

## PHCC of San Antonio held their Plumbing Apprentice Graduation Ceremony



Stories and pictures on page 9.

## TACCA Greater San Antonio 28th Annual Golf Tournament



1st Place Team Beyer Mechanical- Tom Damiania with Comfort Design, Jeff Beyer with Beyer Mechanical, Dawn Thompson with TACCA GSA, Rick York with York Construction and Tom Smith with Joeris.

Pictures on page B14.

## DFW Company Gives Back to Veterans

### Provides Life Changing Career Opportunities

**Dallas-** DFW companies like BERKEYS Air Conditioning, Plumbing & Electrical work hard to honor military members and veterans 365 days a year. For many members of the military, leaving the armed services can be a difficult transition. Some find it exciting to have newfound freedom and opportunity, but many feel lost and unsure about what do next.

Everyday, 22 veterans commit suicide, citing the inability to transition into real

life. National programs like 'Retail Ready' partner with companies like BERKEYS by training vets to be HVAC-certified, giving them an opportunity for a new career. These are competitive, high-paying HVAC careers that will help them build a new life.

"Our veterans tell us time and time again that they take great pride in being independent, a provider for their family, and most importantly not needing handouts or charity," said BERKEYS HVAC hiring

manager Adam Mennenga. "I am proud to work for a company that works hard to hire our nation's veterans, and I'm excited to say we are now hoping to hire as many as we can."

If you know a veteran who wants a new career or is in need of change, contact Mr. Mennenga at 817-481-5869.

### **Retail Ready**

Retail Ready Career Center believes for its students to be successful and able to make a return on their education investment. The education

received should not be theory based but application based. Our passionate pursuit of providing veterans with in-demand marketable skills will provide valuable education in the shortest amount of time and least amount of life disruption possible. The faculty of the Retail Ready Career Center will passionately pursue and execute the most effective and time efficient methods for its graduates to be successful in their careers. For more information contact <http://www.rrecfuture.com/>.

## HARDI conducted their 2017 Southwestern Regional meeting at the Hilton Sandestin Beach Golf Resort & Spa on June 11-13

HARDI conducted their 2017 Southwestern Regional meeting at the Hilton Sandestin Beach Golf Resort & Spa on June 11, 12 & 13th. The well-organized event included lots of business meetings as well as lots of opportunity to network and, of course, time to socialize.

The Sunday night 'Welcoming Reception' serving hors d'oeuvres and featuring an open bar was held on the Hilton's 'Barefoots Deck'. M&M Manufacturing sponsored the reception. Those wanting to continue socializing were welcomed each night to the hospitality suite. Roger and Carl Pollex made sure everyone was comfortable at the suite each night.

After the Monday morning



President Mark Gunder of HARDI SW Region. Pictures and story on page B11.

business meeting, the attendees were addressed and entertained by Philip Fulmer, Head Football Coach of the University of Tennessee for seventeen years and a member of the College

Football Hall of Fame. Mueller Industries sponsored Coach Fulmer's endearing presentation.

Tuesday morning was highlighted by a golf tournament at the Raven Golf Club sponsored

by Global. Later that night was the closing reception with dinner and cocktails. Honeywell Genesis Series Cable sponsored this event, which was a fitting close to great meeting.

Today HARDI represents more than 475 wholesale companies (including 17 international companies), more than 300 manufacturing associates and nearly 140 manufacturer representatives. It is estimated that HARDI members represent 80 percent of the dollar value of the HVACR products sold through distribution.

For more information on the HARDI Southwest Region contact Mark Gunder at (972)-620-2801 or [mark@gunderassociates.com](mailto:mark@gunderassociates.com).

## Permira Funds Complete Acquisition of DiversiTech



DiversiTech President and CEO Jim Prescott

**New York, NY** – Permira, the global private equity firm, announced today that a company backed by the Permira funds has successfully completed the acquisition of DiversiTech, a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration.

Permira will draw on its significant global experience in backing value-added manufacturing and distribution companies to help DiversiTech expand its product offerings and geographical footprint, both organically and through acquisition opportunities.

DiversiTech's senior management team, led by Jim Prescott, President & CEO, will remain significant owners of the company.

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## RectorSeal® Introduces PRO-Fit™, the Next Generation of Reliable Refrigeration Pipe Flaring

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PRO-Fit™ Precision Flaring Kit produces tubing flares in just seconds without splits, blemishes and burrs that cause leaks associated with slow traditional flaring tools/blocks.

RectorSeal®, Houston, a leading manufacturer of quality HVAC/R tools and accessories, introduces the PRO-Fit™ Precision Flaring Kit, the next generation pipe flaring tool for copper and aluminum tubing used in air conditioning and refrigeration work. PRO-Fit's unique pipe flaring tool design/method is the easiest, quickest and most reliable method, because it helps prevent potential sidewall splits and leaks associated with slow traditional flaring tools when forming 45°, field-applied refrigeration tubing flare connections.

The kit consists of five bell-shaped, color-coded, size-inscribed flaring bits designed for 1/4, 3/8, 1/2, 5/8 and 3/4-inch (6, 7.5, 12, 16, 19-mm) tubing. The flaring process requires just seconds to complete using a (minimum) 12v drill or impact driver. The spinning bit forms the tube opening into a flare, without splits, burrs, blemishes or uneven edges that typically cause flare fitting connection leaks. The bits are also the most efficient option for flaring short stubs or existing tubing in cramped spaces with limited accessibility for traditional flaring tools/blocks.

The kit's 7.5 x 11 x 2-inch (19 x 28 x 5-cm) clear durable plastic carrying case includes an interior foam organizer with cutouts sized to fit each respective bit. A four-color 7.5 x 11-inch instruction sheet mounted under the foam is readable through the

bottom of the plastic case bottom without removing.

Other features of the PRO-Fit Precision Flaring Kit include:

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- No-slip, 1/4-inch-diameter hex-shaft for the industry standard 1/4-inch hex chuck;
- Hardened tool steel bits with a proprietary machine shop-grade non-corrosion coating;
- Available to HVAC/R wholesale distributors in four-unit cases;
- and replacement bits are available through distributors.

The kit is the first offering from RectorSeal's newly-created PRO-Fit brand. Going forward, RectorSeal will continue to introduce more tools and consumables for the HVAC/R trade.

For additional information on the PRO-Fit Precision Flaring Kit or other HVAC/R products from RectorSeal, visit [www.rectorseal.com](http://www.rectorseal.com)

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## New Line of YORK® Dedicated Outside Air Systems Delivers More Heating and Cooling Options, Greater Flexibility

**Milwaukee**—A new line of dedicated outside air systems (DOAS) from the YORK® brand of Johnson Controls, includes a range of 100 percent outside air units and mixed air units that provide users with more options and greater application flexibility. With heat pump operation and water source operation, as well as a hot water heat option, the new line of air systems delivers more combinations of heating and cooling than before. The systems also feature an internal energy recovery wheel that pre-conditions outside air and reduces heating and cooling loads by transferring energy between the exhaust airstreams.

The new DOAS line offers air or water cooled

units, in various configurations ranging from cooling only to heat pump. A full selection of factory-installed options adds to system flexibility, including:

- Modulating or staged gas heat, modulating electric heat or hydronic heat options to meet outside air heating requirements
- Six row evaporator coil for maximum capacity and moisture removal
- On/off or modulating hot gas reheat to condition air to a neutral discharge temperature and accurate humidity control
- BAS connectivity, thanks to the native BACnet control system, which has been designed specifically

for integration with multiple BAS via BACnet, Modbus, Lonworks and N2 protocols.

Often paired with another heating, ventilation and air-conditioning (HVAC) system, a YORK DOAS can operate in combination with a separate sensible cooling system for a bundled solution that satisfies the entire building load, sensible and latent. Paired system options include rooftop and self-contained units, chillers, water-source heat pumps, variable-air volume terminals and variable refrigerant flow systems.

To learn more about YORK dedicated outside air systems, please visit [www.york.com](http://www.york.com).

## Product News

### Mitsubishi Electric Cooling & Heating Residential Systems Receive ENERGY STAR® Most Efficient 2017 Designation

**Suwanee, Ga.** — Mitsubishi Electric US, Inc. Cooling & Heating Division (Mitsubishi Electric), a leading manufacturer of Zoned Comfort Solutions™ and Variable Refrigerant Flow (VRF) cooling and heating systems, announces its recognition by the U.S. Environmental Protection Agency's (EPA) ENERGY STAR® program. Several Mitsubishi Electric residential systems have received the designation of ENERGY STAR Most Efficient 2017, which is intended to identify and promote energy efficient products in the marketplace.

Among the manufacturers in the "Central Air Conditioners and Air-Source Heat Pump" category, Mitsubishi Electric had 56 qualifying systems, in a range of capacities, across the M-, P- and S-Series product lines. The qualifying M-Series models include select systems from the FH, GE, GL, FE and KJ product lines. The qualifying P-Series models include select systems from the PUZ and PUY product lines. The qualifying S-Series models include select systems from the PUMY product line. The Most Efficient designation for approved models remains when the Mitsubishi Electric kumo cloud™ controller app is used.

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## Do I need a web page if I have a Facebook Page?

Mark Zuckerberg, CEO of Facebook, has a mission. He wants the social platform to be a part of our lives, all day, every day. He wants the social platform to be included in personal conversations and business ones.

I am not here to judge whether I think that is creepy, appropriate or cool. It is a fact. And many small businesses are buying into the idea of making Facebook their home base. But is it a good idea? How do you compare the pros and cons of the company Facebook Page vs Web Page? And do you need both?

I believe the answer to the Facebook Page vs Web Page debate is a resounding yes, and here's why:

**1. Your Facebook page is not yours.** Facebook controls access to it, controls what you can put on it and also controls who will see your content. What happens to your business as Facebook changes the rules? Your business and revenue stream should not be dependent on something you can't control.

**2. Facebook isn't free.** In the early days of Facebook business pages you could share content and be sure several hundred, or if you had a large community, several thousand people would see your updates. Not anymore. With the explosion of Facebook pages, Facebook's emphasis on their advertising platform means you have to

pay to convey your message to a significant portion of your audience

**3. There are too many distractions on Facebook.** Your message appears in a timeline, sandwiched in between cat videos, cartoons, celebrity marital spats and political rants. It is nearly impossible to be the most interesting thing in the news feed.

**4. Facebook search sucks.** Go ahead, try to find a plumber, baker or dentist on Facebook. It just isn't set up for business search, unless someone already knows your company name. Facebook search won't be very helpful for prospective customers to find you when they are in buying mode.

**5. Facebook doesn't get preferential treatment on Google.** Where will customers go when they are looking for a product or service? You already know the answer. It is Google. Once there, they are likely to see websites and Google for Business pages. I don't want to say they will never find your Facebook page, but it doesn't happen often.

**6. Not everyone has a Facebook account.** I know the platform feels pretty ubiquitous, but not everyone wants to play. And it isn't just your 90-year-old grandmother who isn't on Facebook. Lots of young professional have either gotten rid of their accounts or rarely log in. So depending

exclusively on Facebook will limit your options.

Now don't get me wrong, Facebook is an awesome business tool, but just that, a business tool. It is not the center of your marketing. For that, you need a robust, well designed, mobile responsive website which you update regularly. The content of your website can be used to fuel email newsletters and status updates on Facebook, but remember, ultimately you want people and search engines to find your website.

Your website is a platform you control. You decide what people will and won't see. You set the rules. This is your business.



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.*

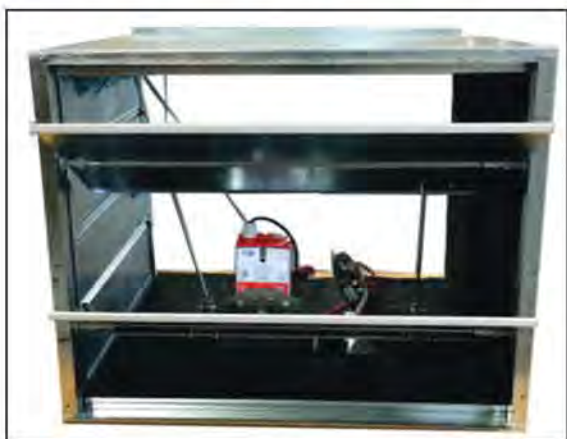
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## PHCC-San Antonio Apprentice Graduation and Awards



**2nd year Highest GPA Corey Opiela with Opiela Mechanical**



**4th Year Ed Harrell Memorial Scholarship Winner David Ross with Texas Plumbing Diagnostics**



**Master Plumber Instructors of PHCC-San Antonio Plumbing Apprenticeship Program – Yr 4 - Rene Sanchez, SOS Liquids; Apprentice Program Chairperson- Randy Hunter, REC Industries; Program Coordinator/Yr 1: Justin Lowe, UTSA; Year 3- Steven Short, REC Industries Yr 2- (not pictured, Gary Gentry, Beyer Plumbing)**

PHCC-San Antonio held their Plumbing Apprentice Graduation Ceremony and Awards at St. Philip's College in San Antonio, TX. PHCC-San Antonio President Randy Hunter (REC Industries) led the ceremonies.

### PHCC-San Antonio Rewards

Year One: Highest GPA: Joshua R. Butler – Beyer Plumbing Co.; Best Attendance: Luke I. Rutkowski – Rutkowski Plumbing

Year Two: Highest GPA: Corey A. Opiela – Opiela Mechanical, Inc.; Best Attendance: Joshua Short – George Plumbing Co.

Highest GPA: William Gilbert – Beyer Plumbing Co.; Best Attendance: Robert Chauvey – Beyer Plumbing Co

### Graduates

Juan J. Mendiola – O'Haver Plumbing Co.

Aric J. Ramos - O'Haver Plumbing Co.

David E. A. Ross - Texas Plumbing & Diagnostics

Salvador L. Sandoval, Jr. - O'Haver Plumbing Co.

Alejandro Soto, Jr. - Beyer Plumbing Co.

Daniel L. Aguilera - O'Haver Plumbing Co.

James W. Bump, Jr. - Tietze Plumbing Co.

Unyces I. Cestou - Beyer Plumbing Co.

Jimmy A. DeHoyos - A-Ram Plumbing Co.

Jonathan W. Layden - Vamvoras, Ltd.

## Construction Employment Increases by 11,000 in May to Eight-Year High

Construction employment increased by 11,000 jobs in May to the highest level since October 2008 and average weekly hours set a series high for May as contractors struggled to find enough workers to meet demand for projects, according to an analysis of new government data by the Associated General Contractors of America. Association officials urged lawmakers and other public officials to address the growing shortage of available qualified workers by funding and re-invigorating career and technical education programs.

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## Dispatching for Millennials Part II

*Part I of this article can be found in the June issue of AC Today*

By Todd Liles

In order to Dispatch and Manage a Millennial, you most know what is important to a Millennial.

**1. 55% of Millennials are not engaged in "jobs."** But, they want to be engaged. They want to work for a company that has a goal greater than money. This is about culture, and purpose.

**2. 87% of Millennials Want a Professional Development Plan.** They see companies as responsible for their education and professional development after high school or college. The Millennial wants training, and wants a professional development plan.

**3. 30 Hours is enough, 50 is Too Much.** The Millennial values personal time and experience above pay and overtime.

**4. Millennials are waiting on Marriage and Children.** This limits their motivation. Many Millennials live at home well into their mid-twenties and early-thirties.

I've essentially laid out the argument that Millennials will not be controlled by your agenda.

This is a huge source of frustration for Service Company that has an On-Demand Nature.

*So, how do you Dispatch Millennials in today's Service World?*



Here's how you do it:

### How to Dispatch for Millennials

**1. Establish a Cultural Goal.** Define "why" your company provides service. This must be beyond profit. It must be about contributing to a worthy cause. You'll need this to keep the guys motivated when you demand some of their personal time.

**2. Make Personal Time a High Priority.** Your team wants experiences. If a Millennial has to choose between a dream vacation, and

work. He'll pick the vacation. Make it easy for your service techs and sales professionals to take advantage of life. This doesn't mean that you create a culture of whimsy service professionals. It means you value their time.

**3. Be Firm and Fair.** The Millennial will work hard for you if there is respect. The Millennial will also push your boundaries to test them, and will respect you if your response is firm and fair.

**4. Establish Time Boundaries In Advance.** Accept that the Millennial doesn't

want to work lots of hours. The Millennial wants a schedule s/he can plan around. Discover the working hours in advance, and either build around it, or don't hire the person.

**5. Know Your Team Member Beyond the "Millennial" Label.** I manage a team of 10 here at Service Excellence Training. 9 of us are older than the Millennial Generation. Chris Loudermilk is a Millennial. Chris is highly motivated. He's not afraid of work. If he were a technician, he'd work from 7am to 2am if there were a goal to achieve. As a matter of fact, I have to be intentional about forcing him to take time off so that he stays fresh. Chris is a Millennial, and doesn't play by the millennial rules. Knowing Chris as a person is more important than knowing him by a label. This is true with your people as well.

The Millennial Generation is now. This generation is loaded with potential. The companies that will win with the Millennials are the ones that learn to adapt and apply these lessons.

*Todd Liles is the CEO of Service Excellence Training. SET is Business Consulting and Training Company specializing in Service and Sales Training for Techs, CSRs, and Sales Professionals. You can discover more at ServExTra.com, and request a Free Strategy Session at 512.333.4133.*

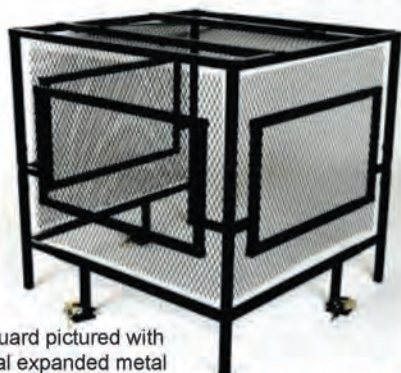


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## Product News

### New SMART Equipment Controller from Johnson Controls now standard on company's water-to-air water source heat pumps

*Users can access the controller with any internet browser on any device, including desktop computers and mobile devices*

**Milwaukee** – New SMART Equipment Controllers (SEC) from Johnson Controls use a smart mobile device interface, giving contractors, engineers and building

owners the flexibility to easily access their Johnson Controls water-to-air water source heat pump controls through any Wi-Fi-enabled device and any internet browser. The controllers

feature a convenient onboard backlit local display with pushbuttons and BACnet Automatic Discovery support that enables easy integration into any BACnet building automation system.

Users commission, configure and access the SMART Equipment Controller through the Johnson Controls Mobile Access Portal (MAP) Gateway. This optional,

pocket-sized portable web server and Wi-Fi hot spot automatically discovers all connected devices in a system and allows for faster equipment set-up and commissioning.

The SEC features patented proportional adaptive control (P-Adaptive) and pattern recognition adaptive control (PRAC) technologies that provide continuous loop tuning. The controller is ideal for new construction applications, including K-12 education buildings, office/business spaces and hotels.

To learn more about the Johnson Controls SMART Equipment Controller, please visit <http://www.johnsoncontrols.com/buildings/hvac-equipment/smart-equipment>.

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### AHRI Supports Dan Brouillette

Urges Swift Senate Confirmation as Deputy Secretary of Energy

**Arlington, Va.** – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today commended the Senate Energy and Natural Resources Committee for its vote to favorably report the nomination of Dan Brouillette to be Deputy Secretary of Energy.

"Mr. Brouillette's experience as a former state energy regulator, as the former Chief of Staff of the House Energy and Commerce Committee, and as a former DOE Assistant Secretary of Energy for Congressional and Intergovernmental Affairs, clearly demonstrates his deep understanding of the energy sector," said AHRI President and CEO Stephen Yurek.

AHRI strongly supports Mr. Brouillette's nomination and urges his swift confirmation by the full Senate.





## HARDI Distributors Report 5.6 Percent Revenue Increase in April

**Columbus, Ohio** – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 5.6 percent in April 2017.

The average annualized growth for the 12 months through April 2017 was 8.4 percent.

“April is the tail end of heating season in some parts of the country and the start

of cooling season in other parts,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Wherever HARDI distributors were located, they had one less billing day this month and produced results consistent with a healthy market.”

“The US Remodeling Market Index reached 58.3 in the first quarter, up 7.0% from the first quarter of 2016 and the highest mark since mid-2015,” said HARDI Senior Economist Connor Lokar. “Along with the

6.7% year-over-year improvement of US Private Home Improvement Construction spending to a record \$159.7 billion, it is a good economic environment for HARDI members.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is over 50 days. “The DSO increase through the year is consistent with the normal seasonal pattern,” said Loftus. “The current level is higher than this time last year, but

lower than the 2015 level.”

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.

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## Uponor invests \$17.4 million to expand PEX pipe manufacturing

Uponor North America (Uponor) is expanding its manufacturing facility in Apple Valley, Minn., beginning late spring 2017, with completion expected by January 2018. The \$17.4 million investment will be used toward the expansion of an additional 58,000 square feet to increase manufacturing capacity to meet customer demand.

Uponor has also leased an 8,500-square-foot office and lab space in a building next to its manufacturing annex, which the company's technology group will occupy beginning mid-May 2017.

## Longtime HVAC Insider Editor Chick Keating passes away



**Danny Keating and CL Chick Keating**

Chester L. "Chick" Keating Jr. of New Orleans LA passed away at age 92 in May. Chick Keating is remembered and revered for his inspiring and educational contributions as the monthly editorial columnist for the HVAC Insider trade publication in Louisiana and Mississippi. He is survived by seven children and their spouses including Danny and wife Bettie Keating. Danny Keating is the Director of the HVAC Insider Louisiana/Mississippi Edition as well as an HVAC sales rep for the Heyden-Stanley Group.



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## It's not the Relative Humidity; It's the Grains of Moisture!

By Rick Kinzel, Coburn Supply Tech Services

Many technicians are confusing Relative Humidity with how much moisture there is in a home. Relative Humidity is only a percentage of Humidity with respect to the temperature NOT the total moisture.

I often teach that the Return

air Relative humidity may be 50% but the Supply air is much closer to 95% because as you lower temperature the Relative humidity goes up. This boggles techs minds because they think of their AC as a Dehumidifier.

Let's prove that concept here today...

Most homeowners want 50%

Relative Humidity because that is what they read on the internet. That is fine if we are talking 75 degree dry bulb temperature. (Vertical Line on the right) That interception of 75degree dry bulb and 50% RH allows you to draw a horizontal line to the GRAINS OF MOISTURE line on the right side of the page. (THIS is the real

amount of moisture you have in the home) Note that it is about 64 grains of moisture.

If your customer wants to run their AC at 75 they will get 50% with 64 grains of moisture in the home... BUT... if the lower the thermostat to 68 degrees (Vertical Line on the left) you can see that the upward sweeping Relativity

Line is now indicating 63% RH... Lower temp higher RH%

The only way you can reduce RELATIVE HUMIDITY is to lower the GRAINS OF MOISTURE thus lowering the RELATIVE HUMIDITY or... raise the temperature.

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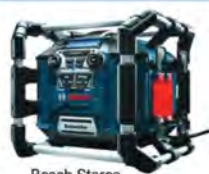
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## Product News

### EVAPCO's eco-LSWE Closed Circuit Cooler



New from EVAPCO are the eco-LSWE closed circuit coolers with an ellipti-fin coil and CrossCool™ internally enhanced tubes to increase the heat transfer of the coil – improving the unit's cooling capacity. The units range in capacity from 340 to 16,987 MBH.

The eco-LSWE coolers offer greater capacity in a smaller footprint than traditional bare-tube, forced draft coolers – making them ideal for replacement jobs where additional capacity is needed within tight space constraints. This makes the eco-LSWE ideal for installations where increased capacity is required, but the existing footprint cannot be altered.

The eco-LSWE also offers reduced unit height and total connected horsepower while saving water through significantly increased dry bulb switchover temperatures. The spirally finned elliptical tubes increase both wet and dry capacity, and are the ideal solution for indoor applications, confined layouts, low sound requirements, and direct replacements.

EVAPCO's eco-LSWE is also independently certified by both the Cooling Technology Institute (CTI) and the International Building Code (IBC).



# Construction Employment Increases By 5,000 in April to Highest Level in Nine Years; But Labor Shortages Likely Limited Number of New Jobs Being Added

*Thirty-Nine States Add Construction Jobs Between April 2016 & 2017  
But 27 States Lost Jobs Between March And April Amid Worker Shortages*

Construction employment increased by 5,000 jobs in April to the highest level in more than nine years amid strong demand for new construction services, according to an analysis of new government data by the Associated General Contractors of America. Association officials cautioned, however, that a shortage of available qualified workers likely limited the number of new jobs added last month.

Construction employment totaled 6,877,000 in April, an increase of 5,000 from the March total and an increase of 173,000 or 2.6 percent from a year ago. The year-over-year growth rate was almost double the 1.6 percent rise in total nonfarm payroll

employment, Sandherr noted. The sector's unemployment rate is now 6.3 percent, up slightly from 6 percent a year ago.

Thirty-nine states added construction jobs between April 2016 and April 2017 amid growing demand for construction services, yet more than half the states lost construction jobs between March and April amid tight labor market conditions, according to an analysis by the Associated General Contractors of America of Labor Department data released today. Association officials said firms in many parts of the country are having a hard time finding qualified workers, which is likely holding back broader employment gains in some states.

California added the most construction jobs (38,000 jobs, 4.9 percent) during the past year. Other states adding a high number of new construction jobs for the past 12 months include Florida (34,400 jobs, 7.4 percent); Washington (11,200 jobs, 6.1 percent); Nevada (9,700 jobs, 13.0 percent) and Michigan (8,200 jobs, 5.3 percent). Nevada also added the highest percentage of new construction jobs during the past year, followed by New Hampshire (10.2 percent, 2,600 jobs); Rhode Island (10.0 percent, 1,800 jobs) and Oregon (9.0 percent, 8,000 jobs). Nebraska was the only state to set a new high for construction employment.

Residential

construction—comprising residential building and specialty trade contractors—added 900 jobs in April and is up by 109,300, or 4.2 percent, compared to a year ago. Nonresidential construction (building, specialty trades, and heavy and civil engineering construction) employment increased by 3,200 employees in April and 63,500 employees, or 1.5 percent, over 12 months. However, employment among nonresidential specialty trade contractors declined by 5,100 during the past month.

Association officials noted that average construction hourly earnings are up 2.1 percent compared to a year ago, and construction workers now make \$28.55 per hour on

average. Construction pays 9 percent more, per hour, than the average non-farm job in the United States, which pays \$26.19 on average per hour. The number of unemployed construction workers grew, however, from 530,000 in April 2016 to 585,000 last month, as more former construction workers attempted to return to the sector.

"It is time for our elected officials to start signaling to students that high-paying construction jobs should be on the menu of possible career choices," said Sandherr. "The best way to send that signal is to provide the funding and flexibility to set up programs that expose more students to the opportunities that exist in construction careers."

## Last Call for ASHRAE Annual Conference Early Bird Registration Savings

**Advance registration savings end Monday, June 12**

Atlanta – The last day to save on 2017 ASHRAE Annual Conference registration fees is Monday, June 12. This four-day conference is well known for bringing industry experts and professionals together for high-level educational content and networking opportunities.

The conference – held June 24-28 in Long Beach, Calif. at the Long Beach Convention and Entertainment Center – will comprise of nine conference tracks, seven tours, social events and a keynote message from Derreck Kayongo, CEO of the Center for Civil and Human Rights.

Learn more and register for the 2017 ASHRAE Annual Conference at [www.ashrae.org/longbeach](http://www.ashrae.org/longbeach). Contact Allen Haynes at [ahaynes@duffey.com](mailto:ahaynes@duffey.com) for more information.



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## HVAC Excellence is Pleased to Announce that the ITI Technical College in Baton Rouge, Louisiana has Been Granted Programmatic Accreditation



Dr. James Crisp (HVAC Excellence), Brent Bordelon (A/C Department Head), Dennis Huckaby (Student Services Representative), Lisa Launey (Dean of Education), Bruce Nelson, CMHE (HVAC Excellence), Shawn Norris (Admissions Director), Connie Roubique (Financial Aid Director), Michael Champagne (Compliance Director), Joe Martin (President), Mark Worthy (Vice President)



### Blue Level – Cabo San Lucas



#### Cabo San Lucas, Mexico

Trip Dates: Feb. 10, 2018 – Feb. 15, 2018  
Dreams Los Cabos Golf Resort & Spa – All Inclusive  
Unlimited-Luxury resort located on the sparkling Sea of Cortez. The all-suite Dreams Los Cabos boasts luxury suites, all with ocean views, each finely appointed with exceptional fabrics and superior amenities.

### Red Level – Cruise to Cozumel



#### Cozumel, Mexico

Trip Dates: March 15, 2018 – March 19, 2018  
Carnival Cruise Valor – A 4-day western Caribbean cruise to Cozumel, Mexico. Enjoy a day in Cozumel on the beach, near the Mayan Ruins, or schedule a swim with the dolphins.

### Bonus Level – Deep Sea Fishing



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\*Seasonal Species

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## "An Ounce of Prevention"... A/C Drain Pan Treatment Prevents Costly Overflows

It is estimated that air conditioning evaporator coils can generate approximately one quart of condensate water per ton, per hour of operation depending on the relative humidity. That's a lot of condensate water! A 3 ton A/C system running 50% of the day could generate 9 gallons of condensate water per day. The water collects in the condensate drain pan and mixes with dirt, dust and other contaminants and can provide a perfect place for slime, sludge, bacteria and other microbes to grow and flourish. In time, these growths will clog the drain opening in the pan, or the drain line leaving the pan, and the condensate water will back up and overflow. Unchecked, the damage can be very costly with walls, ceilings and floors all sustaining water damage. If there is a drain pan overflow switch, flooding damage will be prevented but it will still result in the unit shutting off with a pan full of slime - and no cooling until the drain is cleared and the pan is cleaned. These overflows usually occur during times of high heat and humidity, so either way, there is a very unhappy customer. In addition to water damage, service calls and system down time, the

slimes that grow in the pan are usually caused by bacteria that create odors and could cause Indoor Air Quality issues for the home or building occupants. There is a very simple and inexpensive solution to these problems - Preventive maintenance with condensate pan treatment products.

PurCool Drain Pan treatment products prevent drain pan overflows by treating the drain pan with a slowly dissolving time-release formula that keeps the pan clean, safe and odor free - and the drain line freely flowing. Place the PurCool tabs or strips in the drain pan at the beginning of the cooling season and they will activate whenever the A/C system is running and generating condensate water. PurCool will last up to 6 months and will fully dissolve so you know when they need to be replaced. There is no plastic casing or nylon sock that remains in the pan. PurCool Strips can be easily cut to serve any size units and can be stacked for longer treatment intervals.

PurCool Yellow Pan Strips utilize traditional chemistry and are available in sizes from 3 to 30 ton. They provide time-release treatment for up to 6 months.

PurCool Green tablets and strips use an innovative formula with time-release plant-based active ingredients that are readily biodegradable, neutral pH, and utilize a food grade dye. They are designed and formulated to have the least impact on the environment yet are still fully effective against the slimes and sludges that grow in drain pans. PurCool Green recently passed stringent tests performed by an independent testing laboratory that verified that the product is readily biodegradable, has no effect on pH of the environment, and is safe for aquatic life. PurCool Green is the only environmentally friendly condensate drain pan treatment product on the market. PurCool Green is available in sizes from 3 to 30 ton and include the popular PurCool Green Mini Strip which is the only drain pan treatment product designed to work in the restricted drain pan access space of Mini Split systems.

When it comes to A/C condensate drain pans, the old saying rings true: "An Ounce of Prevention is Worth a Pound of Cure"

**PurCool drain pan treatment products are available from authorized Nu-Calgon Distributors.**

## PurCool Green Condensate Strips Pass Strict Environmental Tests *Stands Alone as the Only Environmentally Friendly A/C Drain Pan Treatment Product*



ClenAir Manufacturing, Inc. announced that their PurCool Green line of air conditioning condensate drain pan treatment products met the stringent criteria of three critical tests used to evaluate the impact of chemical products on the environment. PurCool Green was tested by a certified independent test laboratory to determine if the products were readily biodegradable, safe for aquatic life, and neutral to the pH of the environment. PurCool Green passed all three tests.

PurCool Green condensate treatment products were developed to provide an environmentally friendly alternative to traditional condensate drain pan treatment products. PurCool Green tablets and strips are used as a preventive maintenance product to safely prevent slime and sludge from growing and building up in the condensate drain pan, drain line and trap. Untreated drain pans are susceptible to slime and sludge growth which can cause clogs and water

overflow with damage to ceilings, walls, and floors. The slime and sludge can also cause foul odors and IAQ problems for residents of the home or building.

PurCool Green is available in 3 ton tabs, 5 ton tabs, 10 ton strips, 30 ton strips, and the Mini Strip size which is designed for the tight spaces in Mini Split units and other tight fit evaporators. PurCool Green is a time release product that is placed in the A/C condensate pan and, when in contact with condensate water, slowly releases treatment for up to six months. The product will remain in place and completely dissolve over time with no plastic housing or casing left behind. PurCool Green was developed using innovative, natural based chemistry that is safe for the environment yet just as effective as the traditional products. PurCool Green is the only air conditioning condensate drain pan treatment product available designed to not only prevent condensate drain pan slimes and sludge but to have minimal impact on the environment. It is non-corrosive and safe for all plastic or metal drain pans.

PurCool Green products can be purchased from any Nu-Calgon authorized distributor.

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

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## It's On My Heart: That Time of the Year!

I feel like a real consumer these days! So I had my unit maintenance done in May, like I always do. Have a client who does my maintenance, have to since I have a 10 year parts and labor plan on my high end system in my lovely Colorado home. They found a leaking indoor coil this year, not the worry, since I have a 10 year parts and labor warranty...

Except I don't. My maintenance contractor informed me that the original installer who has gone out of business (what a shock, someone specializing in new construction goes out of biz!), failed to register the warranty. Rats! So now I have a hefty invoice on the horizon.

How does your company handle that sort of an opportunity? Assuming that you ever see that sort of opportunity. Which is a pretty safe assumption. While we are in the neighborhood of opportunities, it will be 120 degrees next Tuesday in Phoenix a good reason for me to be in Minneapolis. How do

you handle those days when you will get more calls than you can handle?

Quick answer to these questions, and many more. Join Service Roundtable. Yep, there you will learn from many successful contractors how to do business. There is a plethora (big word, means a lot of) of information regarding: what you can or cannot do regarding hiring and firing, performance pay, salary or commission for sales reps, on call for techs, how to handle the really busy days, how to fill the really slow days, how to market effectively AND economically, how to implement GPS, what are the pluses and minuses for the software and accounting package you are looking at, how to advertise on social media, what sort of promotions are effective, post card and direct mail templates that work...

In short, any question or concern you may have has been addressed by this forum,

and you have marketing and advertising materials that have been proven to work at your fingertips. Well, Jim, just how much is this access to the enormous fountain of information you speak of? Glad you asked. It is only \$50/month! On a credit card, can be cancelled at any time, no long term contracts, as David Heimer says we don't want you to be involved if you don't want to be involved! But wait, it gets better! I have a special offer for you, 50% off first month's investment. Correct, for less than \$1/day for the first month, you can have access to all this incredible information. Go to: <http://serviceroundtable.com/hinshaw>. If the link is not working, text or call me, will make it right. Not to mention you get to rub shoulders with industry gurus such as Chris Hunter, Lou Hobaica, Vickie LaPlant and a host of owners and consultants who have set the bar high in terms of sales and profits. Of course you

could hire a bunch of generic folks to consult on your biz: a sales person, marketing person, accounting person, HR person, technical trainer, and this is not a complete list! Could be more than \$50/month.

And while I am here, let me introduce a new vendor of the Service Roundtable team, Company Cam. They have an app that allows you to take photos of a job, before/during/after, automatically synchronized to that address using GPS, allowing you to mark up the photos and dimension them, it rocks! Your techs can send the photos in to the install manager, allowing him the heads up that is needed to do a great job pre-planning the job. Or to document service work that is needed for follow up, or to protect you in case of a lawyer call! Go to: <http://companycam.com/>

Tell them I sent you, you can try it for 14 days, no cost trial!

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 Ph: 970-635-5675; Cell Ph: 602-369-8097, or visit [www.siptraining.com](http://www.siptraining.com); or on Facebook: Sales Improvement Professionals, Inc

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Nu-Calgon 61043 1903D-3 Tons

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**PurCool® Green**

Nu-Calgon 61051 PCG5T-5 Tons  
Nu-Calgon 61044 PCG5MS-5 Tons

**5 Ton Bulk Strips**  
Nu-Calgon 61052 PCG5T-100 (100 Pack)

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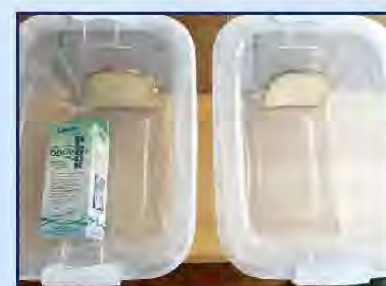
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## LG Launches Online Rebate Center For Residential and Light Commercial HVAC Systems

*Designed for LG Products and Customers, Online Tool Allows Users to Search for Available Local and National Rebates and Incentives*

**Alpharetta, Ga.** – LG Electronics USA Air Conditioning Technologies is launching a user-friendly rebate tool that allows HVAC contractors and homeowners to search for local and national rebates and incentives available on energy-efficient residential and light commercial LG air conditioning systems.

Many of the LG systems

qualify for rebates across the country including ENERGY STAR® rated products, the Art Cool™ Premier with LGRED™ heat technology, the sleek Art Cool Mirror, and the Extended Piping unit complete with SmartThinQ® connectivity. With this online rebate tool, HVAC contractors and homeowners to search for local and national rebates

and incentives available on energy-efficient residential and light commercial LG air conditioning systems

To utilize the LG online rebate center, users simply enter their zip code to see the LG HVAC systems that qualify for a rebate and the total rebate amount available for their area. Users can then view the full rebate details and a link to the appropriate

rebate claim forms.

Alternatively if they have a system already in mind or recently installed a system, users can search by their zip code and the model number to determine what rebates apply.

The Online Rebate Center for LG residential and light commercial HVAC systems is now available online at [rebates.lghvac.com](http://rebates.lghvac.com).

## Low-GWP Alternative Refrigerants Testing Results Issued

*AHRI's Research Arm Releases New Report*

**Arlington, Va.** – The Air-Conditioning, Heating, and Refrigeration Technology Institute (AHRTI), the research arm of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), today released the first research report as part of its ongoing testing of flammable refrigerants, many of which were identified as possible replacements to high global warming-potential (GWP) hydrofluorocarbons that will be phased down under the Montreal Protocol. The research and testing program is part of a \$5.2 million commitment on the part of AHRI, ASHRAE, U.S. Department of Energy, and the California Air Resources Board to further test in real-world settings low-GWP, but mildly flammable or flammable, refrigerants.

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

The report, Benchmarking Risk by

Whole Room Scale Leaks and Ignitions Testing of A2L Refrigerants, was developed following testing at UL, which began in June 2016. The objective was to conduct refrigerant leak and ignition testing under real-world conditions to develop data and insight into the risk associated with the use of A2L refrigerants, which are mildly-flammable, but have a low-GWP. Room scale tests were performed for commercial and residential scenarios, including a packaged terminal air conditioner in a motel room, a rooftop unit in a commercial kitchen, a walk-in cooler, a reach-in refrigerator in a convenience store, a split HVAC unit in a utility closet and with servicing error, and a split HVAC unit with hermetic electrical pass-through terminal failure.

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

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

## Samsung Brings Rebates to HVAC Consumers

**Roanoke, TX** – Samsung is pleased to partner with EcoRebates to make rebate offers convenient for consumers to access. EcoRebates tracks hundreds of rebate programs for ductless systems offered by utility companies and other entities across the United States and Canada, with savings ranging from \$150 to over \$1,000. These programs are a vital component to help consumers purchase an efficient system that offers a rebate solution.

"We are thrilled to partner with EcoRebates, bringing a streamlined and convenient outlet for consumers to find rebates. With manufacturing and offering systems that

qualify for different rebate solutions, it was clear that we needed to provide a rebate platform for consumers," said SVP and COO of Samsung HVAC, Russell Tavalacci. "We hope consumers take full advantage of our Rebate Center before and after they invest in one of our systems."

The Samsung HVAC Rebate Center can be found on [www.samsunghvac.com](http://www.samsunghvac.com). With an easy-to-use interface, consumers can easily access rebates by product in the United States by entering the zip code of their residence. Rebates available in Canada are listed on the Samsung HVAC Rebate Center by country.

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# The spotlight



HARDI has officially announced the hiring of Pam Krivda Esq to HARDI's Human Resources Consulting Program



Southwestern HVAC Sales, LLC announced that Hayden James has joined their team as the Sales Representative in the Central and South Texas trade areas



Nick Obregon is the new Texas Regional Manager with JB Extended Warranties



Uponor names Jon Sillerud Vice President of Operations

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## Product News

# Bosch Thermotechnology Corp. Introduces Semi-Custom Climate 6000 AH Commercial Air Handlers for Industrial and Commercial Applications

## Climate 6000 AH Series Improves Environmental Quality

**Londonderry, N.H.** — Bosch Thermotechnology Corp. announced the Bosch Climate 6000 AH Semi-Custom Commercial Air Handler Series, providing commercial and industrial customers with improved Indoor Air/Environmental Quality by introduction of outside air, and removal of undesired exhaust air or large-space comfort conditioning.

Intended for large industrial and commercial applications, such as manufacturing and medical facilities, supermarkets, conference centers, auditoriums, schools/universities, airports, government facilities and common areas, the Climate 6000 AH Series comes in 21 different sizes. Horizontal unit configurations range from 800 to 38,000 CFM, while vertical

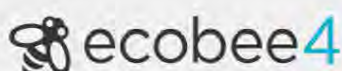
configurations are available in 800 to 4,000 CFM.

The standard blower assembly consists of direct-driven inverter-duty Totally Enclosed, Fan-Cooled motors, with an airfoil fan wheel. A Variable Frequency Drive (VFD) is also included as a standard unit component. This combination of blower technology and VFD minimizes static efficiency losses and allows for maximum efficiency to meet precise airflow requirements.

The patented panel construction allows for the same Air Handling Unit to be used for both indoor and outdoor applications. This sandwich panel production method supports increased panel rigidity without the need to use heavy-

gauge steel, making it lighter than many competitors. The air handler's complex gasketing combined with the double tongue-and-groove assembly provide for superior thermal performance virtually eliminating thermal bridging, which is the primary contributor to external unit condensation. Units can be shipped assembled or in sections for field assembly.

The Bosch Climate 6000 AH comes with a two-year limited warranty on internal components, and a five-year limited warranty on the casing for defects in material or workmanship. For further terms and details, please refer to the warranty document posted on the product landing webpage at [www.boschheatingandcooling.com](http://www.boschheatingandcooling.com).



## The all-new smart thermostat that you can command with voice.

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Ask your ecobee4 to adjust the temperature, set a timer, read the news, and more using your voice.

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### ✓ EASY INSTALLATION

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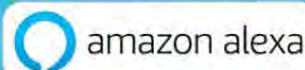
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## Toshiba Carrier® VRF is Now i-Vu® Compatible

### Building automation and high-performance equipment merge for improved control and energy management

**Indianapolis** — Carrier is pleased to announce that Toshiba Carrier Variable Refrigerant Flow (VRF) heating and cooling products can now connect seamlessly to the i-Vu building automation system, allowing building operators to manage their heating, venting, and air-conditioning (HVAC) systems around the clock, from anywhere. Carrier, a world leader in high-technology heating, air-conditioning and refrigeration solutions, is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp. (NYSE: UTX).

The new "i-Vu ready" Toshiba Carrier VRF interface enables seamless communication between the i-Vu building automation system and the VRF equipment in the building. The functionality can be ordered as part of the Carrier VRF equipment offering, providing Carrier customers with a turnkey solution that enables building automation, in addition to the numerous benefits of the VRF system. Toshiba Carrier's VRF equipment provides climate control with flexibility, zoning options and energy efficiency.

The Toshiba Carrier interface allows building operators to monitor or control a multi-zone VRF system from anywhere using the i-Vu building automation platform through a wall-mounted touchscreen interface in the building or from any web-enabled device. Using this system, building operators can proactively manage occupant comfort levels inside the facility. Additionally, standard building automation features such as graphics, trends, reports, schedules, and alarms are enabled for VRF equipment, allowing operators to optimize energy usage, maximize equipment performance, assess and address building trends and resolve problems faster.

For more information on Carrier VRF products or to find a Carrier expert in your area, please visit [www.carriervrf.com](http://www.carriervrf.com).

## Venstar's Wireless Temperature Sensor Named 2017 Product of the Year by Electronic House

### Wireless Temperature Sensor Improves Indoor Comfort and Provides Added Insight

**Chatsworth, Calif.** — Venstar®, a leading thermostat and energy management systems (EMS) manufacturer, announced that its new Wireless Temperature Sensor (Model ACC-TSENWIFI) has been named 2017 Product of the Year in the Thermostat category by Electronic House. Compatible with ColorTouch® and Explorer™ Wi-Fi® residential and commercial thermostats, Venstar's Wireless Temperature Sensor is available throughout North America from Venstar's exclusive network of Wholesale HVAC Distributors.



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800.998.HVAC (4822)

[www.tacca.org](http://www.tacca.org)

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**Welcome New TACCA  
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Air** - Marion

**Hill College** - Hillsboro

**The A/C Guy of ATX, LLC** -  
Cedar Park

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](mailto:services@tacca.org)

## HB 3029 Signed by the Governor!

Exciting times for the Texas Air Conditioning Contractors Association as HB 3029, TACCA's effort to modify the existing ACR technician certification was signed by Governor Abbott on Thursday, June 15, 2017. Below are the highlights of the bill which will continue to allow for voluntary certification within the industry.

### **- BECOMING A CERTIFIED TECHNICIAN IS CURRENTLY, AND WILL BE VOLUNTARY UNDER THIS BILL.**

HB 3029 amends the definition and standards for achieving "certified technician" status to align the HVAC statute with SB 22, the P-TECH schools model, and with Texas' "60x30TX" plan: By 2030, at least 60 percent of Texans ages 25-34 will have a certificate or degree. The amended technician certificate will indicate that those students who complete the HVAC training program in high school, an apprenticeship, community college, technical institute, or military training, have identifiable, marketable skills.

Those students who receive the technician certificate pursuant to a P-TECH or high school CTE program will have zero student debt as they begin their careers. Students graduating from a P-TECH HVAC program will also have completed HVAC internships while in school.

An approved training program will consist of at least 2,000 clock hours of a combination of instruction and practical experience in air conditioning and refrigeration-related work under the supervision of an instructor who is a certified teacher or a licensed air conditioning and refrigeration contractor. 2,000 hours of on-the-job training alone, working for a licensed HVAC contractor, will satisfy the criteria for an approved training program.



## Texas Department of Licensing and Regulation

The Texas Department of Licensing and Regulation announces two vacancies on the Air Conditioning and Refrigeration Contractors Advisory Board established by Texas Occupations Code, Chapter 1302. The announcement will be published in the June 16, 2017 publication of the Texas Register. To view the announcement, visit TDLR's website at <https://www.tdlr.texas.gov/acr/acr.htm#vacancies>.

**This announcement is for: (1) one member who holds any Class Licensed Contractor who employs Labor Unions and (2) an official of a municipality with a population not more than 250,000.** Serving on the advisory board is not a paid position and there is no compensation for serving on the advisory board.

Interested persons should apply on the Department website at: <https://www.tdlr.texas.gov/AdvisoryBoard/login.aspx>. Applicants can also request an application from the Department by telephone (800) 803-9202 or e-mail [AdvisoryBoards@tdlr.texas.gov](mailto:AdvisoryBoards@tdlr.texas.gov).

Visit [www.tdlr.texas.gov](http://www.tdlr.texas.gov) under the Air Conditioning and Refrigeration License section for more information.

**Our New CE Course for TDLR Credit is Available through our Classroom setting. Manual J, Defined and Explained, TDLR Course #16551 is a overarching look at Manual J and the HVAC industry. The TDLR and most municipalities REQUIRE A MANUAL J Load Calculation on EVERY install and most change outs. TACCA is focusing on this important aspect of the industry. Visit [www.tacca.org](http://www.tacca.org) to find a class near you.**

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

#### **CE Classes:**

July 8 - Hurst

San Antonio

July 22 - Houston

#### **License Prep:**

July 8/9 - Houston

July 28/29 - Red Oak (DFW area)

Aug 26/27 - Austin

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.





**TACCA**  
Texas Air Conditioning Contractors Association  
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*Fishing Tourney*  
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**July 21st 2017**  
(Friday)  
TopWater Grill, Galveston Texas

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## CALENDAR OF EVENTS

### Gemaire's July Training Schedule

#### McAllen TX

**Freshaire UV APCO Class:** New technologies of Air purification using environmentally safe and healthy carbon base method of air purification.

Wednesday July 12th starting at 9am  
Gemaire Distributors, McAllen, Texas

**Bosch Training:** 18 SEER, Inverter Driven, Unitary, Air to Air Heat Pump Orientation and Technical Training

Thursday July 13th starting at 9 am  
Gemaire Distributors, McAllen, Texas



#### Texas Department of Licensing and Regulation

The Texas Commission of Licensing and Regulation is scheduled to meet Friday, July 14 at 8:30 a.m. in the 1st Floor Public Meeting Room (125E) of TDLR's North Campus Building, located at 1106 Clayton Lane in Austin. When the agenda is available, it will be posted online. The meeting will be broadcast on TDLR's YouTube channel.

The Air Conditioning and Refrigeration Contractors Advisory Board is scheduled to meet Tuesday, July 25 at 10:00 a.m. in the 1st Floor Public Meeting Room (125E) of TDLR's North Campus Building, located at 1106 Clayton Lane in Austin. When the agenda is available, it will be posted online. The meeting will be broadcast on TDLR's YouTube channel.

TDLR proposes amendments to the Air Conditioning and Refrigeration program rules (16 Texas Administrative Code, Chapter 75, §75.110). The proposed amendments are necessary to align the program's applicable codes with currently recognized national standards and to provide clarity and consistency for the Department's licensees. The proposed rules are published in the June 16, 2017, issue of the Texas Register (42 TexReg 3055). The Department will accept comments on the proposal until July 17, 2017. The Department encourages anyone interested in the Air Conditioning and Refrigeration program to review the rule proposal online at [comments.tdlr.texas.gov](http://comments.tdlr.texas.gov).

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

#### Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for April 2017 decreased 3.9 percent to 352,064 units, down from 366,436 units shipped in April 2016. Residential electric storage water heater shipments decreased 5.3 percent in April 2017 to 322,917 units, down from 340,855 units shipped in April 2016.

For the year-to-date, U.S. shipments of residential gas storage water heaters increased 4.0 percent to 1,508,708, compared to 1,450,197 shipped during that same period in 2016. Residential electric storage water heater shipments increased 6.1 percent year-to-date to 1,420,475 units, compared to 1,339,227 shipped during the same period in 2016.

#### Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 15.5 percent in April 2017 to 7,630 units, down from 9,030 units shipped in April 2016. Commercial electric storage water heater shipments decreased 1.7 percent in April 2017 to 11,416 units, down from 11,612 units shipped in April 2016.

Year-to-date U.S. shipments of commercial gas storage water heaters decreased 3.1 percent to 33,391 units, compared with 34,451 units shipped during the same period in 2016. Year-to-date commercial electric storage water heater shipments increased 14.8 percent to 45,838 units, up from 39,918 units shipped during the same period in 2016.

#### Warm Air Furnaces

U.S. shipments of gas warm air furnaces

for April 2017 increased 14.1 percent to 211,293 units, up from 185,253 units shipped in April 2016. Oil warm air furnace shipments decreased 9.6 percent to 1,239 units in April 2017, down from 1,370 units shipped in April 2016.

Year-to-date U.S. shipments of gas warm air furnaces increased 8.4 percent to 869,833 units, compared with 802,243 units shipped during the same period in 2016. Year-to-date U.S. shipments of oil warm air furnaces decreased 3.4 percent to 9,136 units, compared with 9,455 units shipped during the same period in 2016.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 694,089 units in April 2017, up 8.9 percent from 637,260 units shipped in April 2016. U.S. shipments of air conditioners increased 6.0 percent to 467,884 units, up from 441,461 units shipped in April 2016. U.S. shipments of air-source heat pumps increased 15.5 percent to 226,205 units, up from 195,799 units shipped in April 2016.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 8.4 percent to 2,406,068, up from 2,218,866 units shipped in April 2016. Year-to-date shipments of central air conditioners increased 7.5 percent to 1,549,802 units, up from 1,442,124 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 10.2 percent to 856,266 units, up from 776,742 units shipped during the same period in 2016.



RSES Houston met on June 6 at the Bayland Community Center. Steve Solomon with Texas Reps was the presenter.



Steve's class was called *Taking the Mystery out of Thermal Imaging*



Steve Solomon demos thermal imaging cameras at the meeting



### REFRIGERATION ASSOCIATION OF SAN ANTONIO

#### Mark your Calendars:

The 68th SWRA Preconference and International Business Meeting will be held September 27 through September 30, 2017.

Location: Radisson Hotel North, Fossil Creek, Fort Worth, Texas.  
2540 Meacham Blvd., Ft Worth, TX 76106

#### Main Events for Thursday September 28

8hr CE Class, Nate and TDLR CEU  
Tour- Historic Grapevine  
Evening Trade Expo and reception.

#### Friday September 29

CM Prep Class  
Braze Principles  
Mitsubishi Troubleshooting  
CM, CMS, and NATE Testing  
Friday Night Dinner W/ DJ

#### Saturday September 30

International Business Meeting  
Luncheon  
SWRA Aux. Pre-Conf. Business Mtg  
SWRA Business Meeting  
Dinner and International Officer Installation  
RSES International will also hold their Annual Business at this time.  
**More details to follow.**

#### 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](mailto:subsailor.ret78@yahoo.com).

### SEMCO's NEUTON™ Controllable Chilled Beam Pump Module is Granted a U.S. Patent

**Columbia, Mo.** — SEMCO LLC, a leading supplier of IAQ equipment, was granted U.S. patent number 9,625,222 B2 on April 18 for its NEUTON™. The controllable chilled beam pump module

(CCBPM) controls chilled beam air conditioning and heating systems in zones or multiple-zone spaces for new or retrofit education, healthcare and other commercial HVAC applications.





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).

## CDC Report: Health Care Facility Patients at Risk for Legionnaires' Disease

*ASHRAE Standard 188 helps develop water management programs to reduce Legionella in buildings*

Atlanta – More than 76 percent of Legionnaires' disease cases acquired from Legionella exposure in health care facilities

can be particularly harsh, including possible fatal risks to patients, according to a report released today from the CDC.

Legionnaires' disease is a serious type of pneumonia caused by bacteria, called Legionella, that lives in water. Legionella can make people sick when they inhale contaminated water from building water systems that are not adequately maintained.

The report's findings – which were a part of the CDC's monthly Vital Signs publication – are based upon exposure data from 20 states and New York City. According to the CDC, the analysis was limited to these 21 jurisdictions because they reported exposure details for most of their cases, which allowed the CDC to determine how Legionnaires' disease was associated with health care facilities.

About 3 percent of Legionnaires' disease cases were determined to be "definitely associated with a health care facility," with 17 percent of cases listed as "possibly associated with a health care facility."

"Determining Legionnaire's disease causation is not simple since the mere presence of Legionella in a water system or device is not sufficient to cause disease. The bacteria must ultimately be inhaled or aspirated into the lungs of a susceptible person to cause disease," says Michael Patton, member of ASHRAE Committee SSPC 188. "Since people with conditions that have reduced their ability to fight off infections are especially susceptible, it is not a surprise the report found patients in health care facilities to be at risk. It's vitally important all buildings incorporate good design, operations and maintenance procedures that prevent growth and spread of Legionella as these are regarded as the best methods of preventing disease."

The incorporation of a Water Management Plan will reduce the chance of heavy colonization, amplification and dissemination to people. With this in mind, ASHRAE developed ASHRAE Standard 188: Legionellosis: Risk Management for Building Water Systems to assist designers and building operators in developing a Water Management Plan that includes practices specific to the systems that exist in a particular building, campus or health care facility.

To date, more than 5,000 copies of ASHRAE Standard 188 have been purchased. It can be previewed at no cost at <https://www.ashrae.org/Standard188>.

Based upon this ASHRAE standard, the CDC developed a toolkit entitled "Developing a Water Management Program to Reduce Legionella Growth and Spread in Buildings: A Practical

Guide to Implementing Industry Standards." The document – initially released in 2016 and updated on Monday, June 5 – provides a checklist for building owners and managers to help identify if a water management program is needed, examples to help identify where Legionella could grow and spread in a building and ways to reduce risk the of contamination.

For more information on Legionella, Legionnaires' disease and the toolkit, visit [www.cdc.gov/legionella](http://www.cdc.gov/legionella).

## ASHRAE Responds to U.S. Paris Accord Announcement

Atlanta – The recent decision to withdraw the U.S. from the Paris Climate Accord does not change or alter ASHRAE's commitment to accelerate the transformation to a more sustainable global built environment.

"Our member-established mission underscores our mandate to serve humanity and create a more sustainable world," says ASHRAE President Tim Wentz. "ASHRAE is a global Society of 57,000 dedicated professionals in more than 130 countries, committed to reducing the environmental impact of buildings by making them more energy efficient. Our mission will not waiver as geopolitical tides rise and fall."

"Now, more than ever, ASHRAE affirms its mission to advance the arts and sciences of heating, ventilation, air conditioning and refrigeration to serve humanity and promote a sustainable world," Wentz says.

ASHRAE recently announced a substantial \$1.3 million investment in researching alternative low-GWP (global warming potential) refrigerants.

"ASHRAE's work is based on research and science. The Society will continue to establish best practice standards for the design and operation of buildings that have lower environmental impacts and concurrently optimize health and human comfort for occupants," says Wentz.

"Our Society remains dedicated to engineering excellence in environmental stewardship. In fact, the recent Paris Accord announcement makes the critical role of ASHRAE members in reducing the environmental impact of buildings more important than ever before."

## Daikin Offers Professional Development Hours Approved By Registered Continuing Education Program

Houston - Daikin North America LLC has been approved as an Authorized Provider of Professional Development Hours (PDH) by the Registered Continuing Education Program (RCEP). Being an Authorized Provider for RCEP means training sessions, lunch and learns, and other training venues conducted locally using the approved presentations to allow attendees to earn PDH's that are valid in all 50 states.

Daikin will enjoy significant benefits as a RCEP provider, including:

- Authorization to issue Professional Development Hours (PDHs) accepted by state licensing boards.

- Permission to publicize as an RCEP-approved, continuing education provider.
- Confirm Daikin's commitment as a high-quality professional education provider.
- Advertise educational activities in the RCEP Master Calendar, which regularly receives a large number of visits by engineers, surveyors, and design professionals.
- Use the official Registered Continuing Education Program logo in promotional and course materials.
- Listing in the directory of RCEP Education Providers.

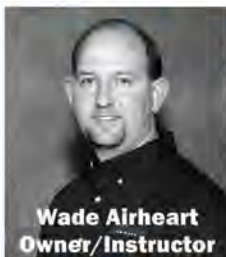
- Easily manage and track course participants' records online.
- Use the RCEP Continuing Education Management System to generate and issue certificates of completion in a standardized format.

Twelve Daikin training modules have been identified for earning PDH's.

For more information about Daikin's PDH-approved RCEP training, contact your local Daikin distributor or representative.

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Nita passed away on June 21, 2017 after her courageous battle with cancer. Nita worked at National Comfort Institute since 2008 and was a fundamental part of their success, expanding on her time as a coach at ISL. Nita shared her knowledge and ideas on how to make the HVACR industry a better place for both men and women. Nita fostered excitement and growth within the HVACR industry and within the WHVACR organization that continues today,

“Nita Brooks was one of Women in HVACR’s past Presidents, current member

Her Legacy will be remembered at this year's WHVACR Annual meeting.

*Written by Patti Ellingson – WHVACR  
Past president 2012-2014*



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## THE WOMEN IN HVACR

# 14th Annual Conference

**September 27th-29th 2017**  
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**Fort Worth, TX**

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**[www.WomenInHVACR.org](http://www.WomenInHVACR.org)**

**Follow WHVACR On:**     





# HARDI NEWS

**HARDI (Heating, Air-conditioning and Refrigeration Distributors International)** is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

**Washington, DC** – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) hosted its annual Congressional Fly-in in Washington, DC on May 23-24.

This year's Fly-in saw record attendance with 105 individuals representing HARDI members and the HVACR industry. Attendees spent Tuesday afternoon strategizing a game plan focusing on seven key issues affecting their companies, and all day Wednesday communicating these issues to Congressmen, Senators and their respective staff in meetings with over 200 Congressional offices.

The key issues for the 2017 HARDI Congressional Fly-in were:

- Pursuing Full Expensing of HVACR equipment
- Preserving LIFO
- Repealing the Estate
- Closing the online sales tax E-commerce loophole
- Supporting the Working Families Flexibility Act, allowing comp time in the private sector
- Supporting the Regulatory Accountability Act and reducing future regulatory burden
- Pursuing more Career and Technical Education (CTE) support and encouraging careers in trades

HARDI presented its 2017 Small Business Champion Award to Sen. Bob Corker, R-Tenn., Rep. Kyrsten Sinema, D-Ariz., and Rep. Cathy McMorris Rodgers, R-Wash. This award is given to elected officials who promote and protect the interests of small businesses, of which more than 80 percent of HARDI wholesalers are classified as.

Fly-in attendees also had the opportunity to hear Rep. Roger Williams, R-Texas, speak at the Republican Capitol Hill Club on his experience as a small business owner himself while in Congress. Williams displayed a thorough understanding of the prominent issues at this year's Fly-in, discussing LIFO and the estate tax with second-nature familiarity.

"On behalf of HARDI, I want to thank all the attendees and members for taking time out of their busy schedules to come to Washington in support of the HVACR industry," said HARDI Vice President of Government and External



Affairs Jon Melchi. "With the record attendance this year, we're seeing more of our members engage with elected officials year-over-year, which is crucial for advancing our priorities. The collective efforts from everyone who attended the HARDI Congressional Fly-in this year have already given

us the momentum we need to push several of our key issues, and we'll keep members updated as we hit milestones in our progress."

For more information, please contact Anthony Lagunzad at [alagunzad@hardinet.org](mailto:alagunzad@hardinet.org).

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*Alexia Lopez and Oscar Lopez*



*Bryan Boyd, David and Robbie Mangrum, Mark Gunder and Randy Boyd*



*Carl Pollex, Roger Brown, Roger Pollex and Sean Ince*



*Danny Keating, Joe Wilson and JT Heyden*



*Janet, Barbara, Colt, Bob, Natalie and Barrett Hardage*



*Jason Vavra, Skip Elliott and Carl Pollex*



*Jess Mattox*



*Joe Zippler, Marshall and Pat Gunder and Mark Gunder*



*Kerri Embry, Trish Parker, Angela Duckworth and Patti Ellingson*



*Laurie and David Imig*



*Leah Thomas with Bill Brummitt and family*



*Mathew Gerber, Skip Elliot, Robert Brown, Sherwin Storman and Jess Mattox*



*Melissa Brown, Claire Gunder, Cooper Brown and Robert Brown*



*Riley Cotton and Claire Imig*



*Robbie and David Mangrum*



*Ruth Ann Davis and Tom McElwee*



*Ryan and Emily Kaiser with Manny and Lana Kaiser*



*Scarlett Hays and Brian Harris*



*Seth and Stacie Priester*



*Steve Good, Bob Hardage, Randy Boyd and Barrett Hardage*



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## Century A/C Donates \$10,000 to Help Veterans Recover from PTSD



*The donation check was presented to Jim Mehrmann the Outreach Director for Camp Hope*

Century A/C held its annual customer appreciation golf tournament in Houston back in March with the intention of donating all proceeds to assisting veterans recover from Post-Traumatic Stress Disorder (PTSD). Century has a history of employing veterans with several currently on staff, so benefitting a veterans organization was an easy decision. In a ceremony held at the Redneck Country Club in Stafford, Century presented a \$10,000 check to Camp Hope.

Camp Hope's mission is bring healing to veterans suffering from PTSD, to raise public awareness and understanding of the condition, and to network with other

agencies and organizations to form a "Corps of Compassion" with combined resources to meet the needs of the veteran community. In addition to counseling services, Camp Hope also provides interim housing and career assistance. To learn more or donate, please visit <http://ptsdusa.org/>.

On hand to present the check from Century A/C were Liz Suessman, tournament organizer and unofficial resident golf pro, Rick Luke, President, Jess Mattox, VP Sales, Renata Morgan, Marketing Manager, and Ross Schumann and Gary Lewis from RUUD. Jim Mehrmann, Outreach Director for Camp Hope, accepted the donation.



*Jess Mattox with Century, Gary Lewis with RUUD, Renata Morgan with Century, Jim Mehrmann with Camp Hope, Liz Suessman and Rick Luke with Century and Ross Schumann with RUUD*



*Lunch was served at the RCC in Stafford*

## Southwestern HVAC Sales LLC Welcomes New Rep

Southwestern HVAC Sales, LLC has announced that Hayden James has joined their team as the Sales Representative in the Central and South Texas trade areas.

James will be responsible for developing new relationships with HVAC Wholesalers and contractor client base while improving relationships with existing customers. He will also be participating in wholesale customer events and assisting their contractor base.

Hayden has 10+ years of experience in the HVAC industry. Hayden began his career in the industry as a counter sales rep. for a wholesale distributor while going to St. Philips College in San Antonio to study their air conditioning and heating program. After 2 years of learning the technical side of the

industry Hayden took over the operations of his dad's air conditioning company in Seguin, TX. In 2010 Hayden tested and earned his TDLR Contractor's license and opened a small air conditioning company in Seguin of his own. After several years of being an owner/operator Hayden decided that he was ready to take his career to a new level and start representing the companies that provide the tools and products that contractor's use on a day to day basis in the field.

Hayden is a member of the Seguin Board of Contractor Adjustments and an Air Force Veteran.

Hayden will be located in Seguin, Texas can be reached at (210) 427-4533 or [hayden@swshvac.com](mailto:hayden@swshvac.com).



## BRAGGIN'RIGHTS

### Hunton Distribution's annual fishing trip to Hackberry Gun and Fishing Club in Louisiana



Jim Wolf of Enviromax snagged a whopper red



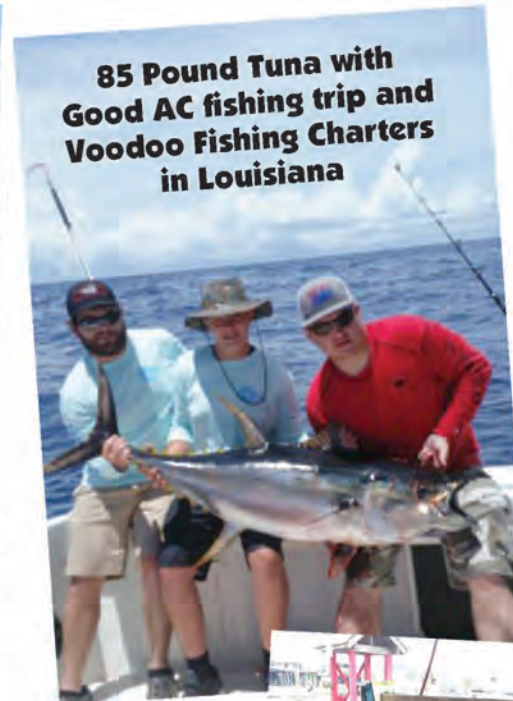
Eldridge AC team members Howard Hobbins and Bubba Cox along with guide and David Cordray Hunton territory manager



Joey Fick of J-Tech Mechanical

Send us your Braggin Rights pictures and stories to [llackey@ac-today.com](mailto:llackey@ac-today.com)!

### National Wholesale Supply fishing trip to Louisiana with Voodoo Charters



85 Pound Tuna with Good AC fishing trip and Voodoo Fishing Charters in Louisiana



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# TACCA Greater San Antonio 28th Annual Golf Tournament

*The Tournament was held at The Club at Sonterra and sponsored by Johnstone Supply*



Alan Deering, Mike Wallace, Jerry Perkins and Shannon Tippie with Team Johnstone Supply



Rick York with York Const, Tom Smith with Joeris and David Breda with Mechanical Reps



Bob Kilgore and Barry Braden with Joe W Fly and David Barton with Gardner Law



Brian Hammons, Charles Rio, Kirk Stephenson and Josh Gavos with Team Carrier Enterprise



Danielle Howerton and Maria Downes with Friedrich



David Beyer, Keith Bumpass, Travis Roach and Chris Burger with Team Robert Madden Industries



Marshall Scott, Jesse Delgado, Dennis Reyes and Ken Duke with Team Beyer Mechanical



Juan Alvarado, Roger Orozco, Mark Caldwell and Casey James with Team Beyer Mechanical



Justin Vendola, Andrew Weaver and Garret Knunkle with Team Trane



Laura Hay and Arden Leggett with Beyer Mechanical



David Pena, Becky Garcia and Ryan Godin with Johnstone Supply



Blake Martin with Diversified Pure Chem



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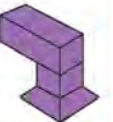
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In a survey of more than 16,000 subscribers American Standard heat pumps and air conditioners were rated as **the most reliable** brand among leading manufacturers.

## 2016

### Design Journal and Archinterious

The Gold 824 Smart Control was recognized as **one of the best products of 2015**.

## 2016

### Design Journal and Archinterious

The AccuComfort™ Platinum 18 Air Conditioner was recognized as **one of the best products of 2015**.

## 2015

### Contracting Business Favorite Products

The AccuComfort Platinum 20 and Platinum 18 were recognized as some of Contracting Business' **favorite products of 2015**.

## 2015

### Dealer Design Awards sponsored by The ACHR News

AccuComfort™ Platinum 20 Heat Pump was recognized as the **Gold Award winner** in the HVAC Residential Equipment category.

## 2015

### Design Journal and Archinterious

AccuComfort™ Platinum 20 Heat Pump was recognized as **one of the best products of 2014**.

## 2015

### "A National Product Testing and Research Magazine" Most Reliable Gas Furnace

In a survey of nearly 34,000 subscribers American Standard natural gas furnaces were rated as **the most reliable** brand among leading manufacturers.

## 2014

### "A National Product Testing and Research Magazine" Most Reliable Heat Pumps & Air Conditioners

In a survey of more than 21,000 subscribers American Standard heat pumps and air conditioners were rated as **the most reliable** brand among leading manufacturers.



## 2013

### "A National Product Testing and Research Magazine" Most Reliable Gas Furnace

In a survey of 32,251 subscribers American Standard furnaces bought between 2007 and 2012 were again rated as **one of the most reliable** brands.

## 2012

### "A National Product Testing and Research Magazine" Central Air Conditioning Reliability

In a survey of more than 40,000 readers American Standard was named **the most reliable** brand of air conditioner and heat pump installed between 2005 and 2011.

## 2009

### "A National Product Testing and Research Magazine" Most Reliable Brands

In a survey of 32,550 readers that had purchased a new system between 2002 and 2008, American Standard was again rated as **one of the most reliable** brands.

## 2007

### "A National Product Testing and Research Magazine" Pro-Installed Air Cleaners

American Standard AccuClean™ whole house air cleaner was the **top rated** electrostatic precipitator with an overall score of 89.

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