Rebate\* or 0% APR for 36 Months\*\*

*American Standard®*  
HEATING & AIR CONDITIONING

\*See your independent American Standard dealer for complete program eligibility, dates, details and restrictions. Special financing offers OR instant rebate from \$100 up to \$1,100 valid on qualifying systems only. All sales must be to homeowners in the United States. Void where prohibited. \*\*The Wells Fargo Home Projects credit card is issued by Wells Fargo Financial National Bank, an Equal Housing Lender. Special terms apply to qualifying purchases charged with approved credit. The special terms APR will continue to apply until all qualifying purchases are paid in full. The monthly payment for this purchase will be the amount that will pay for the purchase in full in equal payments during the promotional (special terms) period. The APR for Purchases will apply to certain fees such as a late payment fee or if you use the card for other transactions. For new accounts, the APR for Purchases is 28.99%. If you are charged interest in any billing cycle, the minimum interest charge will be \$1.00. This information is accurate as of 11/01/2016 and is subject to change. For current information, call us at 1-800-431-5921. Offer expires 5/31/17.

**We appreciate your business... MORE!**  
**Your American Standard Distributor in Texas, Oklahoma**  
**and portions of Louisiana and New Mexico**



# NWS<sup>TM</sup>

## National Wholesale Supply, Inc

Welcome to the world of Westinghouse, where innovation and smart design meet. We are heating and air experts, making some of the most efficient heating and cooling products available. From up to 20 SEER air conditioners to 97% efficient furnaces, Westinghouse means green.



### Westinghouse 80% AFUE, FG7SA, FG7SK Gas Furnace

Efficient 80% AFUE heating in a single-stage, fixed-speed model.



### OUR HVAC LOCATIONS

Wichita Falls Branch 12  
HVAC & Plumbing  
1310 15th Street  
Wichita Falls TX 76301  
Ph:940-500-4452  
Fax:940-500-4489

Granbury Branch 14  
HVAC & Plumbing  
5900 E. Hwy 377 Ste. 105  
Granbury TX 76049  
Ph: 817-910-2057  
Fax: 817-910-2092

Weatherford Branch 16  
918 Eureka St.  
Weatherford TX 76086  
Ph: 817-596-2852  
Fax:817-596-2854

Keller HVAC Branch 18  
4108 Keller Hicks Rd. Ste. B  
Keller TX 76248  
Ph:817-898-6042  
Fax: 817-400-0926

Corsicana Branch 19  
HVAC & Plumbing  
1400 Bonanza St.  
Corsicana TX 75110  
Ph: 903-874-9192  
Fax: 903-874-9229

SFT.Worth HVAC Branch 20  
3340 S. Jones  
Fort Worth TX 76110  
Ph: 817-806-9965  
Fax: 817-207-0116

Kilgore Branch 21  
HVAC & Plumbing  
300 Southport RD  
Kilgore TX 75662  
Ph:903-218-5255  
Fax: 903-218-5270

Longview Branch 25 HVAC  
1227 W. Marshall Ave.  
Longview TX 75604  
Ph: 903-238-8450  
Fax: 903-553-4848



## Danfoss Turbocor® TG Series Compressors Extended with Several New Models For Use with HFO-1234ze

*Recent international exhibitions have demonstrated a large acceptance of R-1234ze as a standard refrigerant in large chillers.*

*Following the success of the TG310 compressor – the pioneer centrifugal compressor for use with ultra-low GWP refrigerant, Danfoss releases four new TG series compressors.*

Danfoss' Turbocor® TG series for low global warming potential refrigerants enables chiller manufacturers to build climate friendly and sustainable solutions that support refrigerant regulations for reducing the direct and indirect CO<sub>2</sub> emissions such as the European F-Gas Regulation and the US Environmental Protection Agency's SNAP regulations.

Similar to the existing Turbocor® TT series compressors, the TG series compressors are oil-free, variable-speed, magnetic bearing centrifugal compressors. The compressors provide outstanding full- and part-load energy efficiency and feature a small footprint, light weight, low vibration, very low sound, intelligent controls, and soft starting characteristics. The cooling capacity is lowered by about 25 percent with an equivalent model using R-134a, but the energy efficiency is slightly increased.

The new compressor models TG230, TG390, and TG520 are designed for **standard temperature air-conditioning applications.**

- **TG230** – Delivers a nominal capacity of 230kW (65 tons) at water-cooled conditions and 175kW (50 tons) at air-cooled conditions. The TG230 compressor is available for nominal mains input voltages of 400V, 460V, and 575V.
- **TG390** – Intended for water-cooled chillers

and delivers a nominal capacity of 390kW (110 tons). The TG390 is available for nominal mains input voltages of 380V, 400V, 460V, and 575V.

- **TG520** – Intended for water-cooled chillers and delivers a nominal capacity of 520kW (150 Tons). The TG520 is available for nominal mains input voltages of 380V, 400V, and 460V.

A new compressor model for medium temperature applications is also available.

- **TG230 MT** – Available with the same range as the standard temperature version but with the capability to extend operation down to evaporating temperatures of -10 degrees C / +14 degrees F.

In addition to these models, the TG310 has been updated to include a new model for a nominal mains input voltage of 380V. The TG310 was previously only available as 400V and 460V models.

Danfoss takes a proactive approach to further the development and use of low-GWP refrigerants to help abate global warming and to ensure the competitiveness of the industry.

Danfoss Turbocor® TG compressors were an Honorable Mention in the 2017 AHR Expo Innovation Awards program, Green Building category.

Learn more at [www.turbocor.danfoss.com](http://www.turbocor.danfoss.com).

## Product News

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

*Kühl headlines a wide variety of Friedrich innovative air conditioning solutions featured at 2017 International Home and Housewares Show*

**San Antonio, Texas** – For Friedrich, a leading U.S.-based manufacturer of air conditioners and other home environment products, true engineering beauty lies in what homeowners may not be able to see or hear.

That's the inspiration behind Friedrich's complete line of Kühl room air conditioners that was highlighted at the 2017 International Home and Housewares Show in Chicago, March 18-21. 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. 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.

Friedrich Kühl not only offers brains, but beauty too, which in this case lies in the ears of beholders. 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.

Known for product design innovation, Friedrich has a state-of-the-art lab at its San Antonio headquarters where the company's technicians continually innovate, advance and rigorously test the latest product design and sound reduction capabilities. According to Friedrich experts, it's that investment and attention to detail that has helped the company set industry standards for performance and innovation.

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. Friedrich Kühl units are available through authorized dealers and retailers throughout the nation.




**NEW**

# AC LEAK FREEZE PRO



A CSW Industrials Company



**Single Use Disposable Injector w/ AC Leak Freeze**

**Ready to Use**

**Polymer Free**

Non-flammable  
Non-toxic



**OEM APPROVED**

Compatible with all refrigerants

# Permanently seals leaks

RectorSeal® 2601 Spenwick Drive - Houston, TX 77055 800-231-3345

[rectorseal.com](http://rectorseal.com)

A CSW Industrials Company



# Email Marketing And The Service Contractor

Email marketing isn't perfect. However, when it is used correctly it is a powerful marketing tool. This is true in many industries, but it is especially true for services which offer annual service checks. Whether it is an automobile repair shop, dentist office or heating and air conditioning company, email is a cost-effective way to drive repeat business and a reoccurring revenue stream.

At the beginning of each season, successful contractors dive into their customer list sending direct mail and making phone calls to encourage former clients to schedule preventative maintenance. These strategies are tedious, time-consuming and expensive.

Email marketing can be an effective addition to the program. It won't eliminate the need for phone calls or direct mail, but it will reduce dependence on those tools.

Here's how an effective service contractor email marketing program can work:

With email marketing, a service contractor can send one email to thousands of consumers at once, or stagger the campaign over a series of weeks to manage the call volume.

Once the email has been designed, it can be used every year with little or no modification.

## Segment your List

Another benefit of sending an email to promote the service before starting a phone or direct mail campaigns is it provides an opportunity to segment the list.

## Group #1 – Loyal Fans

While this will probably be a relatively small group, they are very valuable. They will read the email, click the link and schedule an appointment. Your scheduler may have to follow up, but if your web contact form allows them to give you two or three choices of convenient times, you can often schedule the call without ever talking to the customer.

For busy, hard to reach customers this is a huge time saving for everyone.

These customers are also ideal prospects for annual maintenance agreements because they clearly understand the value of the service call. Add them to another list to follow up with a supplemental email after the service call.

## Group #2 – Interested Prospects

These are people who read the email and click the link but don't schedule an appointment. Often it is because the form didn't load quickly or they were on their phone and it was hard to fill out the form, or maybe they just got distracted. Whatever the reason, these should be the first people you call because they were already in consideration mode.

A quick conversation may be all that is needed to complete the sale. Those you can't reach by phone should receive a shorter, reminder email.

## Group #3 – Hard Sell

These are people who opened the email, but then didn't do anything else. This group was not motivated by your message. They may need a more informative communication which explains the value of the semi-annual maintenance visit.

## Group #4 – Missed You

These are people who didn't open the email at all. Before you do anything else, resend the same email

about one week later. Typically you will get another 10 – 15% of your audience to open the exact same email. When they do, segment them into the three groups above and follow up with a phone call or even direct mail.

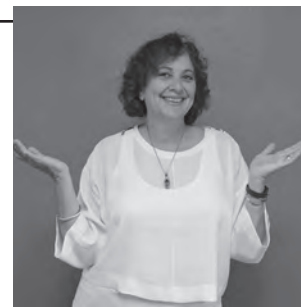
Now you have a much smaller list to attack with phone calls and direct mail. But you won't need to go after these people until you exhaust your efforts on the first three groups.

## Group #5 – Bounces

People move or they change email addresses so every time you send an email campaign, you should look at your bounces. Delete emails which have been suspended, check non-existent addresses. A typo when you entered an email into the system is often at fault.

Email marketing won't eliminate the need for phone calls or some direct mail, but the more consistent you are with your campaigns the less you will have to rely on expensive and time-consuming methods.

Need help getting your campaign set up? Give us a call.



**Lorraine Ball**

*After spending too many years in Corporate America in companies like Lennox, Carrier and Conesco, Lorraine said goodbye to the bureaucracy, glass ceilings and bad coffee.*

*Today you can find her at Roundpeg, a digital agency in Carmel, Indiana, building smart marketing strategies for businesses who want to use internet marketing tools to grow.*

*Roundpeg is a Master Certified Reseller for Constant Contact. If you are looking to improve your email marketing, or just get started, give Lorraine a call.*

*For more about web design, content marketing and social media services go to [www.roundpeg.biz](http://www.roundpeg.biz).*



# Need fresh air?

## Fresh Air Ventilation Kits from iO Systems

- 6" or 8" FAV kits come with damper, control panel & 20VA transformer
- ASHRAE 62.2 compliant system
- Exhaust fan control option
- Limiting / override options
- Single adjustment setup
- 5 year warranty



2-12 Zone Controls



Dampers



Temp-Stats & Conceal-A-Stats



Specialty Controls



**iO**  
systems™  
HVAC Controls

[www.iohvacsystems.com](http://www.iohvacsystems.com)  
888.359.0362



# MORRISON

## SUPPLY COMPANY

Your local Morrison Supply Company has the parts you need to get the job done. Our fully stocked stores and knowledgeable staff get you in and out and back on the job. We have the supplies you need when you need them. Call 877.709.2227 for your local store or visit [www.morsco.com](http://www.morsco.com).

## Introducing the game changer in home comfort.

### FEATURING SMARTSENSE™ TECHNOLOGY

Experience superior home comfort with the continuous high-efficiency performance of the Comfortmaker® SoftSound® Deluxe 19 Air Conditioner and SoftSound® Deluxe 18 Heat Pump with SmartSense™ Technology.



- ▶ Increased Efficiency
- ▶ Quiet Operation
- ▶ Consistent Comfort



**smartsense**  
TECHNOLOGY

**Comfortmaker**  
Air Conditioning & Heating

Comfort with Confidence.



# More precision. More performance. More control.



More of everything for customers who demand it.



ARMSTRONGAIRPROSERIES.COM



SCAN THE QR CODE  
TO LEARN MORE

## Amarillo

5119 Plains Blvd  
806-467-8950  
FAX 806-467-8965  
Southwest Corner of Avondale &  
Plains Blvd

## Bedford

512 Harwood Road  
817-282-1365  
FAX 817-282-1362

## Benbrook

7917 W. Camp Bowie  
Blvd.  
817-244-3340  
FAX 817-244-3343

## DeSoto

719 N. Hampton Rd.  
Suite 201  
DeSoto, Tx 75115  
972-230-0840

## Arlington

1605 W. Pioneer Parkway  
817-785-0007

## Denton

I-35 Highway & Loop 288  
940-484-4323  
1-800-577-9115  
FAX 940-484-4812  
Just South of Denton Town Center

## Plano

2404 Avenue K  
972-578-9688  
1-800-451-4333  
FAX 972-578-6087  
U.S. 75 Highway

## Terrell

1425 W. Moore Avenue  
972-551-2823  
FAX 972-551-0459

Open 7:30 A.M. - 5:00 P.M. Monday thru Friday 7:30 A.M. - 12 NOON Saturday Over 160 Branch Locations

# More rewards.

## CONCORD™ REWARDS

### ENROLL THREE EASY WAYS

Reward yourself with name brand prizes from Coleman®, Yeti®, Leatherman®, Stanley®, Veto® and more!



SCAN

CONCORDAIR  
REWARDS.COM

VISIT

Available on the iPhone  
App Store

Available on  
Android

DOWNLOAD APP





## Product News

### Emerson and Goodman to Offer Affordable Comfort with 16-18 SEER Systems Featuring Copeland Scroll™ Two-Stage Compressors

**Nashville** – Emerson has announced that its next generation Copeland Scroll™ two-stage compressor will be offered in Goodman Manufacturing's new 16-18 SEER systems.

The new Goodman 16-18 SEER systems featuring the Copeland Scroll two-stage compressor provide contractors with an ideal way to help homeowners get the comfort and efficiency they

want at an accessible price. Two-stage systems run at full capacity or 65 percent, which helps keep humidity at bay while reducing energy use. The Copeland Scroll two-stage compressors modulate mechanically by bypassing a portion of the gas in the scroll back to suction.

For more information, visit [www.Emerson.com/TwoStagePodcast](http://www.Emerson.com/TwoStagePodcast) and [www.goodmanmfg.com](http://www.goodmanmfg.com).

### Carrier Announces 2017 Hall of Fame Inductees

Two Texas dealers of the five total dealers recognized for customer service, community support and brand loyalty

John and Robert Freund –  
Comfort-Air Engineering, Inc.-San Antonio TX  
Larry Everett –  
Colony Air Conditioning and Heating-The Colony TX

### YORK® advanced technologies redefine comfort in newest high-efficiency residential systems from Johnson Controls

Variable capacity and advanced charge monitoring top list of features in new YORK Affinity™ Variable Capacity Residential Systems

**Milwaukee** – YORK® advanced technologies redefine comfort in the just-released high-efficiency YORK® Affinity™ Variable Capacity Residential Systems from Johnson Controls.

The new high-efficiency systems feature inverter-driven variable capacity technology, which dynamically adjusts capacity and airflow, unlike conventional systems that simply turn on or off. Air circulates more precisely and quietly, maximizing comfort while reducing energy consumption.

In fact, the systems' ENERGY STAR® Most Efficient qualified, up to 20 SEER YXV air conditioners and YZV heat pumps can reduce energy costs by as much as 50 percent compared to older 10 SEER units, and may qualify for utility rebates. Efficiency is enhanced by matched and communicating indoor equipment, coils and air handlers seamlessly integrated with the Wi-Fi®-enabled YORK Affinity Hx™

Thermostat. The easy-to-use touch-screen thermostat allows homeowners to precisely control and monitor their home comfort systems anywhere they have internet access. In addition, communicating indoor and outdoor units enable a self-monitoring feature that allows a contractor to quickly identify and diagnose system issues—potential or immediate—and minimize interruptions to comfort.

A second feature unique among residential systems helps ensure units are charged correctly when installed. YORK's built-in Charge Assurance™ monitoring on air conditioners and heat pumps provides a direct readout of high and low system pressures and suction and liquid line temperatures, while also calculating system superheat and subcooling, all without connecting gauges, sensors or accessories to the units. This helps ensure the system is properly optimized for faster installation and routine service,

maximized service life and homeowner peace of mind.

Several additional YORK innovations further enhance homeowner comfort:

- **QuietDrive™** incorporates a sound-reducing swept-wing fan blade, composite base pan and sound containment cloak to reduce typical outdoor operating sound levels.

- **Climate Set™** enables contractors to set up systems faster and more accurately, by selecting from one of three preconfigured operating profiles—humid, dry or normal—based on climate and homeowners' specific needs.

- **ClimaTrak™**—allows further fine-tuning of the blower for specific applications, whether to compensate for arid environments or maximize the use of additional air quality accessories. Contractors can offer improved indoor air quality with a variety of devices, including system-matched humidifiers, germ-killing UVC lights and high-efficiency MERV 16-rated filtration, for

reduced dust and contaminants.

Designed, engineered and assembled in the United States, system components are backed by the manufacturing expertise of Fortune 100 parent company Johnson Controls and an unmatched limited one-year labor warranty, lifetime compressor and 10-year parts limited warranties on registered products. Highly Accelerated Life Testing (HALT) facilities aid in the systematic testing of components, including more than 20 years of accelerated operation testing for weather, humidity and temperatures as high as 125° F and as low as -10° F to ensure lasting performance and world-class quality.

In addition, full system testing is performed to Department of Energy (DOE) and CSA standard requirements. Units are also tested under the stresses found in shipping units by truck.

To learn more about YORK Affinity Variable Capacity Residential Systems, visit [www.YORK.com/Affinity](http://www.YORK.com/Affinity).

## NATE RECOGNIZED TRAINING Ductless Service Training Session

Earn 4 NATE Credit Hours • Gain Confidence in Servicing Inverter Ductless Equipment

### WHAT'S COVERED:

- What tools to bring to the service call
- Hands-on exercises
- 7 common installation mistakes
- Finding the root cause
- How to interpret error codes
- Troubleshooting steps
- And much more!



### WHO SHOULD ATTEND?

Service managers, service technicians, start-up technicians and distributor technical support personnel will all benefit from this class



**FRIEDRICH**

**THURSDAY, APRIL 13**  
**8:00 am - 12:00 pm**

Friedrich Learning Lab  
Gunder Associates, John Chavez  
1215 W. Crosby Road, Suite 260  
Carrollton, Texas 75006  
**CALL: 800.545.8441**

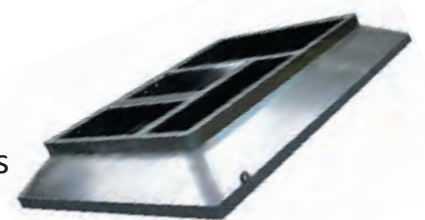
**\$25 COST**  
**Includes Lunch**

**AND GET**  
**\$50 OFF**  
**DWTST**  
**Service Tool**



## Curb Appealing in So Many Ways

When it comes to ordering a curb adapter, you need someone who is responsive, delivers quality and builds it accurately. Add in competitive pricing and that's how we measure up. With thousands of specs on file, and draftsmen ready to customize one for your needs, we are ready for you.



**PDQuote**

Need a curb adapter quote fast? Log-on to our website and within seconds you'll have one including drawings to ensure accuracy. Plus, there is no charge for rush jobs.



**McDaniel Metals**

**Houston • Dallas • Phoenix**  
**[www.mcdanielmetals.com](http://www.mcdanielmetals.com)**



## Product News

### Taco Comfort Solutions Introduces the LeakBreaker™ Water Heater Shut-Off

Taco's new LeakBreaker™ is a water heater leak protection device that guards against flood damage from a leaking water heater. It consists of a control unit, a valve with actuator and a sensor.

This resettable, testable

protection device can be installed on any style water heater to shut off the incoming water supply, preventing additional water flow to a damaged water heater. The two-color LED light and audible alarm provides constant

status of the LeakBreaker.

The unit's plumb and plug design – with full-port valve and easily-removed actuator – is specifically engineered to permit new or retrofit installation. Components are pre-wired to simplify the installation process;

just plug in the sensor, valve, power supply and/or batteries. LeakBreaker can be tested any time, and then be reset to guard against a future leak.

For more information, please visit [www.TacoComfort.com](http://www.TacoComfort.com).

### TRC's Headquarters Move to Fort Washington, PA

**Fort Washington, PA.**— Effective Jan. 1st, the Thermostat Recycling Corporation (TRC) has moved its national headquarters to 500 Office Center Drive, Suite 400, Fort Washington, Pa. Located in Washington, D.C. since its 1998 inception, the move

positions them more centrally to major metropolitan hubs which have mandatory manufacture funding requirements.

For more information about TRC and to find a mercury-containing thermostat recycling location, visit [thermostat-recycle.org](http://thermostat-recycle.org).

## 2017 Get COOLossal Rewards

**April 1 – July 31**



**Buy ANY mix of  
AirEase & Ducane.  
Get Rewards!**

**AIREASE™**

**Ducane**  
AIR CONDITIONING  
AND HEATING



**34 MOTOR BEARING UNITS**

**24 MOTOR BEARING UNITS**



50" LED Smart TV



Briggs & Stratton Power Washer



Milwaukee Tool Set



Yeti Tundra Cooler



Sevylor Inflatable Kayak



Bushnell RangeFinder



Apple iPad Air



Traeger Grill



DeWalt Tool Cabinet

**16 MOTOR BEARING UNITS**

**10 MOTOR BEARING UNITS**



Bosch Stereo



Frio Retro Cooler



Bosch Drill/Driver



Hamilton Bar Set



Garmin Dash Cam



Camping Combo



Igloo Electric Cooler



Leatherman Rebar



Yeti Rambler Tumbler



JBL Splashproof Speaker



HookUpz 2.0



Big Sky Tool Bag



Kabrio Wine Basket



Fusion Folding Chair

**\*Qualifying units are: A/C, Furnace, Heat Pump, Package Unit, Mini-split  
MORE REWARDS FOUND ONLINE!**

### Reacond Associates Receives ICOR's Top Sales Award



**Gordon McKinney  
with ICOR International  
and Frank Souders  
President of Reacond  
Associates Inc**

Gordon McKinney, vice president of Indianapolis based refrigerant producer, ICOR International, presented Frank Souders, president of Reacond Associates, Inc. with their 2016 Sales Associate of the Year award at the AHR Expo in Las Vegas.

Dallas based Reacond Associates represent the ICOR line of products in Texas, Oklahoma, Louisiana, and Arkansas. ICOR's refrigerant, NU-22B, is the top selling R-22 direct replacement in North America and it exceeded all growth expectations in the Reacond assigned territory in 2016.

"Frank and his sales team went above and beyond to provide support to our customers, and to grow our business in their territory last year, and they are most deserving of the recognition," said McKinney.

"We truly appreciate the recognition and our team is aiming for back to back awards," said Souders.

**Announcing  
OUR NEWEST  
LOCATION:**

**Austin**  
9715-A Burnet Road  
Suite 100  
512.485.2579

**Wichita Falls**  
1106 Elm St.  
940.767.2571

**Longview**  
1715 E. Young St.  
903.753.7665

**Arlington**  
3411 Ave. D  
817.652.0026

**Dallas**  
10940 Shady Trail  
214.350.6631

**Ft. Worth**  
2100 Handley Ederville  
817.595.7922

**Tyler**  
1902 Capital Dr.  
903.939.0826

**San Antonio**  
10011 Broadway  
210.822.3050

**Plano**  
1401 Summit Ave. Ste. 10  
972.231.8206

**Denton**  
1210 Duncan St., Bldg. C  
940.891.1909

**Corporate Office**  
4309 Bellwood Pkwy N.  
972.934.1900

**Waco**  
700 Schroeder Suite A  
254.751.1125

**Redbird**  
4660 Mint Way  
214.339.2125





60 Years  
Testo

We measure it. **testo**



## Perfect for testing.

### The testo Smart Probes Refrigeration Set



The **Smart Probe Refrigeration Set** is operated entirely by smart devices using the testo Smart Probe App offering complete diagnostics monitoring on refrigeration / air conditioning systems including superheat and subcooling calculations.

## Perfect for service.

### The testo 550 / 557 Digital Manifolds



The **testo 550** and **557** Digital Manifolds are equipped to simplify your refrigeration system testing and servicing. Automatic superheat and subcool calculations work with or without the powerful refrigeration app to simplify your job.



# SURROUND YOURSELF WITH COMFORT AND STYLE



## THE INNOVATIVE 360 CASSETTE BY SAMSUNG

Bladeless Technology

360° Air Flow

Superb Design



IS YOUR SAMSUNG DISTRIBUTOR!

[shearersupply.com](http://shearersupply.com)

**12 Locations to serve  
YOU better!**

### ARKANSAS

Little Rock  
6000 Scott Hamilton Dr.  
Little Rock, AR 72209  
501-565-9000

Springdale  
440 Jean Mary Ave.  
Springdale, AR 72762  
479-361-1600

### OKLAHOMA

Oklahoma City  
4732 NW 1st St.  
Oklahoma City, OK 73127  
405-948-7900

Tulsa  
11807 E. 61st St.  
Tulsa, OK 74012  
918-459-2777

### TEXAS

Carrollton  
Corporate Branch  
1500 Luna Rd. #114  
Carrollton, TX 75006  
972-484-5155

Allen  
1303 N. Watters Rd. #150  
Allen, TX 75013  
469-680-3100

Dallas  
10515 Miller Rd.  
Dallas, TX 75238  
214-343-2288

### TEXAS

Fort Worth  
2334 Pecan Ct.  
Haltom City, TX 76117  
817-831-4491

Lubbock  
6006 42nd St.  
Lubbock TX 79407  
806-743-5000

### LOUISIANA

Shreveport  
2002 Claiborne Ave.  
Shreveport, LA 71103  
318-678-9704

### TENNESSEE

Memphis  
4072 Senator St.  
Memphis, TN 38118  
817-831-4491

Jackson  
169 Commerce Ctr Cir.  
Jackson, TN 38305  
731-512-0858



Product Registration Required.  
Conditions Apply

[samsunghvac.com](http://samsunghvac.com)

**SAMSUNG**



Shearer Supply held their Diamond Dealer Meeting at the Gaylord Texan in Grapevine TX. The all day event was sponsored by American Standard and Samsung and featured guest speaker Aaron Ralston who was featured in the film 127 hours. The dealer meeting included training, guest speakers, great meals and a casino night.



# Welcomes Shearer Supply To Our Family of Distributors

Cooper-Atkins has been a trusted and reliable source for top quality HVAC/R tools and test instruments since 1885. We look forward to adding Shearer Supply as a new authorized partner to help promote our products.



**SRH77A-E**  
**Zone Temperature/Humidity Instrument**  
-40° to 300°F (-40 to 150°C)  
10 to 95% RH, 90% non-condensing  
• 1075 General PurposePuncture Probe  
• 4011 Pipe Strap Probe  
• 5028 Slim Humidity Probe



**40051**  
**Cordless Pipe Clamp Temperature Instrument**  
-20° to 300°F (-29° to 149°C)  
• Measure temperature of pipes up to 1.375" (35 mm) diameter.  
• Single-handed use  
• 2.5" (64mm) Retractable General Purpose Puncture Probe  
• Auto shut-off after 5 minutes of non-use  
• Mode button: min, max, and hold  
• Nylon belt-pouch (included)



**4040**  
**Fast Surface Contact Probe**  
-40° to 212°F  
(1 Year Probe Warranty)



**4005**  
**Pipe Clamp Probe**  
-14°F to 212°F  
(-10°C to 100°C)



**50012-K**  
**Angled Surface Probe**  
-40° to 500°F  
(1 Year Probe Warranty)



**4005MK**  
**Pipe Clamp Probe**  
-20°F to 300°F  
(-29°C to 149°C)



**54011-K**  
**Pipe Strap Probe**  
-25° to 300°F  
(-32° to 149°C)



Allen  
1303 N. Watters Rd #150  
469.680.3100

Carrollton  
1500 Luna Rd #114  
972.484.5155

Dallas - East  
10515 Miller Rd  
214.343.2288

Fort Worth  
2334 Pecan Court  
817.831.4491

Jackson  
169 Commerce Center Cir  
731.512.0858

Little Rock  
6000 Scott Hamilton Dr  
501.565.9000

Lubbock  
6006 42nd Street  
806.743.5000

Memphis  
4072 Senator St  
901.761.6100

Oklahoma City  
4732 NW 1st Street  
405.948.7900

Shreveport  
2002 Claiborne Ave  
318.678.9704

Springdale  
440 Jean Mary Ave  
479.361.1600

Tulsa  
11807 East 61st Street  
918.459.2777



# Century AC Supply held their Annual Golf Tournament at Longwood Golf Club in Houston

*The Tournament benefitted Camp Hope, a PTSD Foundation of America Outreach*



1st Place Team of Brian Acome, Greg Boyt, Gerson Gavin and Brian Farrell



2nd Place Team of Greg Bohac, David Hargrove Sr, David Hargrove Jr and Larry Hayden



3rd Place Team of Jess Mattox, Andy Messina, Tony Messina and Cliff Messina



## RECOVER, EVACUATE and CHARGE with just one wireless tool



67023 ManTooth® Wireless Pressure/ Temperature/Vacuum Gauge

- Free downloadable ManTooth® app calculates and displays the system's actual readings on your Smartphone
- **Lighten your load** - replace your gauges, hoses **and** vacuum gauge
- Eliminates cross contamination of refrigerants
- Charge directly through the ManTooth
- Minimize potential for leaks
- Includes 100+ refrigerants
- Not pressure specific



Purchase a  
67020, 67021 or 67023  
ManTooth®  
before May 31, 2017  
and receive a  
\$25 Visa Gift Card

\*Visit [yellowjacket.com/mantooth25](http://yellowjacket.com/mantooth25) for details.



**NEW**  
WIRELESS VACUUM  
GAUGE!



# Buy four Nest Thermostats, get a Google Home on us.



Only available April 3 through April 21.

nest

**CENTURY**  
A/C SUPPLY™


Limit 12 Google Home rewards per account. Valid only on Nest Thermostats purchased at Century A/C Supply between April 3 and April 21. Google Home will be given to dealer at the end of the promotion.

## CALLING ALL DEALERS: GET MONEY BACK ON NEW INSTALLS!

  
**CashBack**

Now through May 31

Receive Dealer Direct CashBack Rebates of up to \$800 on qualifying systems.

 **CenterPoint®  
Energy**

Now through November 30

Enjoy rebates of up to \$2,223 on qualifying systems matchups.

**RUUD**



**CENTURY**  
A/C SUPPLY™

CALL YOUR TERRITORY MANAGER FOR COMPLETE DETAILS.

**ANGLETON**  
979-849-7735

**CONROE**  
936-569-1177

**HUMBLE**  
281-446-7820

**LEAGUE CITY**  
281-724-4474

**BELTWAY**  
281-933-3991

**BARKER CYPRESS**  
281-859-1615

**STUEBNER**  
832-249-7654

**BAY CITY**  
979-245-2665

**LUFKIN**  
936-632-4484

**KATY**  
281-925-2651

**WINKLER**  
281-446-7820

**GULFTON**  
713-663-6661

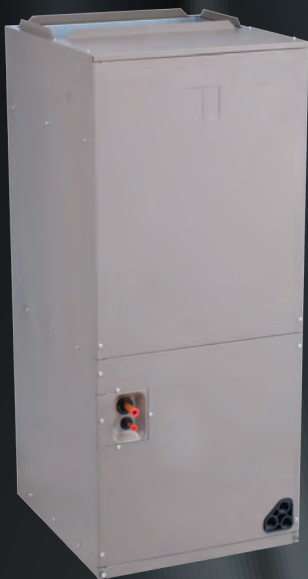
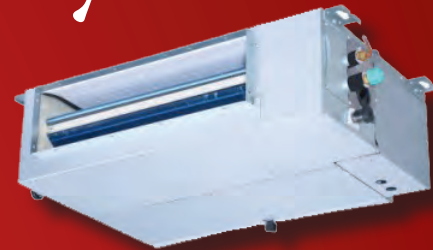
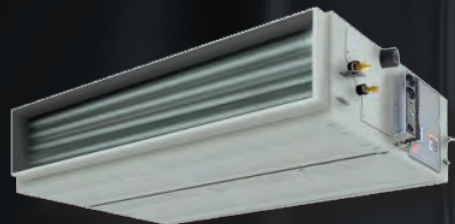
**WEST 43RD**  
713-683-3991

**CENTURYAC.COM**





# The Broadest Line of Ductless and VRF in the Industry



**The lineup of VRF technology offered from Carrier® is among the industry's most comprehensive. We now have an efficient, quiet and space-saving solution for virtually any commercial or large residential project. Explore this incredibly flexible technology and discover how a VRF system from Carrier can be ideal for your building or complex.**

- **Carrier is the only manufacturer with a 2 and 3 pipe VRF**
- **6 and 12 ton single phase VRF Heat Recovery**
- **3 tier ductless line up**
- **CE offers design and start up assistance**

**Call your local CE location to see how CE can help your business.**



# Carrier Enterprise South Central Dealer Meeting was held in Ft Worth

*The 2 day event was held at the Renaissance Worthington Hotel and featured training, a vendor fair, all meals and dealer awards.*



Buddy LeBlanc and Jason Jacobs at the ICM Controls booth



CE South Central President Mike Gill addresses the crowd



Corey Hines, Frank Paolino and Donnie King



Dan Salas and Kofi Apraku at Klein Tools



Dave Mitchell, Mark Kun, Tommy Rogers and Mark Coleman at the Mortex booth



David Mangum with US Motors



Earl Burleson at the Fieldpiece booth



Jill Flint and Mark Gunder at Veto Pro Pac



Keith Butler and Kent Gregory at the Advanced booth



Kerri Embry at the VIVE Comfort booth



Trina Scott and Tom Murrell at the Air King booth



Wayne Fitch and Rusty Patten with Carrier

Curb Adapters Package Curbs Metal Building Curbs Fan Curbs Filter Curbs

## Complete Curb Products

If Your Job Requires Panel to Panel Metal Building Curbs or Package Curbs, with Integrated Flanges, or Vibration Isolation Rail Systems, Call our Sales Dept.



## Complete Curb Products

7229 Fairview St.  
Houston, TX 77041  
Ph 713-690-1622 Fax 713-690-1945  
Toll Free 1-866-269-9101  
[www.completecurbs.com](http://www.completecurbs.com)

"Our People Make a Better Curb"



Hoods Equipment Supports Vibration Isolation Rails Spring Isolators



CONSTRUCTION  
DATA

TEXAS  
HVAC/R  
TEST PREPARATION



3 DAY LIVE INSTRUCTED

## SCHEDULE

HOUSTON  
IRVING  
HOUSTON

Apr 13 - 15  
May 11 - 13  
June 15 - 17

HELPING TEXANS SUCCEED  
FOR OVER 20  
YEARS

888-500-PASS

[www.constructiondatainc.com](http://www.constructiondatainc.com)



Gemaire Dealer Award Winners



A1 Quality AC and Heating  
Top Rheem Dealer East Tx



Bon Air Top Rheem Dealer  
NTX



Dealer Meeting awards Abey  
Flores with Great Air



Dealer Meeting awards Adolfo  
Reyes from Reyes Air Cond



Dealer Meeting awards Eddy  
Garcia with 3Gs and Small  
Appliance LLC



Dealer Meeting awards Javier Beltran  
with Fast Air



Diagnostic Experts of Austin Top  
Rheem Dealer Central TX



Haight Air Top Rheem Dealer  
Central Tx



Killeen Heating and AC Inc Top  
Rheem Dealer Central TX



# KULTHORN

*Make the Competition Irrelevant*  
Unprecedented Quality, Service & Price



REFRIGERATION & AIR CONDITIONING COMPRESSORS  
Residential & Commercial Application  
1/25 - 10 HP

2554 Commercial Street, San Diego, CA 92113  
Phone 619.255.5251 | Fax 619.916.2469 | [www.elcors.com](http://www.elcors.com)

## CONTINUING EDUCATION

### LIVE OR ONLINE



**Wade Airheart**  
Owner/Instructor

Fulfill the required  
8 hours of CE in our  
**LIVE** interactive class  
or on your schedule  
at home. Call or visit  
our website for times  
and details.

TDLR Provider #1142



CONSTRUCTION  
DATA

**(888) 500-PASS**

[www.airconditioningce.com](http://www.airconditioningce.com)

### CHANGE OF ADDRESS?

Be sure to notify us to continue  
receiving your monthly copy of  
**AIR CONDITIONING TODAY**  
[llackey@ac-today.com](mailto:llackey@ac-today.com)



# GEM/IRE.COM

## SEARCH SELECT BUY

REAL TIME PRICING AND INVENTORY, ORDER TEMPLATES  
EXPRESS PICK-UP, PRODUCT DETAILS, DOCUMENTATION  
HUGE CATALOG, WARRANTY INFO, PARTS & SUPPLIES



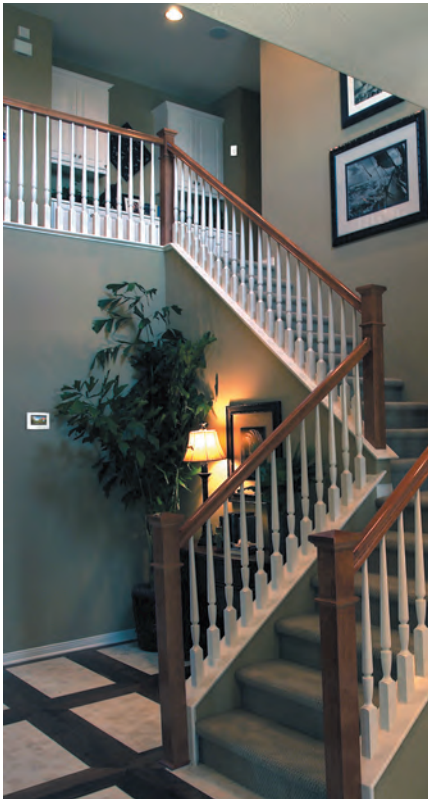
**GEM/IRE**  
DISTRIBUTORS



# Only one Wireless Sensor does it all.



Baby's Room



Upstairs/Downstairs



Outdoors



Supply Air

- ☒ Configurable: Remote, Outdoor, Return or Supply Air Sensor
- ☒ Choice of Battery or 24vac Power
- ☒ Select Onboard Temp Sensor or Included Duct Sensor
- ☒ Up to 20 Different Sensors per Network
- ☒ Works with All Venstar WiFi Thermostats



Sends alerts if HVAC equipment is not cooling or heating properly



Remotely monitors your customers' HVAC units



Generates more paid service calls resulting in increased revenues



Installs easily with simple set up



Offers multiple uses, including refrigeration and freezer monitoring



**VENSTAR**<sup>®</sup>  
TECHNOLOGY ★ INNOVATION ★ COMFORT ★ VALUE  
[www.venstar.com](http://www.venstar.com)



  
[www.inscohvac.com](http://www.inscohvac.com)

Texas							
Abilene	1810 Pecan Street	325-673-2660		Ft. Worth	399 North Beach Street	817-834-5542	
Arlington	3210 Dalworth	817-649-7866		Garland	3775 Marquis Drive #101	972-276-5532	
Austin	2400 W. Braker, Ste E	512-837-3091		Georgetown	40110 Industrial Park Circle	512-863-0525	
Austin	300 Industrial Blvd	512-441-9893		Grapevine	1300 Minters Chapel, Ste 500	682-223-6700	
Austin	6701 Shirley	512-454-3691		Harlingen	401 N.T. Street, Ste B	956-425-1120	
Brownsville	224 Industrial Drive	956-546-8800		Houston	10460 S Sam Houston Pkwy West	713-335-5475	
Corpus Christi	5439 Greenwood Drive	361-851-8821		Houston	14820 North Freeway, Ste 500	713-358-3737	
Dallas	10490 Shady Trail, Ste 100	214-350-7913		Houston	14900 Hempstead Rd., Ste 300	713-462-3737	
Del Rio	2307 N. Main	830-774-1545		Houston	5921 South Loop East	713-645-6726	
Denton	1706 Shady Oaks	940-380-9199		Kerrville	1905 Junction Hwy	830-895-2800	
De Soto	640 E. Centre Park Blvd	214-467-8130		Laredo	6301 McPherson Road	956-726-0541	
El Paso	11500 Rojas Dr., Ste A & C	915-779-3475		Lubbock	702 E. 46th Street	806-762-4088	
				McAllen	1218 East Laurel Ave	956-686-3786	
				New Braunfels	1223-B Industrial Drive	830-625-7743	
				San Angelo	914 Arroyo Drive	325-224-4276	
				San Antonio	1302 S. Alamo	210-223-2681	
				San Antonio	222 Reoleta	210-824-9551	
				San Antonio	2403 Freedom Drive	210-828-9981	
				San Antonio	6896 Alamo Downs Pkwy, Ste 900	210-523-1244	
				Tyler	3805 Timms Street, Ste 300	903-561-8080	
				Victoria	3803 N John Stockbauer	361-576-4101	
				Wichita Falls	206 Waco Street	940-766-0225	
				Oklahoma			
				Oklahoma City	3407 E. Reno	405-670-1326	



# Insco Distributing celebrated its Premier Performers event in February at the Westin Riverwalk Hotel in San Antonio

The annual event honors and recognizes Insco's top Ruud dealers throughout Texas and the greater Oklahoma City area. Thirty Seven companies along with representatives from Ruud were in attendance for the 3 day event. Honorees enjoyed an awards dinner, the attractions and nightlife of the Downtown Riverwalk, along with a breakfast meeting and golf at the Quarry Golf Club.



Insco ESM - Ed Tellez



Insco Marketing Manager - Lyle Wende



Darren & Bonnie Sigwald, John Long, Lonnie Hughes & Ken Beal



Insco RM - Adolfo Perez



Insco Ruud Premier Performers Awards Dinner



Presidential Award Winner -  
Champion AC



Presidential Award Winner -  
Electro Materiales



Presidential Award Winners -  
Advanced Air Conditioning



Ruud DSM - Mike Mullins

## INTRODUCING



## HERCULES™ MOUNTING & INSTALLATION

### NEW- MODULAR BASES AND H-FRAMES

- **HEAVY DUTY GALVANIZED STEEL**
- Quick and easy to install
- Adjustable height with leg assemblies up to 6 pieces
- All Hardware included
- Non-Puddle™ drains, preventing water build up



### PLUS A COMPLETE LINE OF:

Roof Stands • Mini-Split Wall Brackets • Rubber Roof Top Supports  
Polymer Risers • Air Handler Stands



**Smart Electric™**

12201 N.W. 107TH AVENUE  
MEDLEY, FL 33178  
TOLL FREE: 1-866-591-9898  
PHONE: 1-305-500-9898  
FAX: 305-500-9896  
[www.smartelectricusa.com](http://www.smartelectricusa.com)





# Parker Follows Success of Braze-free ZoomLock™ Products with Line Expansion

## *Award-Winning Technology Introduced for Refrigeration, More Commercial HVAC Applications*

**Las Vegas** – With more than 1 million braze-free ZoomLock™ fittings already successfully installed, Sporlan Division of Parker Hannifin Corporation, the global leader in motion and control technologies, is expanding its line-up of connectors, tools and

ZoomLock compatible components for more HVAC/R uses.

A winner of the 2016 AHR Expo Innovation Award, ZoomLock products are popular with HVAC/R contractors and technicians who are looking for more flexibility, safety

and efficiency, and with distributors and wholesalers who carry them.

ZoomLock technology works in both residential and commercial applications. The new tools are expected to be popular in large facilities such as supermarkets, hospitals, data centers,

etc., where flame can be a problem. And with the variable refrigerant flow (VRF) market expected to grow to \$9.65 billion by 2021, ZoomLock products are positioned to be an extremely popular facility solution.

Using specially designed

ZoomLock crimping tools, technicians just connect the deburred tube ends into the fitting (which has o-rings inside) and press the assembly into place for a secure, leak-free seal. Additionally, it requires no brazing or adhesives, just the crimping tool and the fitting.

Parker braze-free connectors are currently available in straight couplings, long radius 90-degree elbows, tees, reducing couplings, slip couplings and cap connectors from 1/4" to 1-1/8". Now access fittings (extended couplings with Schrader Valve) and Y fittings are joining the line-up, which will allow technicians to reduce time they have spent brazing these fittings in the past.

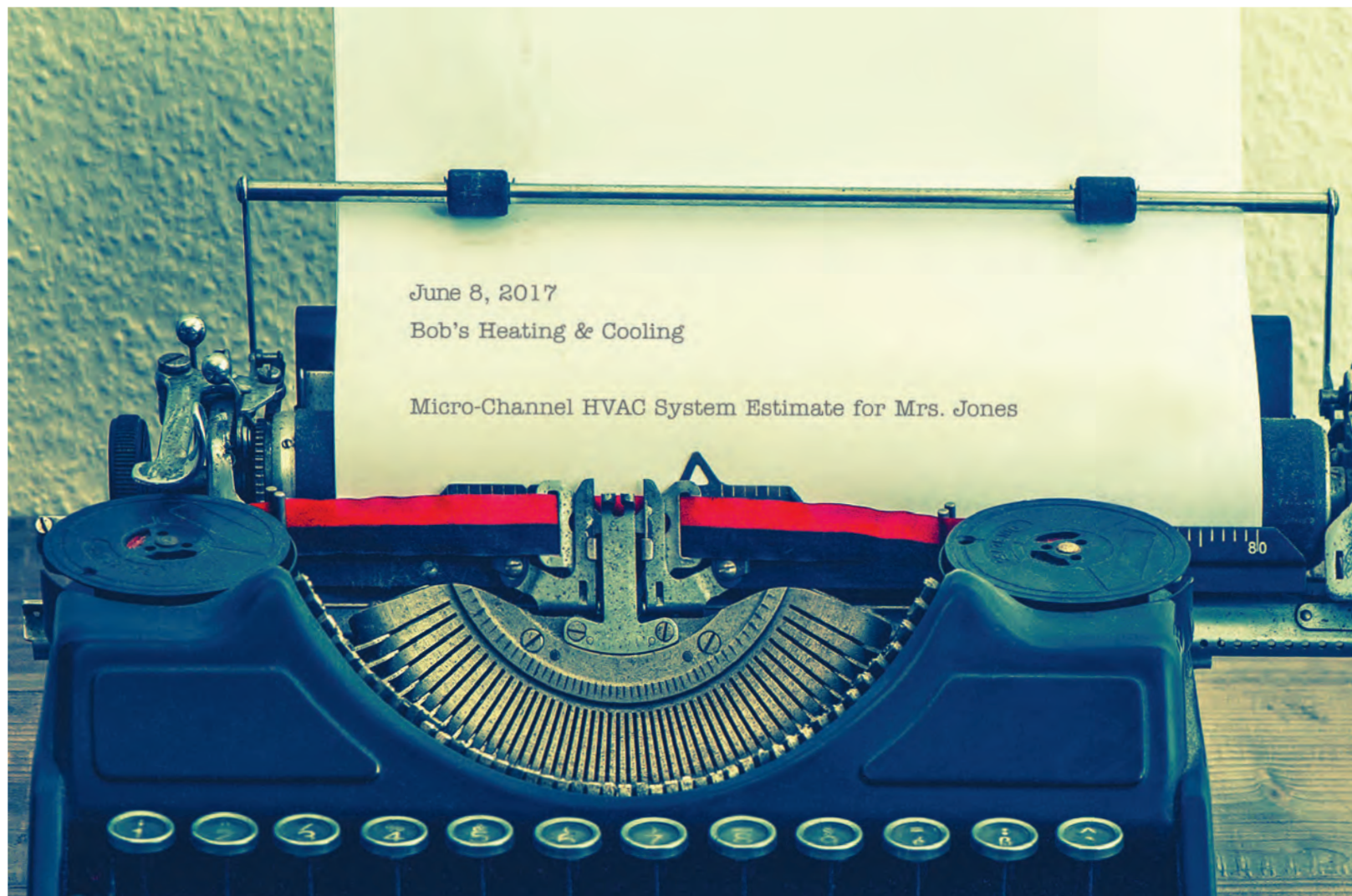
Another exciting addition, a RIDGID® compatible jaw set that is compatible with the RIDGID® RP-200-B, RP-210-B, and RP-100-B Press Tools, will be available soon for those who already own the RIDGID® tools.

The next generation 19kN tool that can accommodate 1-3/8" connectors along with the present offerings is expected in March.

Press-to-connect fittings were developed more than 20 years ago and have been widely adopted in the plumbing industry due to the significant timesaving, repeatability, and simplicity of installation. However, ZoomLock's patented design is the ONLY press-to-connect technology that is approved for HVAC/R operating pressures up to 700 psi. This truly is a groundbreaking technology for the HVAC/R industry aimed at increasing technician productivity. One technician can quickly do the connecting job alone, with no torch, no hot-work permits, no safety equipment, and no special experience. In just minutes, ZoomLock provides a clean, leak-proof connection. By eliminating concerns about gas and flames, ZoomLock also gives you more flexibility in where and when you can work, with no need to nitrogen-purge the lines.

Joe Kokinda, President and CEO of Professional HVAC/R Services, Inc., says that what surprised him most was how ZoomLock reduced safety risks and how easy it was to use. "Why someone who runs pipe in the HVAC/R trades doesn't use ZoomLock, is beyond me."

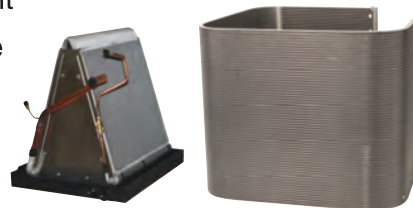
Visit [www.zoomlock.com](http://www.zoomlock.com) for additional information.



# IT'S TIME FOR AN UPGRADE.

**A Micro-Channel coil is not your father's coil, and that's a good thing.**

Micro-Channel coils require less refrigerant – reducing equipment costs, increasing profits and giving the contractor the competitive advantage as soon as they walk onto a jobsite. Like abandoning a typewriter for a computer, it's time to move into the future of HVAC with Micro-Channel coils.



**Take FREE Micro-Channel coil training at [microchannelfacts.com](http://microchannelfacts.com)**

**AND enter for a chance to upgrade your toolbox!**







## Texas Air Conditioning Contractors Association

**13706 Research #214**

**Austin, Texas 78750**

**800.998.HVAC (4822)**

**www.tacca.org**

### TACCA Local Chapters

*Abilene*

*Coastal Bend*

*Greater Austin*

*Greater Houston*

*Greater San Antonio*

*Greater Waco*

*High Plains*

*North Texas*

*Rio Grande Valley*

*South Plains*

### Welcome New TACCA Members!

#### Contractors:

**Action Tech A/C and Heating** - Tyler

**Billy Black HVAC, Inc.** - Midland

**Bizzy Air** - Corpus Christi

**Miguel Dairy Service** - Hereford

Contact our Membership Coordinator Grace Kim for more information on how you can become part of the largest HVAC trade organization in Texas!  
800.998.4822  
services@tacca.org

## TACCA Local Chapters ROCK!

If you are not participating in your local TACCA chapter events and meetings, you are missing out! Great information, a great time, great opportunity to speak face to face to contractors and affiliates who want to KNOW ABOUT YOUR BUSINESS. Local Chapters ROCK!



## TACCA Supports HB 3029!

Let's face it...the HVAC industry needs more technicians, and quality ones at that. How is TACCA working to help the "pipeline" of technicians go stronger? By supporting HB 3029 that has been filed in the 85th Legislative Session. This bill would do the following. 1) Set a voluntary career path for those individuals in technical training, technical college, community college HVAC programs, the military or within the current HVAC industry. 2) Align with Governor Abbott's 60x30 model...60% of Texans with a college degree or occupational certificate by 2030. 3) Promote an approved training program model that includes on the job training and classroom technical training. 4) Give certified technicians a quicker path to a contractors license by demonstrating a standard level of competency. 5) Align with SB 22, the Lt Governors proposal to introduce occupational programs including the TRADES back into Texas secondary schools by using the PTECH (Pathways in Technology, Early College High School) Visit [www.capitol.state.tx.us](http://www.capitol.state.tx.us) and type in HB 3029 under the bill search to find out more.

### NEW TACCA Membership Benefit - FRAC GC - Your Lawyer on Your Terms

TACCA is pleased to announce our newest membership benefit...FRAC GC. Contact us at 800.998.4822 to find out more about Your Lawyer on Your Terms

What if there was a monthly plan that allowed you a preferred rate for litigation matters, significantly below what you might pay by hiring an experienced litigation firm *ad hoc*? Or one that allowed, even encouraged, you to consult with your attorney regularly and proactively, instead of waiting for the next paralyzing emergency? Or, let's suppose you don't think you'll require litigation counsel, but just want someone to act as your right legal "arm," reviewing or fine-tuning your service contracts? Or negotiating better terms in vendor agreements, drafting employment contracts, or counseling you regarding what do about your employee's DUI? FRAC GC was created to allow you to budget the amount you spend on legal matters, while allowing your attorney to become familiar with the way *you* like to do things. To make you legally healthier and stronger, so that when you do have to square off against someone, you can do so with more confidence.

### Need an HVAC CE Course or License Prep Course? More than 2000 HVAC Professionals Use TACCA Program's each year!

#### CE Classes:

April 1 - Denton  
Waco

April 8 - Houston  
Hurst

April 22 - Burleson  
Rio Grande Valley

April 29 - Austin

#### License Prep:

April 22/23 - San Antonio

May 6/7 - Austin

May 19/20 - Red Oak (DFW area)

**Visit [www.tacca.org](http://www.tacca.org) to register!**

### Texas Air Conditioning Contractors Association

**Mission:** Our mission is to promote quality and professionalism, help our members become more profitable, and enhance the HVAC/R industry's image with the consumer.

**TACCA** focuses on providing information, benefits, education and legislative representation to our members.

**Visit us at [www.tacca.org](http://www.tacca.org), or call 800.998.HVAC (4822) to become one of the more than 4500 contractors across Texas who receive our information.**



# Play Ball

WITH INSCO



Best Products. Best Service. Best People.

**And Receive Industry Leading Incentives when Installing York®.**

## Consumer Rebates

Up to **\$1,700**

As well as CenterPoint® & Entergy® Rebates.

*Plus*

## Contractor Rewards

up to **\$85** per system.

Provide your customers peace-of-mind with one of the strongest warranties in the industry including special discounts on factory-backed extended labor warranties.

**That's 10 years - Parts, Labor & Compressor!**



## Don't Miss the Boat!

Cruise the Caribbean with Insko & York®.

Visit **insco.com** for details.



*the* **Insko Advantage**

sst@inscohvac.com | inscohvac.com  
**855-282-4295**



**Northwest**  
14900 Hempstead Road, Ste. 300  
Houston, TX 77040  
**713-462-3737**

**Southwest**  
10460 S. Sam Houston Pkwy. West  
Houston, TX 77071  
**713-335-5475**

**South**  
5921 South Loop East  
Houston, TX 77033  
**713-645-6726**

**North**  
14820 N. Freeway, Ste. 500  
Houston, TX 77090  
**713-358-3737**



# THE NAME THAT DEFINED OUTDOOR LIVING

## HAS REDEFINED INDOOR LIVING

### THE COLEMAN® ECHELON™ VARIABLE CAPACITY RESIDENTIAL SYSTEMS

There's a new definition of technology. Built-in *Charge View™* monitoring reinvents the way you'll evaluate the system charge: no additional gauges, sensors or accessories required. There's a new definition of simplicity, thanks to time-saving features. And there's a new definition of quality. Every Echelon™ system is designed, engineered and assembled right here in the United States. Indoor living, redefined. [ColemanAC.com/Echelon](http://ColemanAC.com/Echelon)



<b>AUSTIN</b> 10620 Metric Blvd, 78758 <a href="mailto:customercare@johnstonesupply55.com">customercare@johnstonesupply55.com</a> Phone: (512) 834-0346 Fax: (512) 834-8103	<b>CORPUS CHRISTI</b> 2701 Agnes St, 78405 P.O. Box 9490, 78469 <a href="mailto:tim.stephens@johnstonesupply.com">tim.stephens@johnstonesupply.com</a> Phone: (361) 882-8896 Fax: (361) 882-4704	<b>HOUSTON</b> 8304 Westpark, 77063 Phone: (713) 952-4601 Fax: (713) 952-0865	<b>LAREDO</b> 4114 Airpark Dr #4A, 78041 <a href="mailto:Tim.stephens@johnstonesupply.com">Tim.stephens@johnstonesupply.com</a> Phone: (956) 727-2235 Fax: (956) 727-226	<b>SAN ANTONIO</b> 9311 Broadway, Ste. 200, 78217 <a href="mailto:store41@johnstonesupply.com">store41@johnstonesupply.com</a> Phone: (210) 829-1934 Fax: (210) 829-1509
<b>AUSTIN (SOUTH)</b> 4114 Todd Lane, 78744 <a href="mailto:customercare@johnstonesupply55.com">customercare@johnstonesupply55.com</a> Phone: (512) 440-7229 Fax: (512) 440-7254	<b>CORPUS CHRISTI (2)</b> 8051 South Padre Island Dr, 78412 <a href="mailto:tim.stephens@johnstonesupply.com">tim.stephens@johnstonesupply.com</a> Phone: (361) 986-0613 Fax: (361) 980-1404	<b>HOUSTON</b> 15631 Blue Ash, #160, 77090 Phone: (281) 872-5200 Fax: (281) 872-4848	<b>LONGVIEW</b> 347 West Cotton St, 75601 <a href="mailto:store181@johnstonesupply.com">store181@johnstonesupply.com</a> Phone: (903) 234-1321 Fax: (903) 234-1327	<b>SAN ANTONIO</b> 6900 Alamo Downs, Ste. 140, 78238 <a href="mailto:store162@johnstonesupply.com">store162@johnstonesupply.com</a> Phone: (210) 680-6500 Fax: (210) 680-6570
<b>BEAUMONT</b> 675 M.L. King Pkwy, 77701 Phone: (409) 832-7409 Fax: (409) 832-1462	<b>HOUSTON</b> 2120 Shepherd Drive, 77007 Phone: (713) 868-8967 Fax: (713) 868-3045	<b>HOUSTON</b> 10351 West Little York Rd, Ste. 400, 77041 Phone: (713) 466-5716 Fax: (713) 466-7530	<b>LUBBOCK</b> 6039 W. 45th St, 79407 <a href="mailto:store42@johnstonesupply.com">store42@johnstonesupply.com</a> Phone: (806) 792-2493 Fax: (806) 792-9787	<b>SAN ANTONIO</b> 30 Essex Street, Suite 101, 78210 Phone: (210) 200-6273 Fax: (210) 200-6279
<b>BROWNSVILLE</b> 4635 Mar St, 78521 <a href="mailto:tim.stephens@johnstonesupply.com">tim.stephens@johnstonesupply.com</a> Phone: (956) 838-0542 Fax: (956) 838-1439	<b>HOUSTON</b> 5985 South Loop East, 77033 Phone: (713) 645-0085 Fax: (713) 645-7498	<b>KATY</b> 22110 Merchants Way, Ste. 100, 77449 Phone: (713) 803-6240 Fax: (713) 803-6250	<b>PHARR</b> 3107 N. Sugar Rd, 78577 <a href="mailto:tim.stephens@johnstonesupply.com">tim.stephens@johnstonesupply.com</a> Phone: (956) 783-1036 Fax: (956) 783-5106	<b>STAFFORD</b> 10650 West Airport Blvd Ste. 180, 77477 Phone: (281) 988-5584 Fax: (281) 988-953
		<b>LA FERIA</b> 13422 E. Expressway 83, 78559 <a href="mailto:tim.stephens@johnstonesupply.com">tim.stephens@johnstonesupply.com</a> Phone: (956) 797-2035 Fax: (956) 797-2542		<b>VICTORIA</b> 405 ½ Water Street, 77901 <a href="mailto:tim.stephens@johnstonesupply.com">tim.stephens@johnstonesupply.com</a> Phone: (361) 574-8349 Fax: (361) 574-8359



## It's On My Heart: Rules for Business Success

Some ideas for success in businesses I have seen and consulted with in the past, not just my business, I have worked with several companies that are large, profitable and dominate their market. One of the first concepts that I learned was that a positive attitude is essential today. Inc magazine just posted the Top 7 Reasons People Get Fired ([www.inc.com/john-white/here-are-the-top-7-reasons-people-get-fired-are-you-guilty-of-any-of-them.html](http://www.inc.com/john-white/here-are-the-top-7-reasons-people-get-fired-are-you-guilty-of-any-of-them.html)). Number 2 was getting negative. Business is tough enough without an employee adding to the misery, so don't get caught up in office politics. Remain positive, more flies are caught with honey than an anvil. The exact quote escapes me, but you see where I am going.

Second concept is that we all need a mentor and a coach. No matter how long you have been in business, how large or small you are, a mentor and a coach can prove to be helpful. There is a difference. Ram Charan, in his business book **The Leadership Pipeline: How to Build the Leadership Powered Company**, says;

"What is the difference between coaching and mentoring? A. Coaching generally has to do with success in the current position, with some emphasis—say, 10 to 15 percent—on the next position. Mentoring is the reverse. Most of the emphasis is on the future, probably 80 to 85 percent; only 15 to 20 percent is focused on current performance." So could one person fill both

positions? Possible, but most find it is helpful to have two separate groups to work with. We see this today in mixed groups, where the group acts as a coach, helping other group members to improve processes and systems. In many cases the person who helped you get into the business (maybe the one you bought the business from) can be a mentor. They know what is going to happen next, sort of like your grandparents. They might not know how to order from Netflix, but they do know what happens when you ignore your teenagers for extended length of time.

Several quotes from *How to Win Friends and Influence People* by Dale Carnegie, a pioneer in human relations and how we can influence others.

"You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you." So quit talking about yourself, ask them about them.

"When dealing with people, remember you are not dealing with creatures of logic, but with creatures bristling with prejudice and motivated by pride and vanity." Human beings all make decisions the same way, emotionally, then we justify it with logic.

"Personally I am very fond of strawberries and cream, but I have found that for some strange reason, fish prefer worms. So when I went fishing, I didn't think about what I wanted. I thought about

what they wanted. I didn't bait the hook with strawberries and cream. Rather, I dangled a worm or grasshopper in front of the fish and said: "Wouldn't you like to have that?"

Why not use the same common sense when fishing for people?" Ask the customer questions that reveal what they think is important, not what you think is critical. You may say, I wouldn't do that; it actually doesn't matter what you would do, it is not your house, not your decision. Some would say, not my circus, not my monkeys!

One final quote from the same book that is somewhat debatable, since it is over 80 years old.

"About 15 percent of one's financial success is due to one's technical knowledge and about 85 percent is due to skill in human engineering—to personality and the ability to lead people." Some say it is dated, and we are in a new time where this doesn't apply.

But according to Joy Jefferson, in the book published in 2014;

"About 15 percent of one's financial success is due to one's technical knowledge and about 85 percent is due to skill in human engineering—to personality and the ability to lead people. It's absolutely great to be knowledgeable but without personal and communication skills this will get you nowhere. If you want to be successful you have to learn how to best interact with people from all walks

in life. Social skills and good interactions go a long way."

—Joy Jefferson, Carnegie: **70 Greatest Life Lessons**

So it may still be relevant, even in these turbulent times. This is actually good news, since we don't have to be a master in the trade to be involved. We do need to know where to get technical answers, but the most critical element may be our ability to work with others.

So get your team on the same page, get them skills to help with the interactions they will find in the marketplace. Today the customer is rushed, skeptical, frustrated, and financially troubled. Much going on that they have no control over, it can be overwhelming. Throw in a unit that is down, a hot or cold house, they just may be over the edge. Make sure your team understands how frustrating it could be to come home to a home that is not comfortable, and do not let them say: I understand how you feel, unless they have come home to a hot house. It is OK to say: that would be frustrating, let me go to work, and get to a solution as soon as possible. Smile with honesty and integrity, the customer has a filter that fake smiles will not go thru. And when you ask questions, shut up and listen, you may just hear a clue to what they want from the relationship.

Thanks for being involved, we'll talk later.



**Jim Hinshaw**

Upon graduating from the University of Missouri at Rolla, Hinshaw started his career in the air conditioning industry. Hinshaw's background includes positions as a manufacturer's rep, President of one of the oldest and largest air conditioning companies in Arizona, residential start-up specialist for the Carrier Corporation, and an officer in a Carrier owned service agency.

Hinshaw enjoys training sales, technical, and management team members with companies that want to increase profits and grow to the next level. He has worked in all areas of the industry: manufacturer, distributor, contractor and now consultant. He has worked with companies that have sales in the billions per year and family owned businesses with only two employees. He can help with sales, organizational issues, marketing, how to set up the company for improved profitability, all phases of the business.

He has provided high-results training for clients from Calgary, Canada to Adelaide, Australia. Hinshaw retired from the contracting business in 1999 when he formed his own training company, Sales Improvement Professionals, dedicated to bringing his real-world experience to help enhance your sales and marketing efforts.

Hinshaw can be reached at 602-369-8097, or via email at [jimhinshaw@siptraining.com](mailto:jimhinshaw@siptraining.com).

And now as an AUTHOR: "For those who might be interested, he has a collection of writings from the last 10 years. Stories of how one person can ruin a relationship with a customer, and how one can repair it! Stories of the loss of service in America, and how you can improve customer service today. Go to the following link for full details on how to make this collection yours!"

[www.blurb.com/bookstore/detail/2223484](http://www.blurb.com/bookstore/detail/2223484) to check out the book – first 15 pages are free, sample before you buy!

For more information please contact him at Sales Improvement Professionals, Inc., 1281 E. Magnolia, #D-145, Fort Collins, CO 80524; Office Pho: 970-635-5675; Cell Pho: 602-369-8097, or visit [www.siptraining.com](http://www.siptraining.com); or on Facebook: Sales Improvement Professionals, Inc



**IMC® & IRC® code requires** all outdoor access ports on A/C and refrigerant equipment be made tamper resistant.

**RECTORSEAL**

The **Key** to code compliance...

**NOVENT®**

LOCKING REFRIGERANT CAPS

- Anodized aluminum casing
- Threaded brass insert
- Key style locking
- Coded caps





# Johnstone Supply San Antonio held an Open House and Vendor Fair

*Customer appreciation event was held at their Broadway location and included lunch*



AJ Jones with Honeywell



Cool Air was there



Oscar Morales with Owens Corning



Green Air was there



Grilled hamburgers and sausages were served on site



Jay Cunningham with Nu Calgon and Kelly Casey with Texas Reps



John Chavez and Robert Gunder with Gunder Assoc and Danielle Howerton with Friedrich



David Pena and Mike Wallace with Johnstone and Steve Wood with Southwest HVAC Sales



Rick Heyden with Heyden Stanley Group at the Parker booth



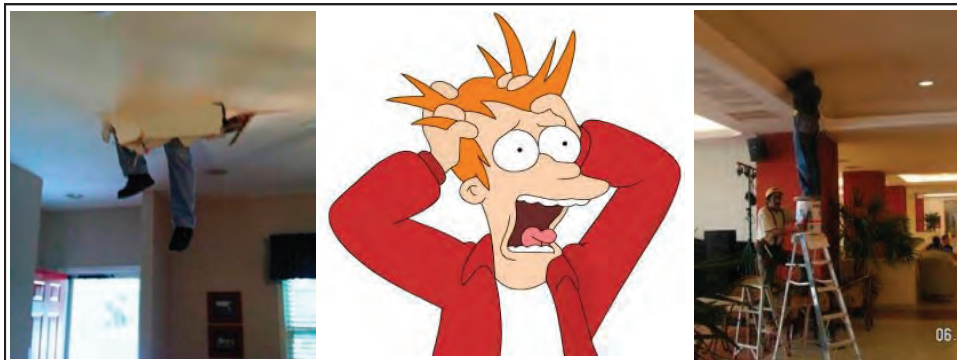
The event was well attended from local contractor dealers



The Peleton Crew with Rick Heyden



Tim Truitt with Hugh Cunningham HVAC



## Are you risking it all?

- No Workers' Compensation coverage for your business?
- Purchased Employee Injury Protection insurance instead?
- Non-Subscriber to Texas Workers' Compensation insurance?
- Relying on General Liability policy to protect you?
- Big Umbrella policy for protection from EVERYTHING?
- I'm not going to worry about it, until someone gets hurt!

**You'll never know if you're risking it all until you have that 1 employee injured, and YOU COULD LOSE EVERYTHING!**

You can be sued under Texas Law and lose **EVERYTHING!**

**ONLY TEXAS WORKERS' COMPENSATION INSURANCE IS THE EXCLUSIVE REMEDY FOR WORK RELATED INJURY PROTECTION!**

THE **CompPAC**  
Trust of Texas

Call 877-839-2667 today!  
[www.firstcardinaltx.com](http://www.firstcardinaltx.com)

## When you...



**follow us**  
**@jsmccallgroup**



**Johnstone Supply**  
**Houston**



**like us**  
**Johnstone Supply**  
**Houston**



**add us**  
**Johnstone Supply**  
**Houston**

**You will keep up with the latest promotions, sales, events, & much more!**



**JOHNSTONE**  
**SUPPLY**



## South Florida-based RGF Environmental Opens Electro Mechanical Museum, Celebrating Technology & Innovation

**Riviera Beach, FL** – South Florida-based RGF Environmental Group, Inc., creator of advanced environmental products providing the world with the safest air, water, and food without the use of chemicals, has announced completion of its RGF Electro Mechanical Museum celebrating technology and innovation. The museum starts with the earliest developments of electrical machines from the 1700s and spans to the most advanced X-ray technologies of the 1900s.

This unique museum contains 642 pieces of rare antiquities by world-renowned inventors such as Thomas Kinraide, Sir William Crookes, George Westinghouse, Benjamin

Franklin and Nikola Tesla. The vintage equipment represents precursors to RGF's technology with some of the world's earliest ultraviolet lamps, ion (static electricity) generators and the oldest American-made electrical transformers. They have been featured on the History Channel's "Modern Marvels," Travel Channel's "Mysteries at the Museum," and National Geographic's "American Genius," as well as many other documentaries around the world.

"The purpose of this museum is to preserve these rare early technologies and inspire future generations of innovators," said Ron Fink, RGF President/CEO. "The

historical technology showcased at the museum led to the innovative technology used today at RGF. From the light bulb to the X-ray, invention embodies the American spirit and we are delighted to share these antiquities with residents and visitors of Palm Beach County."

The museum was unveiled to the public in February. It will be open to school groups and other organizations interested in the history of innovation and technology. Admission to the museum is complimentary and group visits can be arranged by calling Kelly Kendrick at 561-848-1826. It is located at the RGF headquarters at 1101 W. 13th Street, Riviera Beach.

*RGF Environmental Group manufactures all of its products at its plant in Palm Beach County. The company, a U.S. engineering, design and manufacturing firm, manufactures over 500 environmental products and has over two million systems installed worldwide. The company ships products to, as opposed to importing from China.*

## HARDI Distributors Report 12.2 Percent Revenue Increase in January

**Columbus, Ohio** – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 12.2 percent in January 2017.

The average annualized growth for the 12 months through December 2016 was 9.2 percent. This is the strongest annual pace since 2011 when comparing against the end of The Great Recession.

"HARDI distributors start 2017 at a fast clip," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The reported gain was helped by one extra billing day and being compared against a soft January 2016."

"Pricing will, and likely already has, started to impact this number in a positive manner," said HARDI Senior Economist Connor Lokar. "The US Producer Price Index contracted throughout much of 2015 and all of 2016, but rose 1.8% on average during the last three months. Essentially every raw material (agricultural commodities not included) is in a rising price trend."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 46.2 days. "This is the best report for this time of year for this economic expansion," said Loftus. "Distributor customers are busy and paying their bills on time."

*HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.*

## Stanley Black & Decker Completes Purchase of Craftsman Brand from Sears Holdings

**New Britain, Connecticut** – Stanley Black & Decker announced today that it successfully completed its purchase of the Craftsman Brand from Sears Holdings Corporation.

Craftsman has a rich legacy as an iconic brand within U.S. in Power & Hand Tools and Storage Products as well as a strong presence in Lawn & Garden Products. The breadth of brands under the Stanley Black & Decker umbrella will provide even more solutions to the end-user.

# The Leader in IAQ



**Guardian Air QR+™**  
In-duct Air Purification System  
PHI Technology



**UPCO-QR™**  
Ultimate PCO



**REME-HALO®**  
In-duct Air Purification System



**Pan Saver™**  
Condensate Pan  
Slime Eliminator



**PTAC Unit**  
ETAC and PTAC Units  
PHI Technology



**Bi-Polar Ionization + PCO + PHI**  
All 3 Technologies Combined Into 1 Superior Unit



**QUAD-DM®**  
In-duct  
Bi-polar Ionization



**QUAD-MS®**  
Mini-Split  
Bi-polar Ionization



**DEALER DESIGN  
AWARD WINNER**  
Winner of The News Dealer Design Award  
2013, 2014, 2015 and 2016



**Mini Split Unit**  
PHI Technology



**BLU QR®**  
Quick Release  
UV Treatment System



**Magnetic Package Unit**  
Air Purification for Package Units  
PHI Technology



**Commercial Unit**  
Large In-duct System  
PHI Technology



**RRU**  
Rapid Recovery Unit  
High Output Remediation Unit  
PHI Technology



**RGF®**  
ENVIRONMENTAL GROUP, INC.  
800.842.7771 [www.rgf.com/air-purification](http://www.rgf.com/air-purification)



@RGFEnvironmental







# RGF Environmental's Electro Mechanical Museum and 100,000 Sq Ft Manufacturing Facility

*The Museum is free and group visits can be arranged at their Riviera Beach FL location*



## THE TOUGHEST TOOLS COME IN ONLY ONE COLOR- BLACKMAX®

FLARING & CUTTING  
BLACKMAX  
**-BFT850K-**  
TOOL KIT

BLACKMAX® BFT850  
TUBE FLARING TOOL (3/16" - 3/4" O.D. Tube)  
CPS

BLACKMAX®  
TUBE FLARE SIZE GAUGE  
CPS

**cps®** CPS Global Headquarters  
1010 East 31<sup>st</sup> Street Hialeah, Florida 33013 USA  
For more information call: In the USA (800) 277-3808 In Canada (905) 358-3124  
In Europe +323 281 30 40 In Australia +61 8 8340 7055



# Construction Employment Jumps by 58,000 in February to Highest Level Since 2008

*Association Urges Educators, Public Officials at All Levels to Spread the Word about Industry's High Pay and Opportunities While Enhancing Career and Technical Education Funding and Programs*

Construction employment increased by 58,000 jobs in February to the highest level since November 2008 with gains in both residential and nonresidential segments, according to an analysis of new government data by the Associated General

Contractors of America. The association urged public officials to strengthen training and education programs to help students and current workers better prepare for careers in the high-paying construction field.

"These numbers match

what many contractors have been telling the association—that demand remains strong for a variety of construction projects and that firms are still hiring, when they can find qualified workers," said Ken Simonson, the association's chief economist.

"The increase from January to February was the largest one-month gain since 2007, which probably reflected the exceptionally mild weather conditions in much of the nation in February. However, the year-over-year growth was similar to the industry's

employment growth rates since last spring, showing that the job gains in February were not solely weather-related."

Construction employment totaled 6,881,000 in February, an increase of 58,000 from the upwardly revised January total and

an increase of 219,000 or 3.3 percent from a year ago. The year-over-year growth rate was almost double the 1.8 percent rise in total nonfarm payroll employment, Simonson noted. Furthermore, average hourly earnings in construction amounted to \$28.48 or 9.2 percent more than the average for the overall private sector, he said.

Residential construction—comprising residential building and specialty trade contractors—added 18,900 jobs in February and 136,200, or 5.3 percent, compared to a year ago. Nonresidential construction (building, specialty trades, and heavy and civil engineering construction) employment increased by 38,500 employees in February and 82,600 employees, or 2.0 percent, over 12 months.

Association officials noted that continuing growth in construction depends on having an adequate supply of new workers to replace those who retire or leave the industry for other reasons. The association urged lawmakers and government officials to expand and fund employment and training programs to equip students and workers with the skills needed to become productive construction employees.

"Average pay in construction is 9 percent higher than in the private sector as a whole, and opportunities for advancement are plentiful," said Stephen E. Sandherr, the association's chief executive officer. "But we need educators and government officials at all levels to revitalize and better fund programs to prepare the next generation of construction craft workers and make students aware of the career opportunities."

Available from

Goodman

ACES

Standard Supply  
EST. 1946  
Delivering Solutions™

Carrier

TRANE

JSC  
Come Grow With Us

CENTURY  
A/C Supply™

Locke  
SUPPLY CO.

InSCO  
Distributing, Inc.

...and more to come!

## Introducing the SST™: System Service Transition™

The FUTURE of Coil and Furnace Maintenance and Servicing Capability

- Quick & Easy Installation - **Technicians Save Time!**
- Quicker - Easier - More Profitable Regular Maintenance
- Flexible - Fits Closet, Upflow Horizontal Applications

[www.HVACinnovate.com](http://www.HVACinnovate.com)

"Changing the HVAC Industry, One Innovation at a Time"

### Advantages

**No More** Removing Coils From the Furnace or Cutting Open the Coil Box

**No More** Limited View of the Heat Exchanger for Testing and Inspection

**No More** Dripping or Spilling Coil Cleaner on the Heat Exchanger

**No More** Being Unable to Clean into the Apex of the Coil

**No More** Block Offs Robbing System Performance and Air Flow

### Key Benefits

• **Room to Work:** Additional Clearance of Coil From Furnace

• **Removable Door:** Easy Instant Access to Coil and Heat Exchanger

• **Test for Coil Leaks in Minutes**

• **Heavy Gauge Cabinet:** Insulated Walls (R6 or R8)

• **Pre-Assembled:** No Cutting or Field Fabricating



888.994.4424

[www.HVACinnovate.com](http://www.HVACinnovate.com) • fax: 888.929.2566 • PO Box 1079 Cypress, TX 77410

Proudly Made in the USA • Patent Pending in the US and Canada

For a  
**FREE**  
Subscription to  
**Air Conditioning**  
**TODAY**  
visit  
[ac-today.com](http://ac-today.com)  
or call  
**830-627-0605**



## The spotlight



CertainTeed has announced Benoit Bazin as new President and CEO



Danfoss has appointed Scott Cohen as Regional Business Development Manager



Fujitsu General America Names Kal Osman as Director of Product Management



Jim Beavers has been named as Director of Commercial Sales at Fresh-Aire UV



Mitsubishi Electric Appoints Brian Wright to Director of Educational Sales



Mitsubishi Electric Appoints Tom McSharry to Senior Director of Solutions



Trish Alfele has been named Contractor Support Specialist at RGF Environmental

## MAKE IT EZ WITH LOCKE SUPPLY

JAMES PORTERFIELD  
AT THE LOCKE SUPPLY  
TRADE SHOW



Proudly Made In The USA

Designed for Homeowner  
Convenience and Dealer Success

### E-Z FILTER BASE MFG., INC.



Phone: (214) 328-9800  
Fax: (214) 321-9611  
[www.ezfilterbase.com](http://www.ezfilterbase.com)  
Since 1988

## FLY SUPPLY COMPANY

not your ordinary  
SUPPLY HOUSE

DO THE  
RIGHT THING...



BUY AMERICAN!

Delivery to San Antonio and the Hill Country - Mon, Wed, Fri  
Corpus Christi and South - Tue, Thur • Houston and East - Wed

Now  
Serving  
ALL of  
South Texas

# F S C

FLY SUPPLY COMPANY

5031 FM 1726 Goliad, TX 77963

Phone: 361.645.2388 Fax: 361.645.8285 Email: [rtfjr1@flash.net](mailto:rtfjr1@flash.net)  
Visit us at [www.flysupplycompany.com](http://www.flysupplycompany.com)

Customer  
Service  
is our  
Specialty!



## Insco Distributing's Downtown San Antonio branch was recognized by HTPG / Russell Refrigeration with their Outstanding Achievement Award for 2016



## Baker Distributing in League City TX held a Gree Mini-split Troubleshooting Class

Gerry Wagner, Director HVAC Technical Training for Watsco led the class with 48 contractors in attendance that included dinner



## ABM Expands HVAC and Energy Solutions Presence in Dallas with Acquisition of Mechanical Solutions, Inc.

ABM (NYSE:ABM), a leading provider of facility solutions, announced that its ABM Technical Solutions group has acquired Mechanical Solutions, Inc., a provider of HVAC services, plumbing and building automation in the Dallas, TX area.

Mechanical Solutions, Inc. (MSI) has been providing high quality HVAC services and solutions to commercial and industrial

clients in the Dallas/Fort Worth region for almost 20 years.

Paul Robinson, previous owner of MSI, will now serve as Vice President of Business Development for ABM Technical Solutions Group. Mr. Robinson was responsible for MSI's growth since 1997 and has more than 30 years of experience in the facilities services market.

## Texas Department of Licensing and Regulation

At their meeting held on March 1, 2017, the Texas Commission of Licensing and Regulation adopted the rule review of 16 Texas Administrative Code (TAC) Chapter 59, Continuing Education requirements, effective March 15, 2017.

The rule review adoption was published in the March 24, 2017, issue of the Texas Register (42 TexReg 1603)

TDLR encourages all persons interested in the Continuing Education requirements to review the rule review adoption. The adoption justification may be viewed at <https://www.tdlr.texas.gov/rulejust.htm>.

At their meeting held March 1, 2017, the Texas Commission of Licensing and Regulation adopted the rule review of 16 Texas Administrative Code (TAC) Chapter 60, Procedural Rules of the Commission and the Department, effective March 15, 2017.

The rule review adoption was published in the March 24, 2017, issue of the Texas Register (42 TexReg 1604).

TDLR encourages all persons interested in the Procedural Rules of the Commission and the Department to review the rule review adoption. The adoption justification may be viewed at <https://www.tdlr.texas.gov/rulejust2.htm>.

## UNITED A/C SUPPLY HVAC WHOLESALER

Serving the Industry for 33 years

### ONE STOP DOES IT ALL!

**Proudly Offering  
all sizes of  
ASPEN COILS**

#### STANDARD SPECIFICATIONS

- Rifled copper tubing, enhanced aluminum fins
- Immersion-tested at 500 psi, then nitrogen-pressurized and sealed.
- Externally mounted flowrater body with Schrader valve for hiss-testing.
- Heavy duty polypropylene drain pans on most models.
- Ten-year limited warranty.
- ARI certifiable with all brands of A/C and heat pump systems.



#### AVAILABLE OPTIONS

- Factory or field-installable TXV available.
- Painted cabinets.



**CALL OR  
STOP IN  
TODAY**

**9920 Westpark**

Houston, Tx 77063

713-952-5191

Website: [www.unitedacsupply.com](http://www.unitedacsupply.com)  
Email: [kmintl@wt.net](mailto:kmintl@wt.net)

Check with us on our wide selection of heating/ac parts and accessories priced right and in stock

## Texas Air Conditioning Contractors Association

### Texas HVAC/R License Prep Course

April 22/23 - San Antonio

May 6/7 - Austin

May 19/20 - Red Oak (DFW area)

**Time:** 8:00 am till 5:00 pm

**Cost:** \$425.00 TACCA Member  
\$525.00 Non Member

**TACCA Texas**, with more than 4 decades of experience in training, licensing and certifying contractors across Texas, is **your partner** in obtaining your Texas HVAC/R license.

Call us at 800.998.4822 to register today, or visit our website at [www.tacca.org](http://www.tacca.org)

**\*\*Discounted book packages available with class registration\*\***





Remember: What Stays Local, Grows Local. Your Premier HVAC/R Local Chapter since 1955

9800 Centre Parkway, Suite 101

Houston, TX 77036

713-781-4822

Registration@taccagh.org

TACCA-GH, the Texas Air Conditioning Contractors Association- Greater Houston has over 60 years of experience in serving the contractors and the HVACR Industry. We strive every day to help small business in the Greater Houston area and aid in safety measures for the consumers. Working together we make the HVACR Industry more successful and more professional.

The "VALUE" of TACCA-GH is different for each individual company. With that being said, we offer a wide variety of benefits to help assist our members, no matter the company size, big or small. Our quality programs range between

- Discounted Technical, Professional and Business Training,
- Worker's Compensation Insurance Trust
- State-Approved Continuing Education
- Legislative Advocacy at the State Level
- Many Networking Opportunities

**JOIN NOW!**

## You will also get this from TACCA Greater Houston when you join:

- Monthly meetings and social events for networking & information exchange.
- 22% Verizon Corporate Discount & 18% Discount for employees.
- FREE Associate Membership in Service Roundtable.
- Pre-Employment Screening Background Checks including Drug, Criminal History, Driving, etc...Discounts provided by several local Associate Members
- City of Houston Code Inspectors and TDLR- maintain a very Close relationship with the both to help advance and benefit the industry and our membership
- Discounted Educational Seminars- we offer a variety of classes ranging from but not limited to: marketing, management, technical, upper management, business and office staff classes
- Exxon Mobil Fuel Discounts 5¢ off per gallon ACCA members who enroll in our fleet card program can get a nickel a gallon rebate, plus access to complete reporting and management
- Workers Compensation Insurance Trust First Cardinal- Save up to 20% on your workers' compensation premiums
- Rapid Recovery Partnership: Rapid Recovery provides On-Site Cylinder Service. They come to you, recover the refrigerant from your cylinders and provide you with important EPA documentation.
- Credit Card Processing through Empower Processing Exclusive discounts on credit card processing systems and options for contractors.

**SPORTING  
CLAY  
SHOOT**

**Annual Shoot Out**

### \$150 Per Shooter

Ammo, Lunch & Beverages Included

### \$20 Non-Shooters

Includes Lunch & Beverages

### GAMES

**Game on for the 2 man Flurry!** The flurry will fire off 30 targets in a very short period to challenge your team shooting skills. **The Pair in the Air** is a game that consists of 20 targets that can be shot individually or in pairs. A great warmup!

**Date: April 21st, 2017**

**Registration starts at 8:30AM**

**Games start at 9AM – Flurry and Pair in the Air**

**Main Shoot (100 targets) starts at 10AM**

**Lewis Class Team Scoring– Awards for 1st place team in 3 divisions**

**American Shooting Center**





**Texas Air Conditioning Contractors Association**

**TACCA The Leader in Texas Department of  
Licensing Approved Education**

## Training Opportunities

TACCA (TDLR Provider #1126) has more than 40 years experience helping Texas contractors. Classes are available at a location near you or conveniently online. Register today!

### Online Continuing Education

TACCA Members  
**\$49.00**

Industry Partners  
**\$60.00**

Visit  
[www.TACCA.org](http://www.TACCA.org)

**April 1 - Denton  
Waco**

**April 8 - Houston  
Hurst**

**April 22 - Burleson  
Rio Grande Valley**

**April 29 - Austin**

**License Prep Course :** Only 3 out of 10 people pass the Texas ACR Exam. We will show you how to pass the FIRST time, with proven methods and materials!

**April 22/23 - San Antonio**

**May 6/7 - Austin**

**May 19/20 - Red Oak (DFW area)**

Contact TACCA at [education@tacca.org](mailto:education@tacca.org) or call 800/998-HVAC (4822). Limited seating, so register early!



CALL US TOLL FREE AT  
800/998-HVAC(4822)  
VISIT US ONLINE AT  
[www.TACCA.ORG](http://www.TACCA.ORG)

## EDUCATION / CALENDAR OF EVENTS

### Insco's April Training and Events Schedule

Insco Distributing, Inc. offers some of the best training available in the HVAC/R industry. With over 100 years of experience, we provide hands-on and classroom training at 8 facilities in Texas and Oklahoma. Most courses offer CE credits and our goal is to provide the needed skills and expertise to help our customers thrive in this evolving and competitive industry. Visit: [inscohvac.com](http://inscohvac.com) to see the complete schedule of spring semester classes.

#### El Paso

Tuesday, April 4th – Mitsubishi 4 Hour M & P Series Field Service Seminar from 8am – 12pm located at 11500 Rojas Drive Suites A and C El Paso, TX 79936! Only \$80

#### Grapevine

Tuesday, April 4th – Residential IAQ & ERV Systems from 8am – 12pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 Only \$80

Tuesday, April 11th – Ductless Mini Splits 301 from 8am – 5 pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 Only \$80

#### Houston

Tuesday, April 4th – York Dealer ICF 2017 Utility Rebate Training from 10am – 1pm located at 14820 North Freeway, Ste. 500 Houston, TX 77090! Only \$80

Wednesday, April 5th – York Residential Communicating Controls from 8:30am – 12:30pm located at 10460 S. Sam Houston Pkwy. West Houston, TX 77071! Only \$80

Thursday, April 6th – York Dealer ICF 2017 Utility Rebate Training from 10am – 1pm located at 10460 S. Sam Houston Pkwy. West Houston, TX 77071! Only \$80

Wednesday, April 12th – York Heat Pump Operations & Diagnostics from 8:30am – 5pm located at 10460 S. Sam Houston Pkwy. West Houston, TX 77071! Only \$100

Thursday, April 27th – Mitsubishi 4 Hour M

& P Series Field Service Seminar from 8:30am – 12:30pm located at 14820 North Freeway, Ste. 500 Houston, TX 77090! Only \$80

#### McAllen

Tuesday, April 18th – System Evacuation for the HVACR Pro from 8am – 12pm located at 1218 East Laurel Mc Allen 78501 Only \$80

#### Oklahoma City

Thursday, April 13th – Ruud Air Properties and Measurements from 8am – 12pm located at 3407 E Reno Oklahoma City, Oklahoma 73117! Only \$80

Thursday, April 27th – Ruud Single Stage Air Conditioning from 8am – 12pm located at 3407 E Reno Oklahoma City, Oklahoma 73117! Only \$80

#### San Antonio

Wednesday, April 5th – System Evacuation for the HVACR Pro from 8am – 12pm located at 2403 Freedom Drive San Antonio TX 78217! Only \$80

Wednesday, April 12th – Ruud residential Communicating Controls from 8am – 12pm located at 2403 Freedom Drive San Antonio TX 78217! Only \$80

Wednesday, April 12th – Ruud Inverter Technology Certification from 12:30pm – 4:30pm located at 2403 Freedom Drive San Antonio TX 78217! Only \$80

Wednesday, April 12th – TDLR Law from 4:30pm – 5:30pm located at 2403 Freedom Drive San Antonio TX 78217! FREE

Tuesday, April 25th – Thursday April 27th – Residential HVAC System Performance from 8am – 5pm located at 2403 Freedom Drive San Antonio TX 78217! Call NCI

#### Victoria

Thursday, April 6th – System Evacuation for the HVACR Pro from 8am – 12pm located at 3803 N John Stockbauer Victoria, TX 77904! Only \$80

Visit [inscohvac.com](http://inscohvac.com) to sign up!



**newest location  
coming SOON  
to Stafford, Tx!**

### Want to SAVE on CRANE costs?



[www.pro-lift.com](http://www.pro-lift.com)

(972) 939-3231

- ✓ Easy to operate
- ✓ Lightweight aircraft aluminum
- ✓ Battery operated
- ✓ Zero turning radius
- ✓ Nothing extends underneath the a/c unit
- ✓ Patent Pending

**Target your  
market and  
ADVERTISE  
with  
AC-Today  
over  
20,000  
readers a  
month**



## Product News

### Cooper-Atkins' EnviroTrak™ Software Version 5.0!

Cooper-Atkins® releases its new wireless monitoring software, EnviroTrak™, specifically designed for food processing and industrial applications.

The EnviroTrak system is used to monitor ambient spaces and equipment that includes refrigerators, freezers, holding tanks and fillers, to protect stored goods, food products and other items sensitive to spoilage.

Version 5.0, provides users with a customizable interface and provides instant alert notifications including escalations that require acknowledgement and documentation of corrective actions. The EnviroTrak system provides real-time data as well as historical input that helps verify equipment malfunctions and inconsistencies. It is available in 900 MHz or 802.11 Wi-Fi bandwidths (but can operate as a hybrid system, utilized when

both bandwidths are operating).

EnviroTrak offers a comprehensive NIST solution and ISO17025-certified options. The system allows for an unlimited number of monitoring points in an unlimited number of locations or buildings with a single software platform, thus requiring far less IT resources to maintain and manage your data.

*Cooper-Atkins Corporation, headquartered in Middlefield, CT, has been a leading manufacturer of environmental solutions since 1885. Cooper-Atkins serves the Foodservice, HVAC and Healthcare markets and has built a solid reputation as a leading manufacturer and provider of quality time, temperature, and humidity instruments. Led by Carol P. Wallace, President and CEO, Cooper-Atkins is a Certified Women Owned Business and proud member of the WBENC.*

### Nortek Global Hvac Launches New 96% Efficient Furnace

*Model FG7TE/FG7TN features 16-speed ECM blower motor*

**St. Louis** — Nortek Global HVAC, a leading manufacturer of energy-efficient, HVAC systems, is adding a new 96% AFUE gas furnace to its lineup. Model FG7TE/FG7TN comes with a factory-installed ECM motor and programmable control board. The new furnace meets ENERGY STAR requirements and qualifies for local utility rebates and the U.S. federal tax credit.

The Nortek Global HVAC fixed-torque ECM blower motor is programmable to 16 different speeds for both heating and cooling operation modes, making it extremely adaptable to challenging high-static applications as well as a greater range of heating and cooling capacities. Nearly 100% of the fuel used to power the unit is converted into useful heating power. The new furnace also features:

- SmartLite® hot surface igniter made of silicon nitride for long igniter life

- On board jumper shunt for two-stage operation from a single-stage thermostat
- Dehumidification terminal to reduce initial airflow for maximum humidity removal
- Three LED status lights to simplify troubleshooting

Model FG7TE/FG7TN joins the company's 95% AFUE furnaces, including another model with an ECM motor, a single-stage model with multi-speed non-ECM blower motor and two multi-stage models.

Model FG7TE/FG7TN is available in the Broan®, Frigidaire®, NuTone®, and Westinghouse® brands of HVAC equipment. Similar model MGC2TE/MGC2TN is available in the Maytag® brand.

For more information about innovative Nortek Global HVAC products, contractors and distributors should visit [nortekhvac.com](http://nortekhvac.com).

### Armstrong Announces Winners of Its Harley Davidson Motorcycle Promotion

*Texas Contractor & Counter Person  
Are the Two Big Winners*



*Ted Parker with Hugh Cunningham Co, Michael McCarthy with Armstrong, Winners Keith Craddick and Manuel and Lupe Lopez, and Allen Ruddick with Hugh Cunningham Co*

**Toronto** — Armstrong Fluid Technology announced that the winners of brand new Harley Davidson Sportster motorcycles in its *Cruisin' with Armstrong* promotion were a plumbing contractor and a counter sales person from Texas.

Manuel Lopez, owner of Conquistador Plumbing in Lubbock, Texas, was the winner of the first Harley of a random draw in the *Cruisin'*

*with Armstrong* promotion that provided US contractors with a \$5 Visa Gift Card and one entry into a draw for the motorcycle every time they purchased an ASTRO or COMPASS circulator.

As the counter sales person who sold Lopez the Armstrong circulator at Morrison Supply Company in Lubbock, Texas, Keith Craddick also won a new Harley Davidson Sportster.

**Over 60 Years of Dedicated Military Service!**

**Attic Tent**

Eight Models to meet your needs.  
AT-1 through AT-8



[www.attictent.com](http://www.attictent.com)  
704-892-5399



**Veteran-Owned  
Business**

#### Our Core Values

Integrity First  
Selfless Service

Dedicated Customer Service

Excellence in All We Do

**AT Insulator**  
New Product

With R-30 Insulation  
Fits AT-1 through AT-5  
or  
with R-38 Insulation  
Fits AT-1 through AT-4





## Mitsubishi Electric Opens New Office in Dallas-Fort Worth Area



## Winsupply Selects Vendors of the Year for 2016

**Dayton, Ohio** – Winsupply has selected its annual Vendors of the Year for 2016 in their respective product categories.

The Winsupply Preferred Vendors that won in each category were chosen based on volume sold over a period of years, being one of the leaders in growing the business, selling to a breadth of locations that buy the vendor's type of product, and having no major issues during the past year.

The winners of Vendor of the Year include:  
 HVAC: **Johnson Controls**  
 Industrial: **NIBCO Plumbing**  
 Finished Goods: **American Standard**  
 Plumbing Rough-In: **NIBCO**  
 Pumps: **Liberty Pumps**  
 Tools: **Milwaukee Electric Tool**  
 Waterworks: **A.Y. McDonald**  
 National Account Manager: **Mark Terrel** of American Standard, and **Bobby Leggett** of Johnson Controls.



**READ THE NEWEST ISSUE ONLINE!**  
**AC-TODAY.COM**

# Are You A Member?

## Become A Member of Women In HVACR Today!

Visit [www.WomenInHVACR.org](http://www.WomenInHVACR.org) to join.

**Our Mission:**  
 Women in HVACR exists to improve the lives of our members by providing professional avenues to connect with other women growing their careers in the HVACR industry. We empower women to succeed through networking opportunities, mentoring and education.

**Our Vision:**  
 Women in HVACR will be recognized as the premier organization for women in the HVACR industry, intent on providing multiple avenues for women to connect and grow, both professionally and personally.

**Member Benefits Include:**

- Online Member Only Newsletter
- Online Interactive Member Directory
- Discounts on Industry Events
- Online Educational Courses
- Student Scholarships
- Regional Meetings & Workshops
- Endless Networking Opportunities
- And Much More...










**WOMEN  
IN  
HVACR**  
 Networking. Education. Mentoring.

www.WomenInHVACR.org





ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today. More information can be found at [www.ashrae.org/news](http://www.ashrae.org/news).

## ASHRAE Awards More Than \$118,000 to Fund 26 Undergraduate Projects in Eight Countries

Atlanta – ASHRAE announced its 2017 Undergraduate Program Equipment Grants – which encompasses a group of 26 undergraduate projects led by students from around the world who are poised to continue ASHRAE's commitment of shaping tomorrow's built environment today. The awarded grants total more than \$118,000 and will help the winning students complete their undergraduate projects.

The Undergraduate Program Equipment Grants is an ASHRAE program that provides grants to engineering, technical and architectural schools worldwide. Its goal is to increase student knowledge, learning and awareness of the HVAC&R industry through the design and construction of senior projects. Grants are used to fund equipment and supplies for senior projects and two-year technical school projects that focus on ASHRAE-related topics.

More than 46 entries were received and evaluated for this year's grants. The winning projects were chosen based upon guidelines that include: relevance as an ASHRAE-related topic; long-term student impact of the project; amount of funding requested; and the participating students' involvement with ASHRAE.

The top two projects will be presented during the Student Program at ASHRAE's 2018 Winter Conference, which will take place January 20-24, 2018 in Chicago. Those projects are "Design and Prototyping of a Carbon-Dioxide-based Heat Pump Integrated Energy System," Ryerson University and "A Hot-Gas Bypass Load Stand to Demonstrate Compressor Performance," Oklahoma State University. For more information about the program, please visit [www.ashrae.org/grants](http://www.ashrae.org/grants).

## ASHRAE Goes West, Takes Annual Conference to Long Beach, Calif. June 24-28

Atlanta – ASHRAE is pleased to host industry professionals and experts at its upcoming Annual Conference from June 24-28. The five-day event boasts eight conference tracks, tours, social events and a keynote message from Derreck Kayongo, CEO of the Center for Civil and Human Rights. Additionally, 2017-18 ASHRAE President Bjarne W. Olesen, Ph.D., Fellow ASHRAE, Life Member, will unveil his presidential theme during the President's Luncheon on Monday, June 25.

Registration is now open for the event, which will take place in Long Beach, Calif. at the Long Beach Convention and Entertainment Center. Committee meetings will be held at the Hyatt Regency Long Beach and the Renaissance Long Beach.

Among the conference's most anticipated elements, this year's Technical Program features several new tracks, including one on net zero energy (NZE) – a topic that has been at the forefront of the building industry recently, especially in California.

The Technical Program will address the benefits of NZE, how to achieve construction goals in the design and operation of buildings, how Title 24 of the Energy Efficiency Standards for Residential and Nonresidential Buildings will require all commercial buildings to be NZE by 2030, and more.

The conference's fifth annual Research Summit will report the latest research results on building science and renewable energy and its impact as we move toward NZE buildings.

ASHRAE Learning Institute will offer two full-day seminars, and eight half-day courses during the conference. Courses include Efficient Energy Management in New and Existing Buildings; Designing High-Performance Healthcare and HVAC Systems; and High-Performance Building Design: Applications and Future Trends. More information can be found at [www.ashrae.org/longbeachcourses](http://www.ashrae.org/longbeachcourses).

Those interested in sitting for one of six ASHRAE certification exams must apply by June 2. The exams include: Energy Assessment, Energy Modeling, Commissioning, Healthcare Facility Design, High-Performance Building Design and Building Operations. Learn more and apply at [www.ashrae.org/longbeachexams](http://www.ashrae.org/longbeachexams).

Learn more and register for the 2017 ASHRAE Annual Conference at [www.ashrae.org/longbeach](http://www.ashrae.org/longbeach).

## Former ASHRAE President Thomas Watson Awarded Institute of Refrigeration's J&E Hall Gold Medal

Atlanta – Thomas Watson, a former ASHRAE president and retired chief engineer at Daikin Applied, recently received the Institute of Refrigeration's (IOR) J&E Hall Gold Medal Award for his ground-breaking work to improve the efficiency of chillers and industrial heat pumps.

Watson's work included the introduction of large capacity oil-free magnetic bearing compressors and the first centrifugal chiller with zero-ozone depleting potential. He is currently working on the safe application of low GWP flammable refrigerants.

The J&E Gold Medal Award is one of the industry's most prestigious honors and recognizes the most noteworthy practical contributions in the field of refrigeration. Watson was presented with the gold medal and a check for £5,000 by IOR president Steve Gill at the IOR annual dinner in London in February.

He is also currently the chair of the Air Conditioning, Heating & Refrigerating Technology Institute Research & Technology Flammable Refrigerants Subcommittee, where he is helping conduct research into the safe application of low global warming refrigerants that are flammable. This is an international research program that is being conducted jointly with ASHRAE and the U.S. Department of Energy.

## ASHRAE Revises Energy Auditor Certification to Meet DOE Guidelines

Atlanta – ASHRAE announces revised requirements for its energy auditor certification, Building Energy Assessment Professional (BEAP). The revised requirements, which will take effect Thursday, March 16, 2017, will provide earners with recognition by United States government agencies for contracts requiring energy audit services.

ASHRAE's revised energy auditor certification program will validate competency against the Better Buildings Workforce Guidelines scheme requirements for the Building Energy Auditor set forth by the National Institute of Building Sciences (NIBS) Commercial Workforce Credentialing Council (CWCC). The goal of this adjustment is to achieve U.S. Department of Energy (DOE) recognition by the summer of 2017 of services provided by these certificants.

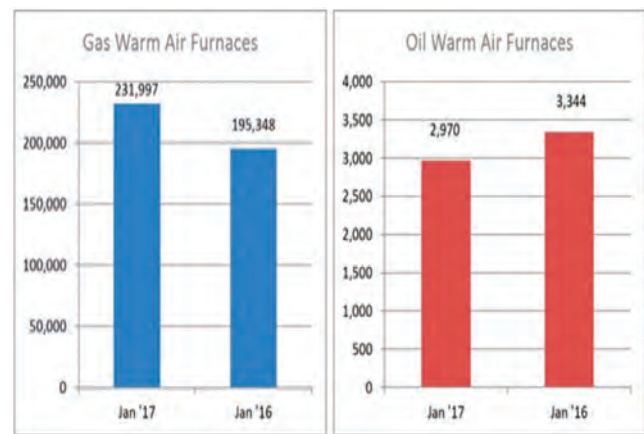
Current ASHRAE BEAP certifications will renew against these new scheme requirements beginning in 2018.

ASHRAE had a role in developing the Guidelines through its participation on the Board of Advisors for the NIBS' CWCC. The CWCC works to establish voluntary national guidelines to improve the quality and consistency of commercial building workforce credentials.

# AHRI Releases January 2017 U.S. Heating and Cooling Equipment Shipment Data

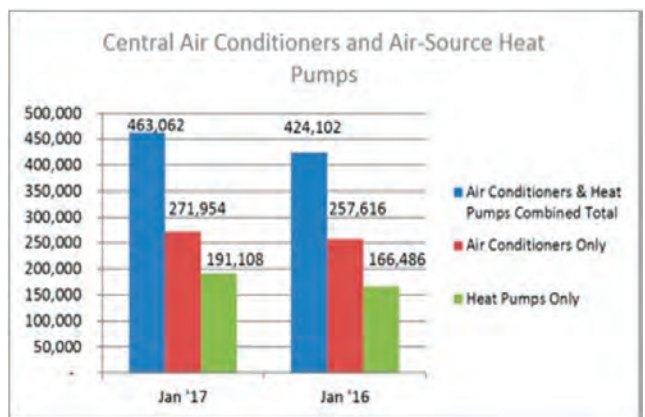
### Warm Air Furnaces

U.S. shipments of gas warm air furnaces for January 2017 increased 18.8 percent to 231,997 units, up from 195,348 units shipped in January 2016. Oil warm air furnace shipments decreased 11.2 percent to 2,970 units in January 2017, down from 3,344 units shipped in January 2016.



### Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 463,062 units in January 2017, up 9.2 percent from 424,102 units shipped in January 2016. U.S. shipments of air conditioners increased 5.6 percent to 271,954 units, up from 257,616 units shipped in January 2016. U.S. shipments of air-source heat pumps increased 14.8 percent to 191,108 units, up from 166,486 units shipped in January 2016.



### U.S. Manufacturers' Shipments of Central Air Conditioners and Air-Source Heat Pumps

Month			Year-to-Date		
Size Description (000) BTUH	Total	% Change from 2016	Size Description (000) BTUH	Total	% Change from 2016
Under 16.5	18,091	+1	Under 16.5	18,091	+1
16.5-21.9	56,433	+15	16.5-21.9	56,433	+15
22-26.9	86,341	+9	22-26.9	86,341	+9
27-32.9	66,584	+3	27-32.9	66,584	+3
33-38.9	92,182	+10	33-38.9	92,182	+10
39-43.9	33,726	+11	39-43.9	33,726	+11
44-53.9	49,456	+13	44-53.9	49,456	+13
54-64.9	40,830	+6	54-64.9	40,830	+6
65-96.9	7,343	+5	65-96.9	7,343	+5
97-134.9	5,288	+12	97-134.9	5,288	+12
135-184.9	3,297	+8	135-184.9	3,297	+8
185-249.9	1,385	+14	185-249.9	1,385	+14
250-319.9	1,002	+36	250-319.9	1,002	+36
320-379.9	289	+27	320-379.9	289	+27
380-539.9	308	+26	380-539.9	308	+26
540-639.9	229	+44	540-639.9	229	+44
640-799.9	88	+100	640-799.9	88	+100
800.0-899.9	55	+100	800.0-899.9	55	+100
900.0-999.9	50	+100	900.0-999.9	50	+100
1,000.0-1,199.9	26	+100	1,000.0-1,199.9	26	+100
1,200.0 & Over	59	+100	1,200.0 & Over	59	+100
TOTAL	463,062	+9	TOTAL	462,872	+9

BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial.



# The RSES Southwestern Regional Association held their annual Meetings in Round Rock TX



## REFRIGERATION ASSOCIATION OF SAN ANTONIO



The speaker for the evening was A.J. Peterson Field Market Coordinator for DeWalt Tools of Central Texas



RSES San Antonio newest member Billy Jo Sanchez



A.J. is presented his Certificate of Appreciation by Gary Edmund CMS

### MEETING PLACE

The Refrigeration Association of San Antonio meets on the third Thursday of every month in the Beethoven Maennerchor Hall at 422 Pereida.

There will a 30-minute education session at 6:30 PM prior to the meeting.

Any special 30-minute requests should be directed to the Education Chairman, Dallas Lesley CMS. Contact him via email. subsailor.ret78@yahoo.com.



Join Us For an

**RSES MEETING**

AT

**Hickory Hollow Restaruant**  
8038 Fallbrook Drive.  
Houston, Texas 77064  
281-469-5323

Note:  
NEW LOCATION

**April 4, 2017 6 to 8 pm**

This month we will discuss ECM Motors. This course will take you through the different ECM motor technologies. You will be able to troubleshoot an ECM motor to determine whether the motor or electronic module is operating properly. Also a quick refresher on FHP motor teardown and parts Our guest presenter, is David Starich the Business Development & Training Manager at Nidec Motor Corporation. Please reserve this date now, you do not want to miss this class.

And don't forget one of the benefits of RSES membership is access to tons of technical data and articles on [www.rses.org](http://www.rses.org) and a subscription to the RSES Journal.

Join Us For an

**RSES MEETING**

AT

**Hickory Hollow Restaruant**  
8038 Fallbrook Drive.  
Houston, Texas 77064  
281-469-5323

Note:  
NEW LOCATION

**May, 2017 6 to 8 pm**

This months education session will be the UniWeld Flame Safety course. Some topics that will be discussed include the Fire Triangle, Fuel Gases and Cylinders, Alloys, Nitrogen Regulators and Flow Indicator, Flame Tools, Flame Tool Set Up and Safety and Brazing Techniques. Please reserve this date now, you do not want to miss this class. Our presenter, Warren Finney has 30+ years in the HVAC/R Industry, from technician to many years at the wholesale level to the 18 years as a manufactures Rep. He is currently Principal Member, Technical Advisor, & Engineering Consultant with Southwestern HVAC Sales, LLC.

And don't forget one of the benefits of RSES membership is access to tons of technical data and articles on [www.rses.org](http://www.rses.org) and a subscription to the RSES Journal.

RSES Houston Chapter meets on the 1st Tuesday of each month from September to May. You can check for upcoming dates/locations at <http://www.rses-swra.org/Houston.html>



# Focus

## CASTILLO TRAINING

### •TDLR 8 HR CE CLASSES•

Law, Compressors, Capacitors, Codes, OSHA/Safety

Tuesday April 4, 2017 May 2, 2017

Location: Johnson Supply San Antonio

1050 Arion Parkway

Location: Southern Careers – 6963 NW Loop 410, 78238

Saturday April 8, 2017 May 20, 2017

TDLR No. 1362 Class No. 15545

• License Prep Classes • call for ongoing dates

• NATE & EPA Online Exams • call for dates

• 30-HR OSHA Workshop • Fridays

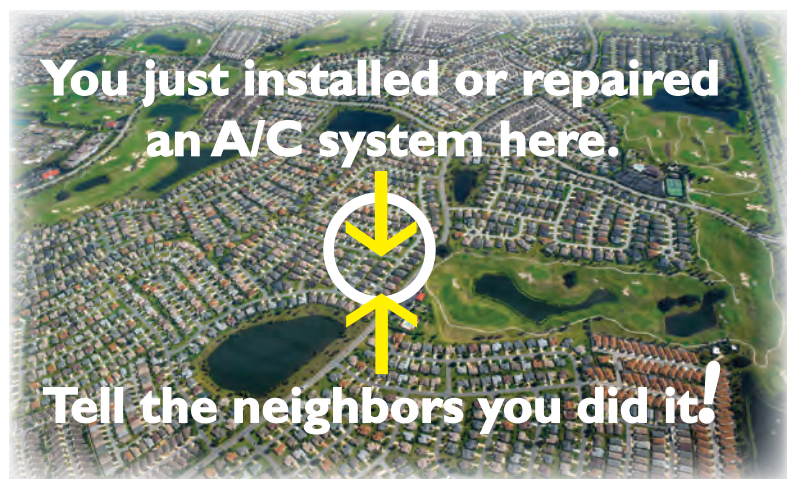
May 5-26 & Jun 2

9:00 AM to 3:30 PM

Phone: (210) 828-0234 Fax: (210) 828-0242

silverfox0001@earthlink.net www.castillotraining.com

## Mail As Few As 25 Street Targeted Postcards



You just installed or repaired  
an A/C system here.

Tell the neighbors you did it!

Your company will be the "star" of the card,  
and still qualify for manufacturer co-op dollars.



Call Mark Merrill Today  
**800-708-0696**



Helping You Build  
Affordable  
Green Comfort  
Since 1958.



Call us today at:  
**352-589-0099**  
[www.rcdmastics.com](http://www.rcdmastics.com)



## Elite Software

Over 20 Hvac Design Programs!

Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigeration, More!



**Rhvac \$495** Includes ACCA approved Manual J 8th Edition load calcs, Manual D Duct Sizing, Equipment Selection, Sales Proposals and free links to ResCheck, EnergyGauge USA, and REM/Rate software.

**\$295/up** To add on Bill of Materials, CAD Drawing Features, Graphic Sales Proposals, & Gas Vent Sizing

**\$20/up** For HVAC E-Books & Training Video DVD's

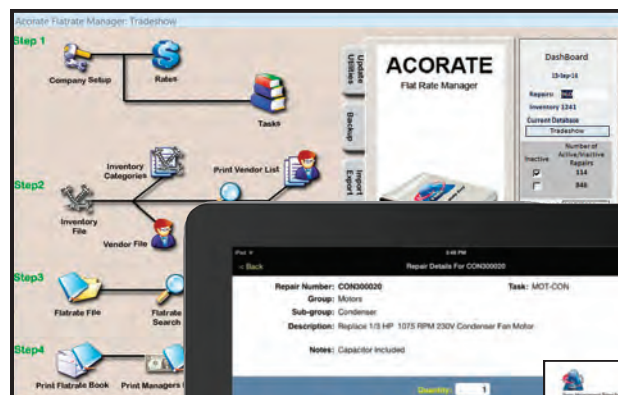
[www.elitesoft.com](http://www.elitesoft.com) **800-648-9523**



## ACORATE Flat Rate Software

No ongoing monthly fees required!

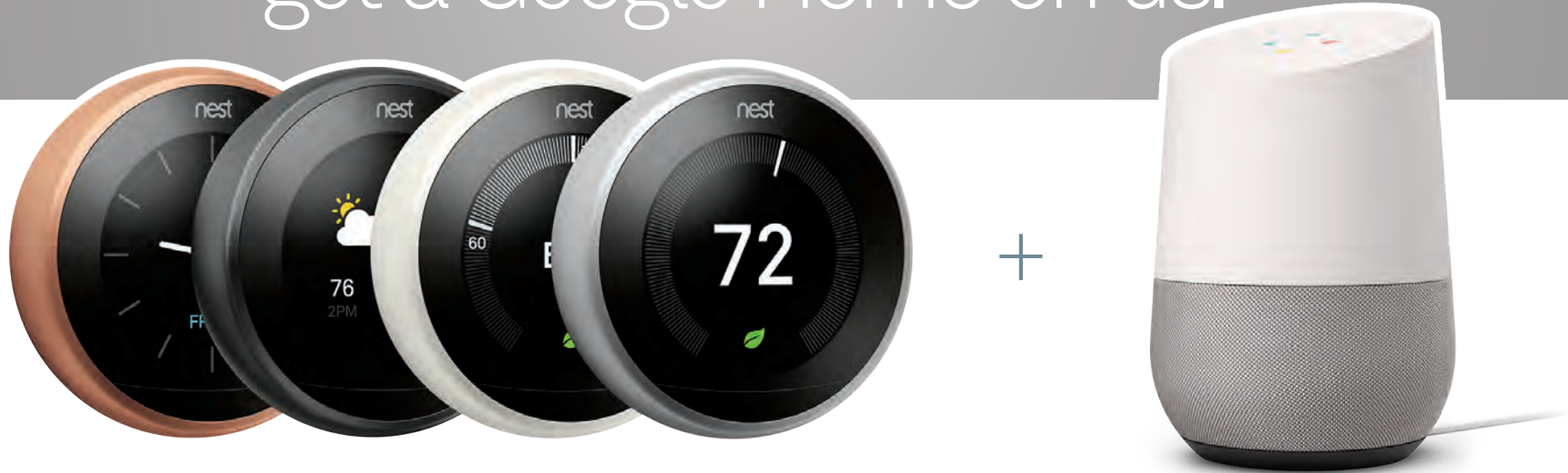
- Portrays professional image!
- Setup wizard allows you to print your books in 4 easy steps
- Repairs are built in one easy screen
- Ability to add, delete and edit repairs
- Easily update labor and material
- Ability to show a savings column
- Ability to print a detailed manager's book
- Ability to have an electronic or printed version of Flat Rate Book
- Eliminates calculation errors
- Ability to show savings or potential savings for preferred customers
- Create professional looking quotes
- Ability to capture customer's approval signature
- Ability to print or e-mail quotes



Team Management Systems, Inc.  
[www.acorate.com](http://www.acorate.com) ♦ [sales@acorate.com](mailto:sales@acorate.com) ♦ (800) 299-7351



# Buy four Nest Thermostats, get a Google Home on us.



Only available April 3 through April 21.

nest

**CENTURY**  
A/C SUPPLY™

Limit 12 Google Home rewards per account. Valid only on Nest Thermostats purchased at Century A/C Supply between April 3 and April 21. Google Home will be given to dealer at the end of the promotion.

## CALLING ALL DEALERS: WARRANTIES, SPIFFS, REBATES, & MORE!

CASH IN ON THIS YEAR'S DEALER  
PROGRAMS & BENEFITS PLUS ENJOY:

Now through December 31

DISCOUNTED 10-YEAR  
LABOR YORKCARE PLANS

April 1 - September 30

CASH BACK REBATES

Up to \$850 per each newly installed, qualifying system

DEALER SALESPERSON SPIFFS

Ranging from \$5 - \$40 per piece of qualifying equipment

PROMOTIONAL FINANCING REBATES

Discounted financing programs with  
attractive consumer offers including 0% for 60 months



**YORK**®

**CENTURY**  
A/C SUPPLY™

CALL YOUR TERRITORY MANAGER FOR COMPLETE DETAILS.

**DALLAS**  
972-241-7007

**MESQUITE**  
972-270-2465

**WACO**  
254-296-0505

**SAN MARCOS**  
512-392-1114

**SAN ANTONIO**  
210-377-3991

**LA FERIA**  
956-507-7968

**RICHARDSON**  
972-470-9119

**FORT WORTH**  
817-831-9675

**CEDAR PARK**  
512-528-9675

**SOUTH AUSTIN**  
512-280-9675

**WEST SAN ANTONIO**  
210-591-1910

**CENTURYAC.COM**