

Air Conditioning ODAY



 $\mathsf{MARCH}\ 2017$ Serving the HVACR and Plumbing Industries Established in 1986 Vol. 31, No 3

Solar Supply held their Manager's Meetings in Lake Charles



Sean Williamson won the Ray Dingler Award presented by Quitman Moon More pictures on pg B4

Visit us on facebook.

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

Check here if your address has changed. Print the corrected address and mail to the returnaddress above. Or you may fax to (830) 627-0614 or e-mail to lackey@ac-today.com

Mini Split March

Ductless, mini split-system airconditioners (mini splits) have numerous potential applications in residential, commercial, and institutional buildings. The most common applications are in multifamily housing or as retrofit add-ons to houses with "non-ducted" heating systems, such as hydronic (hot water heat), radiant panels, and space heaters (wood, kerosene, propane). They can also be a good choice for room additions and small apartments, where extending or installing distribution ductwork (for a central air-conditioner or heating systems) is not feasible.

Like central systems, mini splits have two main components: an outdoor compressor/condenser, and an indoor air-handling unit. A conduit, which houses the power cable, refrigerant tubing, suction tubing, and a condensate drain, links the outdoor and indoor units.

The main advantages of mini splits are their small size and flexibility for zoning or heating and cooling individual rooms. Many models can have as many as four indoor air handling units (for four zones or rooms) connected to one outdoor unit. The number depends on how much heating or cooling is required for the building or each zone (which in turn is affected by how well the building is insulated). Each of the zones will have its own thermostat, so you only need to condition that space when it is occupied, saving energy and money.

Ductless mini split systems are also often easier to install than other types of space conditioning systems. For example, the hook-up between the outdoor and indoor units generally requires only a three-inch (~8 centimeter [cm]) hole through a wall for the conduit. Also, most manufacturers of this type of system can provide a variety of lengths of connecting conduits. So, if necessary, you can locate the outdoor unit as far away as 50 feet (~15 meters [m]) from the indoor evaporator. This makes it possible to cool rooms on the front side of a building house with the compressor in a more advantageous or inconspicuous place on the

outside of the building.

Since mini splits have no ducts, they avoid the energy losses associated with ductwork of central forced air systems. Duct losses can account for more than 30% of energy consumption for space conditioning, especially if the ducts are in an unconditioned space such as an attic.

Compared with other add-on systems, mini splits offer more flexibility in interior design options. The indoor air handlers can be suspended from a ceiling, mounted flush into a drop ceiling, or hung on a wall. Floor-standing models are also available. Most indoor units have profiles of about seven inches (~18 cm) deep and usually come with sleek, high-tech-looking jackets. Many also offer a remote control to make it easier to turn the system on and off when it's positioned high on a wall or suspended from a ceiling.

Article reprinted from the Department of Energy. For more information visit www. energy.gov/energysaver/ductless-mini-splitair-conditioners

Morrison Supply Celebrates 100 Years!





Meagan Kemp and Robert Kleinkauf with Morrison Supply hosted the Dealer Event.

More pictures on page 22

Locke Supply Trade Show in OKC



Tammi Bryant President of Locke Supply

More pictures on pg 10

INSIDE

• Consultants' Corner	4,17,18
• Product News	9,14,B2,B8,B10
• TACCA-Trade Talk	B5,B8,B10
• Ed.Calendar/Calendar of Events	B11
• Women in HVAC	B12
• Software Programs /	
Classified	B15
Braggin Rights	B7
• Spotlight on People	B10
ASHRAE News	B13

Product News

New T94™ Series Welding Helmets

New helmets provide leading-edge comfort for all-day wearability



Appleton, Wis. — Miller Electric Mfg. Co., has introduced the new T94 Series welding helmets, designed to reduce neck strain and fatigue, while improving operator comfort, visibility and productivity.

The T94 Series welding helmets have a chiseled shell design that provides optimal skin coverage and accommodates half-mask respirators. An aluminum heat shield and silver shell reflects heat to keep both lens and operator cooler. The synergy between the shell and headgear provides 14 percent better balance, reducing torque on the operator's neck by 17 percent, and alleviating operator fatigue and excessive neck strain.

ClearLight™ Lens Technology optimizes

color and clarity in both welding and light states — reducing eye strain and improving weld quality. Multiple operating modes, half shade lens settings, shade 5.0 side windows and the largest integrated grind shield in the industry make this series ideal for the industrial welding environment.

Four operating modes — weld, cut, grind and X-Mode™ — plus InfoTrack™ 2.0 data monitoring technology all enhance the versatility of the T94 Series. The T94 Series offers features that lead to all-day wearability, improving productivity as well as long-term health benefits qualities appreciated by the operator and employer.

For more information on the new T94 Series welding helmets, visit MillerWelds.com.

Advertisers Directory

TACCAB5,B	
TACCA Greater Houston	
ACES AC/ Shearer Supply	B1
American Louver	
Aspen Airmark	
Attic Tent	B
Barsco	
Bon Air	B
Castillo Training	B1
Century A/C Supply1	5,B
Construction DataB4	₽,B1
CPS Products	
Elite Software	B1
EZ Filter Base	B
Fly Supply	B
Follow Up News	B1
Friedrich	
Gemaire	2
HVAC Innovations	2
Insco Distributing	2
Johnstone Supply	17,B
Kulthorn	2
Locke Supply	1
McDaniel Metals	1
Morrison Supply	2
Nortek	
Pro Lift	B1
RCD	1
Rectorseal2,13,B2	2,B1
Ritchie Eng Yellow Jacket	
Shearer Samsung	
Team Management Systems	
United AC Supply	
Venstar	
Winsupply	

Your message here vould have just reached over prospective customers..... Not too bad for just one sales call.

It Pays to Advertise.

Contact

Air Conditioning Today

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





Ready to Use

Polymer Free

Compatible with all refrigerants

Permanently seals leaks

Non-flammable

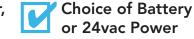
Non-toxic

2601 Spenwick Drive - Houston, TX 77055 800-231-3345 rectorseal.com A CSW Industrials Company

Only one Wireless Sensor does it all.















Remotely monitors your customers' **HVAC** units



Sends alerts if **HVAC** equipment is not cooling or heating properly



Generates more paid service calls resulting in increased revenues



Installs easily with simple set up



Connects to free Skyport Mobile App for Apple and Android devices







www.venstar.com



www.inscohvac.com

Ft. Worth	3
Garland	3
Georgetown	4
Grapevine	1
Harlingen	4
Houston	1
Houston	1
Houston	1
Houston	5
Kerrville	1
Laredo	6
Lubbock	7

Ft. Worth	399 North Beach Street
Garland	3775 Marquis Drive #101
Georgetown	40110 Industrial Park Circle
Grapevine	1300 Minters Chapel, Ste 500
Harlingen	401 N.T. Street, Ste B
Houston	10460 S Sam Houston Pkwy West
Houston	14820 North Freeway, Ste 500
Houston	14900 Hempstead Rd., Ste 300
Houston	5921 South Loop East
Kerrville	1905 Junction Hwy
Laredo	6301 McPherson Road
Lubbock	702 E. 46th Street
McAllen	1218 East Laurel Ave

	817-834-5542
	972-276-5532
	512-863-0525
	682-223-6700
	956-425-1120
t	713-335-5475
	713-358-3737
	713-462-3737
	713-645-6726
	830-895-2800
	956-726-0541
	806-762-4088
	956-686-3786

lew Braunfels	1223-B Industrial Dr
an Angelo	914 Arroyo Drive
an Antonio	1302 S. Alamo
an Antonio	222 Recoleta
an Antonio	2403 Freedom Drive
an Antonio	6896 Alamo Downs I
yler	3805 Timms Street,
ictoria	3803 N John Stockb
Vichita Falls	206 Waco Street

-B Industrial Drive	830-625-7743
Arroyo Drive	325-224-4276
S. Alamo	210-223-2681
Recoleta	210-824-9551
Freedom Drive	210-828-9981
Alamo Downs Pkwy, Ste 900	210-523-1244
Timms Street, Ste 300	903-561-8080
N John Stockbauer	361-576-4101
Naco Street	940-766-0225

Oklahoma 405-670-1326 Oklahoma City 3407 E. Reno

There's an App for That (Or maybe there isn't)

So you are considering creating a mobile app to improve interaction with your customers. After all, these days everyone, literally everyone (95% of Americans) owns a cell phone of some kind. And the vast majority (77%) have a smart phone. When you look at younger (18 – 49) individuals and those with at least some college education the numbers are even higher.

Right about now, you are thinking a mobile app is a good idea. But wait! Before you write that check to start the development process consider the pros and cons. A mobile app is not useful for every business, even if the target audience is comprised of college educated millennials.

When does a mobile app make sense

• If you have features people will use over and over again. One of the best apps I saw developed was for a client for engineers in a specific industry. It contained a number of formulas they were likely to use again and again. It was convenient to have the app

handy whenever they started to work on something. The company also pushed the latest blog and an updated parts list through the mobile app. This company was able to leverage information engineers need every day as a gateway to communication. If you have a one time process people will be unlikely to download the app.

- If your target audience spends much of their day on the go. Professional sales people and service technicians are likely to appreciate a mobile app they can launch from their phone, where ever they are. Administrative assistants who sit at a desk all day may not find it as useful, preferring to work on the large screen on their desk.
- If the mobile app requires a limited amount of input. We love our phones, but we don't necessarily like typing more than a few words into them. Long forms just aren't compatible with the mobile environment.
- If everything needed to use the app is on the phone. I was talking with a recruiting firm who thought millennials would use an app to upload their resume

until they thought through the mechanics. Millennials would have to email it to themselves, save it and then upload it. Doesn't make any sense. However, companies like Indeed, who let you store your resume on their app so you can apply for jobs from a phone, figured out the right way to use a mobile app. The repetitive process of applying for jobs is made simpler with the mobile app once the resume is uploaded.

• If you have a specific need which cannot be addressed simply by improving your website then a mobile app might make sense.

AMobile App is Expensive

Many business owners are surprised at how much more expensive it is to build a mobile app than a mobile website. There are a lot of things which contribute to the cost:

- Mobile app development requires a much more specific skill set.
- Once the mobile app is built you will need to create a minimum of two versions. One for iOS and one for Android.

- Upgrading is a routine part of app development. Every time a new operating system is released you will need to test to be sure it still works correctly.
- Every time you make a change you will need to update both versions of the app.
- You have to account for different screen sizes across devices for both platforms
- The apps must be approved from by the App Stores before it can be available for download. Right now approval times are relatively short about 1-2 days for Google play and 4-6 days for the iTunes store. However, If the app is rejected you have to go back to the development team for changes.

Alternative to a Mobile App

Many companies, when faced with the cost and challenges of constructing a mobile app, find that simply optimizing your website for mobile is a viable and affordable alternative. Want to talk about web updates and mobile apps? Give us a call.



Lorraine Ball

After spending too many years in Corporate America in companies like Lennox, Carrier and Conseco, 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.





Johnson Controls and Building Homes for Heroes® will continue partnership in 2017

YORK® contractors and distributors team up with nonprofit organization to support severely wounded or disabled soldiers and their families

Milwaukee – The YORK® brand of Johnson Controls will continue its sponsorship of Building Homes for Heroes® through 2017 and provide veterans with home heating, ventilation and airconditioning (HVAC) systems. Building Homes for Heroes is a national nonprofit organization that recognizes the tremendous sacrifices of men and women of the United States Armed Forces by supporting the needs of severely wounded or disabled soldiers and their families. The organization strives to build or renovate quality homes and gift them to severely injured veterans nationwide, mortgage-free.

2017 marks the fourth consecutive year that YORK and Building Homes for Heroes have worked together. Through its sponsorship of the Building Homes for Heroes program, Johnson Controls, along with YORK distributors and independent contractors nationwide, has donated quality heating and cooling systems, including installation, labor and on-going maintenance, to over 40 military families since 2014.

Participating YORK

Contractors are installing YORK Affinity™ heating and cooling systems for reliable and energy-efficient home comfort. In addition, the company is planning to install smart thermostats as part of its 2017 sponsorship. The new YORK touch-screen residential

thermostat incorporates smart technology to communicate with both conventional and connected HVAC systems. Homeowners can control their system remotely using their smartphone to monitor and adjust settings for up to six zones/rooms to save energy and feel more comfortable. The thermostat is also user friendly, with an easy-to-use touch-screen interface and remote programming features that are helpful for the disabled.

To learn more about Building Homes for Heroes, visit http://www.buildinghomesforheroes.org/. To learn more about Johnson Controls' commitment to its communities, visit http://www.johnsoncontrols.com/corporate-sustainability/social.

Shurtape Technologies LLC Acquires Syntac Coated Products LLC

Hickory, NC- Shurtape Technologies LLC announced the acquisition of Syntac Coated Products LLC. Shurtape is a fifth generation, family owned, global business that delivers tape solutions to the packaging, building and construction, HVAC, industrial, maintenance and other industries. Syntac was established in 2001 and designs high performance industrial adhesive and tape products.

Together, the companies will offer a broad product portfolio. Syntac's staff of approximately 50 will join the 1500 Shurtape employees globally. The company will be renamed Shurtape Specialty Coating LLC and will continue to operate in New Hartford, Connecticut and Sarasota, Florida.



For a
FREE
Subscription
visit our website
ac-today.com
or call
830-627-0605

Chemours Breaks Ground on New U.S. Production Facility for Opteon™ Refrigerants in Ingleside Texas

The New Facility Will Triple the Company's Capacity of Its Low Global Warming Potential, HFO-1234yf-Based Refrigerant Products

Wilmington, Del. – The Chemours Company (Chemours) (NYSE: CC), a global chemistry company with leading market positions in titanium technologies, fluoroproducts and chemical solutions, announced that it has broken ground on the

company's new HFO-1234yf production facility. The new facility, located at the Chemours Corpus Christi plant in Ingleside, Texas, will triple the company's world-leading capacity for its HFO-1234yf-based-products, which are low global warming potential

(GWP) and better for the environment. Chemours will sell the low global warming potential refrigerant products and blends manufactured at this new plant under its OpteonTM trade name.

This new facility will use an innovative,

patented process to manufacture Opteon™ YF, Chemours'HFO-1234yf mobile refrigerant product used in automotive air conditioning, and Opteon™ refrigerant blends which are used across a range of applications. This investment

will create the world's largest facility for manufacturing hydrofluoroolefins (HFOs), and the location will allow Chemours to efficiently serve the growing market in North America and Europe, as well as the rest of the world. Currently, Chemours is the capacity leader for HFO-1234yf-based products, a position that is expected to be maintained as a result of this investment.

The Opteon™ refrigerants portfolio from Chemours represents a breakthrough line of low GWP solutions. They were developed to help meet more stringent global regulations while maintaining or improving performance versus incumbent products. Chemours has commercialized OpteonTM refrigeration products for use in automotive air conditioning, stationary and transport refrigeration and chillers. The first Opteon™ product commercialized was Opteon™ YF, or HFO-1234yf, for automotive air conditioning. This refrigerant was developed to enable automakers around the world to meet EU requirements. and it has a GWP of less than one. The company has a development pipeline of additional Opteon™ solutions for stationary air conditioning, foam blowing agents and waste heat recovery.

For more than 85 years, the fluorochemicals business within Chemours has provided innovative refrigeration and foam blowing agent solutions to meet changing customer needs. OpteonTM low GWP products are the latest innovation, offering a long-term solution for our customers along with drastically reduced impact to the environment. The global adoption of OpteonTM low GWP products represents a clear path toward moving the world away from HFCs, which have high global warming potential.

For more information, visit us at Opteon.com.



IT'STIME 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

AND enter for a chance to upgrade your toolbox!







TSTC Receives Money For New HVAC Scholarship



Heating Ventilation and Air Conditioning Technology students at Texas State Technical College in North Texas worked recently in a class.

Red Oak - The Texas Air Conditioning Contractors Association has given financial support to students for Texas State Technical College in North Texas' Heating Ventilation and Air Conditioning Technology program.

The Austin-based nonprofit trade association has given \$10,000 to the HVAC program for scholarships and plans to contribute more money later this year. The money creates the TACCA Presidential Scholarship that will go to TSTC in North Texas HVAC students.

"Our organization has been a supporter of TSTC for years, and we have had numerous members of our board of directors that have sat on the HVAC programs at TSTC all across Texas," said Todd McAlister, the association's executive director.

Stephen Pape, executive director of student learning at TSTC, is an association board member.

"Air conditioning is a good industry for students who want to work with their hands and have a good mechanical aptitude," Pape said. "You are not stuck behind a desk and you get outside. People are appreciative of your work. You get immediate feedback on the quality of your work."

TSTC's HVAC program began in fall 2014 and graduated its first students in 2016. There are more than 30 students in the program for the spring semester. The program teaches students to work in residential and commercial environments.

"What are we are trying to do is place students with contractors and get them some hands-on experience, and that means the upper-level students are taking more evening classes than they are during the day so they can work," Pape said.

Texas had more than 21,000 heating, air conditioning and refrigeration mechanics and installers with an annual mean wage of \$42,830 in May 2015, according to the U.S. Department of Labor's U.S. Bureau of Labor Statistics. The Woodlands-Houston-Sugar Land area had about 5,400 workers and the Dallas-Plano-Irving area had more than 3,800 employees in the field in May 2015, making them the areas with the largest concentration of HVAC workers in Texas, according to the labor statistics bureau.

The trade association was founded in 1969 and is made up of more than 500 members of the state's HVAC industry. The group's focus is on HVAC advocacy and education.

"Air conditioning is one of the most important items you need, whether it is residential or commercial," McAlister said. "Unfortunately, our industry is one that has an aging workforce. The average age of an HVAC technician is 55. So, we need the younger generation to come into the industry, and obviously things like scholarships and other opportunities that help fund somebody is something we think is vital. It is important to have programs like TSTC as just one of the many avenues to get the younger people in our industry."

For more information on the Texas Air Conditioning Contractors Association, go to tacca.org.

For more information on TSTC, go to tstc.edu.

SmartPlug Instant Hot Water Control from Taco Named 2017 AHR Expo Innovation Award Product of the Year

Westport, Conn.— Taco, Inc.'s SmartPlug Instant Hot Water Control was announced as the 2017 AHR Expo Innovation Award Product of the Year yesterday at the Show's Innovation Awards ceremony in Las Vegas.

The product, which also secured a win in the Innovation Awards' plumbing category, allows for easy installation onto existing domestic hot water recirculation pump systems, to more efficiently manage on-demand hot water delivery.

All 2017 AHR Expo Innovation Award winners were selected by a panel of third-party ASHRAE member judges who evaluated each entry based on innovative design, creativity, application, value and market impact.

The complete list of 2017 AHR Expo Innovation Award winners includes:

Building Automation

Company: Danfoss (www.danfoss.us)
Innovation: Danfoss Enterprise vices

Cooling

Company: Daikin Applied (www. daikinapplied.com)

Innovation: Pathfinder® Air-cooled Screw Chillers with Variable Volume Ratio (VVR) Technology

Green Building

Company: Carrier (carrier.com/commercial)

Innovation: Dual Stage Relief Economizer (DSRE)

Heating

Company: Noritz America (www. noritz.com)

Innovation: Noritz CB Combi Boiler

Indoor Air Quality

Company: Nortec Humidity (www.humidity.com)

Innovation: Nortec GS Series - CS Model (Nortec GS CS) Humidifier

Plumbing

Company: Taco, Inc. (www. tacocomfort.com)

Innovation: SmartPlug Instant Hot Water Control

Refrigeration

Company: Danfoss (www.danfoss.us)
Innovation: Danfoss CTM (Electrical
Controlled Transcritical Multi Ejector)

Software

Company: Nidec Motor Corporation
/U.S. MOTORS® (www.usmotors.com)
Innovation: Rescue Select
Programming App

Tools & Instruments

Company: PEXOLOGY, Inc. (www.pexgun.com)

Innovation: PEXGUN

Ventilation

Company: Titus (www.titus-hvac.com)
Innovation: Helios Digital Diffuser

All AHR Expo exhibitors are eligible to submit for the annual Innovation Awards competition. Submission guidelines are sent to exhibiting companies approximately six months preceding each Show. Products, systems and technologies submitted must be new (launched following the close of the previous year's Show) and planned for display at the upcoming year's Show. In addition to a nominal entry fee, submitting exhibitors are asked to provide a brief (75-word maximum) description of how their product, system or technology excels in the areas of application, innovation, value and market impact.

For more information on the 2017 AHR Expo or the Innovation Awards competition, please visit ahrexpo.com. Specific questions regarding Innovation Awards submissions can be emailed to expoawards@ashrae.org.



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





THURSDAY, MARCH 23 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

\$50 OFF
DWTST
Service Tool





Metal diffusers rust. Stratus[™] never will.

It's a fact: In high-humidity environments, metal air diffusers will begin to rust. And have to be repainted. And repainted.

Rugged Stratus diffusers are made from an engineered polymer, so they're impervious to humidity and moisture and will never need painting. Highly resistant to smoke, heat and impacts, Stratus diffusers clean up fast and stay looking good for a very, very long time.



See the difference yourself — with a free Stratus polymer diffuser.

To get your free sample, call (847) 772-0355 or visit AmericanLouver.com/sample.



Product News

Flexibility Key to Friedrich's Ductless Product Offering

San Antonio - There are plenty of good reasons why more commercial and residential customers are adopting ductless system solutions in place of old-tech, costly and bulky central split systems. Ductless systems offer major advantages and unbeatable performance when

it comes to conditioning air faster, maintaining more accurate temperatures and reducing energy costs. Ductless systems also provide a scalable solution for additions, retrofit and renovation projects where complicated ductwork installation or re-routing is not feasible.



But until now, the tremendous flexibility that ductless systems deliver hasn't translated to the perfect

fit of product line options for dealers and distributors. Friedrich is one of the only manufacturers in North

America to now offer both a top-tier and mid-tier line of ductless systems, based on the needs, budgets and priorities of its customers. With decades of experience as a leading manufacturer of innovative HVAC solutions, Friedrich also provides comprehensive training and service to support

both of its top and mid-tier ductless system lines.

Friedrich's two distinct lines of ductless system offerings are based on SEER efficiency. The company's mid-tier 16 SEER Floating Air Series comes in five models, with 115 volt and 230/208 volt heat pump units and is very competitively priced. Friedrich's top-tier line is the 20 SEER J Series, which is available in more than 1,000 multizone configurations, including wall-mounted, ceiling cassette and concealed duct models. This series is wide and deep, supporting up to eight interior zones with one outdoor unit and customers can choose from single-zone cooling models, single-zone heat pumps that cool and heat, and multi-zone heat pumps that cool and heat multiple rooms.

These two distinct lines allow Friedrich to supply the right solution for whatever the need, and provide greater options for a wider range of potential customers looking for the best ductless solution for their new construction. retrofit or remodeling project.

Friedrich ductless solutions deliver unbeatable efficiency and performance, thanks to the advantage of Friedrich's Precision Inverter System. This system makes changes in 1Hz increments, allowing the unit to run at variable speeds and deliver the most precise heating-cooling solution. The company offers a wide variety of ENERGY STAR models in both single and multi-zone configurations.

Better servicing is another advantage with Friedrich's ductless products. The company has introduced a new wireless diagnostic tool, the DWTST. Available for Friedrich J Series ductless split systems, the DWTST connects wirelessly to a smart phone or tablet, giving contractors access to real time monitoring and diagnostics for quick service responses. As a commitment to increasing knowledge and training for the ductless category, Friedrich offers the Advantage Program to encourage top dealers to become part of a motivated team of industry professionals dedicated to the sale, installation and support of Friedrich ductless systems through product training, rewards and warranty benefits.

GREAT DUCTLESS SWEET REWARDS



CHOOSE FROM TWO GREAT DUCTLESS LINES

Choose from the advanced performance of our premium line or the incredible value of our mid-tier line

- All Inverter models for superior performance
- Up to 25.0 SEER
- Popular 115v models
- Wall-mounted, ceiling cassette and The Insider" concealed ducted systems
- Multizone up to 8 zones
- Low ambient operation



www.friedrich.com

ADVANTAGE DEALERS EARN SWEET REWARDS

Exceptional Benefits for Top Tier Friedrich Ductless Dealers—

- 4 & 8 hr. NATE Certified technical training
- Rewards and recognition
- Exclusive 1 yr. labor warranty and 10 yr. parts & compressor warranty (J Series Ductless)
- Online support tools
- Dedicated technical support

Only sales of ductless equipment accrues rewards. Learn more at FriedrichAdvantage.com

PTACs

- EERs up to 13.0
- Tangential fan for quiet, smooth airflow
- Two motor design-noticeably quieter indoor
- 2 yr. parts & labor warranty; 5 yr. limited warranty



PORTABLE ACs

- Dual hose for up to 40% faster cooling
- Cool only and heat pump models
- 24-hr. timer



Announcing Austin **OUR NEWEST** LOCATION:

9715-A Burnet Road

Arlington

817.652.0026

214.350.6631

3411 Ave. D

Dallas

Suite 100 512.485.2579

Wichita Falls

1106 Elm St. 940.767.2571

Longview

1715 E. Young St. 903.753.7665

Tyler 1902 Capital Dr.

903.939.0826 San Antonio

Ft. Worth

817.595.7922

10011 Broadway 210.822.3050

Plano 10940 Shady Trail

1401 Summit Ave. Ste. 10 972.231.8206

Denton

1210 Duncan St., Bldg. C 940.891.1909

Corporate Office 4309 Beltwood Pkwy N 972.934.1900

Waco

700 Schroeder Suite A Where quality & Service 254.751.1125

Redbird

4660 Mint Way 214.339.2125



Locke Supply Trade Show 2017

Locke Supply held their Trade Show in Oklahoma City on February 17 and 18. Over 300 vendors displayed their products and services.

Lunch was provided each day as well as hundreds of prizes.



Baily Miller and Lauriana Williams with 3M



Claudio Santini, Suzi Agar and Jason Vrva with Cody Co and SST



Dave Mitchell, Austin Kvapil, Nancy Brashears and Tommy Scheurer at the Hart Cooley booth



Don Seay, Louie Sevier and Carl Caughman at the Locke Supply history booth



Doug Hurst and James Neugebauer with Pro 1



James Porterfield at the Yellow Jacket booth



Jason Waters, Steve Lee and Alan Rosenberg with Phenomenal Aire



John Henry, Anna Odum, Clint Dennis and Adam Ray with Eaton



John Jeffers and Troy Evans with CPS Products



Julia Wheeler and Jill Flint with Veto Pro Pac



Kate Wollslager with Global The Source



Mark Filewood with Glasfloss



Mark Redman and Gordon McKinney with ICOR



Marshall Gunder and Matt Hoover at the Friedrich booth



Nick Lane, Julie Decker and Chip Kirkland with ATCO Rubber



Paul Stanley and Daniel Stanley at the Parker booth



Rich Ford, Brian Hawes and Drew Cooper at the Armstrong Air booth



Ronnie Hill, Jason Fifer, Kyle Cline and Kevin Flaherty with Bradford White



Scott Whitehouse and Leo Brown with Cozy



Steve Good, Kelli Thompson and Bob Hardage at the Boss Products booth



Steve Wood and Dustin Gregoire at the Bosch booth



Ted Parker and Glenn Cooper at the Armacell booth



The Milwaukee Tool gang



Warren Finney and Sean Holloway at the Rectorseal booth

More precision. More performance. More control.



More of everything for customers who demand it.







ARMSTRONGAIRPROSERIES.COM

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

De5oto

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

Arlington

1605 W. Pioneer Parkway I-35 Highway & Loop 288 817-785-0007 940-484-4323

Denton

1-35 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

2017 AHR Expo in Las Vegas Breaks Three All-Time Records For Overall Show Attendance, Size



Brad Morrow, Jim Pritchard and Roger Mavrides with Testo



Christy Vinson, Kelly Vinson, Lexie Gunder and Adrian Gunder at the Samsung Customer Event



Deb Hall with Valencia College and Julie Decker with Atco Rubber at the Women in HVACR booth



George Waite, Matt Charles and Sharon Rinehimer



Kelly Kendrick, Sharon Rinehimer and Lisa Baily with RGF Environmental at their hospitality suite



Jay Ballard, Mark Hendricks, Allen Ruddick, Kerri Embry, Bruce Case, James Neugebauer, Robert Squyres, Ted Parker and Jeff Edgar at the Pro 1 Booth



Johnny Mac, Matt Hopper, Ron Fink, Sean Wahl, Rib Ambrosetti and Bill Mayer at the RGF Environmental hospitality suite



Keith Baughman and Jeff Staub from Danfoss



Giannic Combe won the Grand Prize TV at the Samsung Customer Event



Lisa Bailey, Dave Sansone and Kelly Kendrick at the RGF booth



Maria Hernandez, Maria Barroso and Enrique Lopez at the E Air Booth



Marjorie McAllister and Marty Rusnak at the CPS Products booth



Marjorie McAllister and Carl Pollex with 5 2 1 Compressor Saver



Mathew Cowley, David Lax and Mathew Roesser with Spectroline



Mike Woolsey, Robert Thomson, Nick Woods, Mark Filewood and Brian Myslinski at the Glasfloss booth



Oz Zuberi, Danielle Howerton, Melissa Balderas and Mario Martucci at the Friedrich booth

LG Unveils Next-Generation Vrf Air Conditioning Systems, Groundbreaking New Controls Suite

Innovative Controls, Advanced Cooling Technology and Industry-Leading Tools
Highlighted for Commercial, Residential Applications at AHR Expo

Las Vegas – Air conditioning technologies leader LG Electronics demonstrated its expanded 2017 lineup of commercial and residential HVAC solutions with a new customizable control system, next-generation variable refrigerant flow (VRF) technology, powerful new heating capabilities, and design tools at the 2017 AHR Expo.

LG Multi VTM 5

Taking AHR Expo by storm was the LG Multi V 5, the new flagship product in LG's state-of-the-art air-source VRF systems. Representing the next generation in the popular LG Multi V family, Multi V 5 is available from 6- to 42-tons, with a choice of three-phase

208V-230V or 460V electrical power as heat recovery/heat pump outdoor units. New to the Multi V line-up are the single frame 16-, 18-, and 20-ton units. The 20-ton unit represents the largest tonnage single frame on the market today. As a smaller and lighter solution, the Multi V 5 20-ton not only reduces footprint requirements, but also helps to reduce installation costs.

While the size of the Multi V 5 has been reduced, its performance has increased. Building upon Smart Load Control of the Multi V IV, the Multi V 5 features Advanced Smart Load Control which proactively addresses the impact of pending weather changes ensuring optimal comfort for all building occupants. The Multi V 5 also features LG Intelligent Heating

technology that works to prevent frosting and defrosts as needed rather than responding once frost has reached a preset point. On top of active response capabilities, the Multi V 5 also features a new biomimetic fan design which enables the unit to operate more efficiently and increase airflow while reducing the perceived noise level by approximately 20 percent.

All of these elements come together to create LG's industry-leading VRF solution.

For end-users of the LG Multi V 5, the high reliability, quiet operation and standard features that adjust cooling and heating as ambient temperature and humidity change, work together to provide precise comfort – while still reducing energy consumption.



LG Multi V S

For 2017, LG has expanded its popular Multi V S single-phase VRF lineup to include single-phase 2-ton heat pump and 5-ton heat recovery models, designed to provide excellent energy efficiency and the versatility of simultaneous heating and cooling. Announced in October, LG was the first to offer the industry's first single-phase VRF 5-ton heat recovery system for the U.S. market. With the addition of 2- and 5-ton Multi V S models, LG now offers home and business owners across the country more energy-efficient air conditioning options than ever before.

For more information visit www.lghvac.com.

The 2017 International Air-Conditioning, Heating, Refrigeration Exposition was held in Las Vegas, Nevada on January 30-February 1, 2017. The show was attended by 68,615 people over 500,159 square feet of exhibit space. In addition to the show floor, there were numerous gatherings and meetings that took place over the 3 day period.



Rene Luna, James Porterfield, Todd Montgomery, Tom Ritchie, Kristen Ritchie, Bubba Roberts, Dan Salas and Roger Pollex at the Ritchie Yellow Jacket booth



Rene Luna, Wendy Daray, Roger Pollex, Dexter Collins, Lisa Bailey and Todd Montgomery at the RGF Environmental hospitality suite



Russell Tavolacci, Sang W Lee and JS Park with Samsung at their Customer Event



Sean Holloway talks with a customer at the Rectorseal booth



Stacy Corapi and Douglas Prischak with HaVACo Technologies



Sumeth, Dean Rafiee, Ray Cox and Geremy Kerr with Kulthorn



Susan Samson, Sherry Millwater and Marcia Christiansenat the Women in HVACR mixer



Technical Systems Equipment at the Samsung Customer Event



The Friedrich Booth



The Rheem Total Comfort Tour truck



The Samsung booth and their friendly staff



Tony Resende, Patti Ellingson and Scott DAniello with Cooper Atkins



Contractor Comfort Index 78 in January; Up 2 from 2016

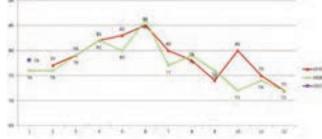
The January Contractor Comfort Index (CCI) shows that contractors started 2017 feeling positive about short-term growth. ACCA began measuring contractor attitudes toward short-term economic growth with the CCI in February 2010.

For January 2017, the CCI is 78. The CCI also shows that contractors are feeling slighting better than they were 12 months earlier when the CCI was 76.

The CCI is calculated based

on a survey of the association's contractor members, who are asked how positive they feel about new business prospects, existing business activity, and expected staffing decisions in the short-term future. Weighted and averaged into one number, a CCI of 50 or above reflects anticipated growth.

The CCI is released prior to the start of each month; the next index number will be released during the last week of February



Century A/C Supply hosted a lunch and meeting for Ruud ProPartners

Meeting held at Maggiano's in Houston with a packed room and superb food









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 for details.



Product News

RCD Corporation's #15 Weather Barrier Coating®



We all know that refl ecting solar radiation is a simple way to reduce heat gain. When applied correctly RCD Corporation®'s #15 Weather Barrier Coating® reduces the heat gain of the surfaces that are exposed to direct sunlight due to its 80% Solar Refl ectance Value. With temperatures increasing and energy costs continuing to rise, every exterior exposed air duct should be coated bright white with #15 Weather Barrier Coating®. It's waterborne, weather resistant, flexible, bright white and easily applied by brush, roller or spray equipment. RCD coated their plant's sheet metal roof with #15 Weather Barrier Coating® several years ago and recorded 30-40° F. surface temperature drop. This large reduction in roof surface temperature translated into interior plant temperatures that are no longer higher than ambient air temperature. Using #15 Weather Barrier Coating® on all your exterior air ducts will reduce solar heat gain and increase their lifespan by protecting them from the weather.





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

FACTORY-BACKED 10 YEAR LABOR WARRANTIES

Sign up as a Dealer today and don't miss out on Equipment rebates starting in April.



DALLAS 972-241-7007

RICHARDSON 972-470-9119

MESQUITE 972-270-2465

FORT WORTH 817-831-9675

WACO 254-296-0505

CEDAR PARK 512-528-9675

SAN MARCOS 512-392-1114

SOUTH AUSTIN 512-280-9675

SAN ANTONIO 210-377-3991

WEST SAN ANTONIO 210-591-1910

LA FERIA 956-507-7968

CENTURYAC.COM

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

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

SAMSUNG

How to Get a High Paying Job After Trade School

3 Keys To Increasing Your Hireability Part II

By Todd Liles of Service Excellence Training

Last month we explored the background and 1st key to getting hired in a high paying job. This month we look at the second and third keys to getting you on the road to success.

#2 – Your background check

Your background is going to weigh heavily on your ability to get hired in the residential service trades as a plumber, HVAC Tech, or Electrician.

I'm not judging, but you need to know the facts. And the facts are that most premier residential service companies are not going to hire tradespeople with the following information in their recent background:

- 1. Criminal convictions
- 2. A history of drug abuse
- 3. Low credit, indicating bad financial choices
- 4. Bad driving record

If you have these things in your background, then I recommend the following:

- 1. Don't hide it. Be upfront, because it will be found out
- 2. Communicate the course of corrections you have taken. If this is in your recent past, then communicate that with your potential employer.
- 3. Get help. If you are struggling with these things now, then seek the help of professionals that can guide you.

#3 – Increase your sales skills

Everyone is in sales. And your ability to sell yourself is a direct reflection of your ability to influence people.

Some people think of sales skills as something you are

born with, ie, you either have sales skills or you don't.

Thank goodness this isn't true. Sales skills are something that you learn.

As the great Zig Ziglar said,

"I have seen babies born all over the world. Some are born boys. Some are born girls. And I have seen boys and girls grow up to be salespeople. But, I've never seen a boy or girl born a salesperson!"

And you can learn it too!

Your future employers are going to want you to have sales skills. You will be expected to fix the technical problems, and convince the homeowner to let you do it!

You need to accept this truth today, "It doesn't matter if you can fix anything, if you can't sell nothing."

This will require persuasion skills that you must master.

Here is a short list of books / audio recording that I recommend that you listen to and read:

- 1. Zig Ziglar: Goal Setting and See You At The Top
- 2. Tom Hopkins: Master the Art of Selling
- 3. Jeffrey Gitomer: The Sales Bible
- 4. Todd Liles: Obliterate the 5 Objections from Your Workweek (It's free on the website ServExTra.com)

These are all great books, and will serve you well for life.

You deserve to have an amazing career as a tradesperson. We need you, and there is so much opportunity waiting for you here. Use the 3 keys of Internship, Background Clearing, and Sales Skills to go get your dream job!

Todd Liles is the CEO of Service Excellence Training. SET trains Techs, Comfort Advisors, and Managers in the Residential Trades. You can discover more at ServExTra.com, and give us a call at 512-333-4133

First Daikin VRV® unit assembled at Daikin Texas Technology Park



In a ceremony that gathered approximately one thousand employees on the factory floor, a deep sense of pride was evident among the audience.

Houston – Daikin Texas Technology Park, Daikin North America LLC's new \$417 million, 4 million square-foot campus located just outside Northwest Houston, welcomed the first VRV unit off the production line during a celebration led by CEO Takeshi Ebisu. The event was attended by Daikin employees from multiple departments, as well as senior leaders of the company.

Daikin VRV technology is not entirely new to North America. Daikin introduced VRV units in

2005 with products imported from Japan and

Europe. In February 2014, Daikin was the first HVAC manufacturer to operate assembly lines for VRV outdoor units in North America with limited production in Houston, TX. Now with the opening of Daikin's new state-of-the-art campus in Waller, TX, the production of current VRV units, as well as the development of new product designs will "increase productivity drastically by 22% and lead time will decrease substantially in order to respond to customer demand," said Mr. Kou Ishitani, Daikin Senior Vice President of Manufacturing.



UNITED A/C SUPPLY HVAC WHOLESALER

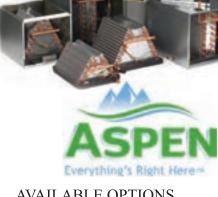
Serving the Industry for 33 years

ONE STOP DOES IT ALL! Proudly Offering

all sizes of **ASPEN COI**

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.



9920 Westpark Houston, Tx 77063

713-952-5191 Website: www.unitedacsupply.com Email: kmintl@wt.net

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

It's On My Heart: The Blimp

Have you ever wanted to do something really bad? Go with me to 1975, I was working for Meridian Air Conditioning company in lovely Indianapolis, IN. I was selling residential and commercial HVAC, some new construction, some replacement. But this is not about me. It is about Francis Mulhall. He worked with us as a lead generator. He would run all over town to pick up blueprints, deliver spec books, inquire about new jobs coming up, visited with general contractors, large businesses, guys doing tenant improvement work, in short, anyone who may be in need of a good HVAC company. Francis was a great guy, always had your back, if he could help you,

About the second year of working with him, he shared a life-long desire with me: he really wanted to ride in a blimp! So who doesn't; they are majestic, quiet, and move with a slow grace. When someone asks, how hard is it to get a ride on the Blimp, here is the official answer. Almost impossible. The website says only to corporate sponsors and government officials.

Francis had the dream, he also had a plan. The Goodyear

Blimp came to Indy each year to float over the Indianapolis 500. Francis knew where they docked it, when it came in, how long it stayed. He found out the phone number for Goodyear Blimps, and the local address when they were in town. He camped out, called repeatedly. The call went like this: I want a Blimp ride! The response: are you a government official? If you are one of our corporate sponsors, call the person who works with our corporate team. Francis said I am not in either category, just a guy who wants a blimp ride.

After the first year, it was easier. He knew when to call, when they were available. And he connected up with some of the office staff. Remember, this is in the 70s, before internet and cell phones, so it was a lot harder to link up. He learned the schedule of the Blimp, they would make runs over the city for several days before the race. Sometimes they went up with dignitaries, important people. Francis would be sure he was in the vicinity when a practice run was taking off. He would stop by the airport, be available. Francis always wore a coat and tie, which I think was a factor.

A factor in getting a ride on the Blimp. Somewhere

about the 3rd or 4th year, he was at the airport where they had docked the Blimp, getting ready to take off again. Francis was talking to a guard, letting him know he was in the system, but probably number 2345, where they would take less than a dozen at a time. Turns out on this special day, someone did not show up. An employee came out, said: are you ready? UH, YES! He got his ride. Said it was magical. Some sound when you take off, but once up in the air, at times it was silent, almost no sound at all. They circled around the city for what seemed like hours, probably only 45 min. Francis was thrilled

When he shared that with me, he still had his "what an experience" face on. It really meant a lot, as well it should have.

My thoughts today: is there something you have longed to do for some time? We now have a name for these items, call them our bucket list items. There is even a movie by that title. But I digress. If you really want it, plan on getting it. Put together a plan; see what it will take, then work hard to achieve that goal. It may be recreational like a blimp ride. May be focused on business,

hitting the next level for your company. Could be personal; lose 15 pounds, bench press 250 lbs. Many of you have received one of my books, just had a distributor rep ask me how the book writing process goes. It goes very slowly, started my first book about 7 or 8 years ago. Actually started 6 of them at the same time, just putting thoughts together in files labeled: Lesson Learned/ The Good Stuff/Sales/Never Forget/Motorcycles and so on. Each folder is another book: first two are out, more on the way.

Final note: I had a bucket list item for years, to go to Australia, and have someone pay me to talk. Got that chance about 7 years ago, it was excellent. Will remember that trip for the rest of my life. So today's article is about setting goals, having those excellent life moments, fulfilling dreams, all the above. Just realize that most of the heavy lifting is up to you. Not many of us will win the lottery; we will have to work for the things we achieve. So start today, make that list, pick out one item to focus on, and put together a plan to achieve it.

Thanks for listening, 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

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 He has provided highresults 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.

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 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; or on Facebook: Sales Improvement Professionals, Inc







Winsupply has the best warranties in the industry... Ask about our 10 year parts and compressor warranties!

Visit any one of our 4 locations for all of your HVAC needs.

AUSTIN

4101 Smith School Rd, Suite 500 Austin, TX 78744-0017 Main: 512.580.2615 Fax: 512.580.2673 www.winsupplyofaustinhvac.com

DALLAS

1250 Champion Circle, Suite 112 Carrollton, TX 75006-8337 Main: 469.620.2014 Fax: 469.620.6774 www.winsupplyofdallas.com

HOUSTON

9600 Bamboo Road Houston, TX 77041-7708 Main: 832.767.2238 Fax: 832.767.2801 www.winsupplyofhouston.com

SAN ANTONIO

143 W Rhapsody Drive San Antonio, TX 78216-3105 Main: 210.481.8123 Fax: 210.481.8152 www.winsupplyofsanantonio.com





THE GEMAIRE DIFFERENCE

www.Gemaire.com

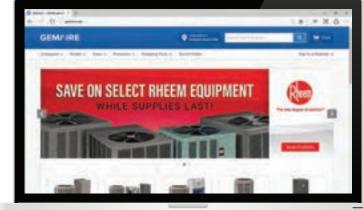


ON GEMAIRE.COM YOU CAN:

- Check real time product inventory
- View specific pricing to your account
- Easily find and purchase parts
- Place an order in minutes
- Gain instant access to product documentation

Call Gemaire's Customer Service department to open your online account today!

(888) 601-0038



- Access Gemaire purchase history
- Schedule branch pick up or delivery
- Bypass the counter with



- Access Product information and place orders 24/7
- Create and save a list of frequently purchased products



Download today to utilize everything you see on Gemaire.com, and more!



The new degree of comfort. $\!\!^{\scriptscriptstyle{\mathsf{TM}}}$

Gemaire Texas & Louisiana Branch Locations

Houston N (281) 821-7622

Galveston (409) 741-9115

Pasadena (713) 477-8292

Harlingen (956) 423-8513

Houston NW (713) 466-6261

Westpark (713) 787-6666

McAllen (956) 668-1147 Corpus Christi (361) 854-7591 **Carrollton** (214) 390-5076

Dallas (214) 381-7899 **Arlington**

(817) 652-3272 **West Monroe** (318) 322-9666

Texarkana (903) 832-3562 **Haltom City** (817) 916-1277

Longview (903) 758-3181

Plano (972) 424-5222

Shreveport (318) 869-0157 **Tyler** (903) 597-3229

San Antonio (210) 495-4933

Killeen (254) 526-3028

Temple (254) 773-0<u>809</u>

Austin (512) 836-6646

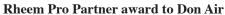
(254) 751-7766

College Station (979) 774-5390 **Waco**

Visit Gemaire.com To
Place your Order Today!

Gemaire Dealer Meeting and Award Winners







South Texas Dealer Meeting in Houston



Top Rheem Classic Dealer award for Theresa Lucas



Top Rheem Dealer award to Tall Guy AC

Available from



















...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 <u>Time!</u>
- Quicker Easier More Profitable Regular Maintenance
- Flexible Fits Closet, Upflow Horizontal Applications

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

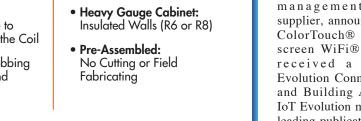
No More Dripping or Spilling Coil Cleaner on the Heat Exchanger

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





888.994.4424

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



Top Rheem Pro Partner award to A1 Quality AC

Venstar
Receives 2016
Connected
Home and
Building
Award for
ColorTouch
Smart
Thermostat
From IoT
Evolution
Magazine

Compatible With
Amazon Echo/Alexa,
Control4, RTI and
More

Chatsworth, Calif.

Venstar®, a leading thermostat and energy management systems supplier, announced that its ColorTouch® color touch screen WiFi® thermostat received a 2016 IoT Evolution Connected Home and Building Award from IoT Evolution magazine, the leading publication covering IoT technologies. This award honors organizations delivering innovative solutions that enable the advancement of the smart home and buildings industry.



Morrison Supply celebrates their 100th Anniversary in OKC

Trade Show, dinner, famous entertainer and fireworks show highlight the event



Blake Ricci



Dan Salas and Bubba Roberts



Daniel Stanley and Gary Moody



Jon Stetson the Mentalist



Marc Richburg and Jessica Taipalus



Mark Gunder and Matt Jones



Matt Hoover



Sara Price and Meagan Kemp



Scarlett Hayes and John Scott



Scott Taylor and Warren Finney



Robin Armijo, Doug Hurst and **Tim Truitt**



The dealers enjoyed a great meal











KULTHORN

Make the Competition Irrelevant Unprecedented Quality, Service & Price





REFRIGERATION & AIR CONDITIONING COMPRESSORS Residential & Commercial Application

2554 Commercial Street, San Diego, CA 92113 Phone 619.255.5251 | Fax 619.916.2469 | www.elcors.com

1/25 - 10 HP





Silent Auctin was held in honor of **Kevin Moore**

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.

Introducing the game changer in home comfort.

FEATURING SMARTSENSE" TECHNOLOGY

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



- Increased Efficiency
- Quiet Operation
- Consistent Comfort











Comfort with Confidence





RACK UP FAST CASH

JUST FOR INSTALLING RUUD

Up to \$800 Cash Back for each Home Installation





This Spring, decide which Ruud system is right for your customer's home heating and cooling needs and get rewarded for making the right choice.

VisitINSCOHVAC.COM/PROMOTIONS
FOR MORE INFO





Smart home system for heating, cooling and water heating.



RELY ON RUUD"





sst@insco.com | insco.com

855-282-4295







Get the ball rolling on a new Rugged. Reliable. Coleman® LX Series Split System!



For over a century, the Coleman® name has been a trusted icon in America. Known for rugged dependability and tremendous value, our products stand the test of time. This heritage of quality and durability is crafted into every Coleman® HVAC system that is built according to strict tolerances and rigorous testing. Coleman® HVAC is proud to continue our enduring legacy by providing long-lasting comfort you can count on.



AUSTIN

10620 Metric Blvd, 78758 customercare@johnstonesupply55.com

USTIN (SOUTH 4114 Todd Lane, 78744

customercare@johnstonesupply55.com

BEAUMONT

675 M.L. King Pkwy, 77701 Phone: (409) 832-7409 Fax: (409) 832-1462 2120 Shepherd Drive, 77007

BROWNSVILLE

4635 Mar St, 78521

tim.stephens@johnstonesupply.com

CORPUS CHRISTI

2701 Agnes St, 78405 P.O. Box 9490, 78469 Phone: (512) 834-0346 Fax: (512) 834-8103 tim.stephens@johnstonesupply.com Phone: (361) 882-8896 Fax: (361) 882-4704

CORPUS CHRISTI (2)

8051 South Padre Island Dr, 78412 Phone: (512) 440-7229 Fax: (512) 440-7254 tim.stephens@johnstonesupply.com

Phone: (713) 868-8967 Fax: (713) 868-3045

HOUSTON

5985 South Loop East, 77033 Phone: (956) 838-0542 Fax: (956) 838-1439 Phone: (713) 645-0085 Fax: (713) 645-7498

HOUSTON

8304 Westpark, 77063 Phone: (713) 952-4601 Fax: (713) 952-0865 Tim.stephens@johnstonesupply.com

HOUSTON

15631 Blue Ash, #160, 77090 Phone: (281) 872-5200 Fax: (281) 872-4848 347 West Cotton St, 75601

HOUSTON

10351 West Little York Rd, Ste. 400, 77041 Phone: (361) 986-0613 Fax: (361) 980-1404 Phone: (713) 466-5716 Fax: (713) 466-7530

22110 Merchants Way, Ste. 100, 77449 Phone: (713) 803-6240 Fax: (713) 803-6250

13422 E. Expressway 83, 78559 tim.stephens@johnstonesupply.com

LAREDO

4114 Airpark Dr #4A, 78041 Phone: (956) 727-2235 Fax: (956) 727-226

LONGVIEW

store181@johnstonesupply.com Phone: (903) 234-1321 Fax: (903) 234-1327

LUBBOCK

6039 W. 45th St, 79407 store42@johnstonesupply.com Phone: (806) 792- 2493 Fax: (806) 792-9787

PHARR

3107 N. Sugar Rd, 78577 tim.stephens@johnstonesupply.com Phone: (956) 797-2035 Fax: (956) 797-2542 Phone: (956) 783-1036 Fax: (956) 783-5106

SAN ANTONIO

9311 Broadway, Ste. 200, 78217 store41@johnstonesupply.com Phone: (210) 829-1934 Fax: (210) 829-1509

SAN ANTONIO

store162@johnstonesuppl.com Phone: (210) 680-6500 Fax: (210) 680-6570

SAN ANTONIO

30 Essex Street, Suite 101, 78210 Phone: (210) 200-6273 Fax: (210) 200-6279

STAFFORD

10650 West Airport Blvd Ste. 180, 77477 Phone: (281) 988-5584 Fax: (281) 988-953

VICTORIA

405 1/2 Water Street, 77901 tim.stephens@johnstonesupply.com Phone: (361) 574-8349 Fax: (361) 574-8359

Product News

Venstar's Wireless Temperature Sensor Saves Energy and Improves Indoor Comfort for Commercial and Residential Applications

Compatible With ColorTouch and Explorer Wi-Fi Thermostats

Chatsworth, Calif — Venstar® announced the availability of its new Wireless Temperature Sensor (Model ACC-TSENWIFI). Compatible with ColorTouch® and Explorer™ (formerly Voyager®) Wi-Fi® residential and commercial thermostats, Venstar's Wireless Temperature Sensor helps save energy while improving indoor comfort. It is available throughout North America from Venstar's exclusive network of Wholesale HVAC Distributors.

Easy to set up with the Configurator App, Venstar's Wireless Temperature Sensor can be used indoors or outdoors with the on-board sensor or an external sensor, such as the included duct sensor. The sensor may be configured as an outdoor, indoor remote, return air or supply air sensor. For example:

- Remote Temperature Sensor Application
 - Use as a remote sensor to help control temperatures in a specific room, or use multiple sensors to average temperatures across a specific environment, such as upstairs/downstairs.
 - Use Venstar's ColorTouch and Explorer Wi-Fi thermostats to average together multiple Wireless Temperature Sensors with or without the thermostat in the equation.
- Supply Air Sensor Application
 - Use as a supply air sensor to measure the temperature of the supply air.
 - As a supply air sensor with the included duct sensor accessory, it will sample the supply air every 20 seconds.

- In conjunction with Skyport™ Cloud Services, the wireless sensor can facilitate email alerts to the designated person(s) if the supply air temperature is not within expected limits when used as a supply air sensor and is installed with the included duct sensor. It also identifies the specific unit that is not operating properly so it can be repaired before energy costs skyrocket.

When Supply Air Alert is enabled on Skyport Cloud Services, email alerts are sent to the user and/or contractor's mobile device using Venstar's free Skyport Mobile App. With the Skyport Mobile App, users have instant access and control of multiple Venstar ColorTouch and Explorer Wi-Fi thermostats at numerous locations. Compatible with Apple® iOS and Android™ smart phones or tablets, Skyport Mobile App enables users to remotely monitor and control heating and cooling functions. They can also access information provided by the Wireless Temperature Sensor(s) to help reduce energy usage and costs while maintaining indoor comfort. Users can also use the Skyport website to remotely manage multiple thermostats.

For larger installations, such as commercial facilities, up to 20 Wireless Temperature Sensors can be used per network. They can be set up to work individually or together to help ensure a consistent, average temperature. Sensors may be powered by 24vac power or four AA batteries, which deliver an average battery life of about one year for the indoor temperatures or more than two years for outdoor temperatures.

Nortek Global HVAC Launches New Line Of Commercial VRF Systems

<u>Cutting-edge features make installation</u> <u>easier than many competitive models</u>

St. Louis — Nortek Global HVAC introduces a new line of commercial Variable Refrigerant Flow (VRF) multi-zone systems. The complete line consists of V5 mini VRF heat pumps, V5 modular heat pumps, and V5 heat recovery systems.

The Nortek Global HVAC VRF systems have new design features to make installations easier than competitive VRF systems: Selection software that is more user friendly; Longer piping lengths provide more flexibility for each job; Communication wiring is simpler and easier to install using non-polarity-sensitive 18 AWG stranded 2 conductor wiring; 22°F (-30°C) heating performance is the best in the industry; Auto-addressing of indoor units eliminates setting dipswitches manually; Simple debugging/commissioning software.

The V5 VRF systems feature DC inverter driven compressors for precise temperature control. Up to 3,280 feet (1,000 meters) of total piping length and up to 36 indoor connections make them easy to install, network and maintain. Standard gold and blue fin coating provide increased performance and greater corrosion resistance.

The V5 mini VRF systems are designed for light commercial or residential applications. Their compact design and thinner profile make them adaptable to tight spaces. Up to 984 feet (300 meters) of total pipe length simplifies installation. Both feature an energy-efficient, ultra-quiet DC inverter compressor and powerful heating capacity in low ambient temperatures. These 208/230V condensers are available in 3, 4 or 5 tons and will accommodate up to 7, 8 or 9 zones.

For more information visit nortekhvac.com.







A/C SUPPLY TM

ANGLETON 979-849-7735

BAY CITY 979-245-2665

CONROE 936-569-1177

LUFKIN 936-632-4484

HUMBLE 281-446-7820

KATY 281-925-2651 **LEAGUE CITY** 281-724-4474

WINKLER 281-446-7820

BELTWAY 281-933-3991

GULFTON 713-663-6661 BARKER CYPRESS 281-859-1615

STUEBNER 832-249-7654

WEST 43RD 713-683-3991

CENTURYAC.COM

Solar Supply held their Manager's Meetings in Lake Charles

Two day event included meetings, dinner and presentations



Becky Verret, Rhonda Mansco, Eve Keller and Sandra Bullock



Eastern Region Manager of the Year Todd Czodli



Jamie and Charmayne Yelverton



Malinda Windham and Valerie Daigle



Neal Williams, Mark Landry and Donald Dahl



Quitman Moon



Richard Brame had the most improved store in the Eastern Region



Rick Heyden, Ronnie and JoLynn Dingler



Ronnie Bishop and Todd Kuhn



Stephanie Lemoine won the Presidents Award



The ladies of Solar Supply



Tiffany Rogers, Quitman Moon and Melissa Bruce



DUPONT USA VIRGIN QUALITY \mathbf{R}_{22}

Sold in Skid Quantity Only 40-30lb drums

BASCO-CAL ONLY

PH 972.467.6670 | PH 972.263.8839 FAX 972.263.6021

GRAND PRAIRIE, TX

READ THE NEWEST ISSUE ONLINE!

AC-TODAY.COM





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:

Absolute Value A/C, Inc - Houston

All A Round Air Conditioning - Wills Point

Diamondback Mechanical - La Vernia

E.B. Air Conditioning - East Benard

Revolution Air - Houston

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/NFIB Small Business Day at the Capitol

More than 25 TACCA members participated in the NFIB Small Business Day at the Capitol, sponsored by TACCA on February 14th. Great meetings with Representatives and Senators and a fantastic event with Lt Governor Dan Patrick and Land Comm. George P Bush.



Your 2017 Texas Air Conditioning Contractors Association Board of Directors:

President—Matt Freund, Comfort-Air Eng., San Antonio

Vice-President—Randy Bellomy, Bellomy Heating and Air, Dallas

Treasurer—Roy Jones, Armstrong Mechanical, Lubbock

Secretary—Jimmy Barry, Doctor Cool, League City

Ex-Officio—David Mathews, CCAC, In., Corpus Christi

Region I— Nick Watkins, Abilene AirTech, Abilene

Ron Chambless, RC's Air Conditioning, Abernathy

Region II— Roland Arrisola, Stans Heating and A/C, Austin

David Landry, Landry's Service, Austin

Region III—Stephen Pape, Pape Service Co., DeSoto

Mike Krause, Paradise Air, Plano

Region IV—Kerry Mohammadian, Master Air, Inc., Pearland

Stephanie Marquard, Kingwood Air Conditioning, Kingwood

Region V—Eddie McDuff, Flo-Aire Services, San Antonio

Gregg Zinsmeyer, AC Technical Services, Castroville

TACCA Greater Austin thanks
Mark Gatewood for his service
as 2016 Chapter President.



The **TACCA** CE Course "Air Conditioning Live (ACL) 2016" is now available ON LINE through TAC-CA.org. This course counts towards your FULL 8 hours of TDLR approved Continuing Education for the HVAC License.

Need an HVAC CE Course or License Prep Course?

More than 2000 HVAC Professionals Use TACCA Program's each year!

CE Classes:

License Prep:

March 4 - Corpus Christi

March 18/19 - Houston

March 11 - Lufkin

April 22/23 - San Antonio

March 18 - Houston

Visit www.tacca.org to register!

March 25 - Hurst

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, or call 800.998.HVAC (4822) to become one of the more than 4500 contractors across Texas who receive our information.





9800 Centre Parkway, Suite 101

Houston, TX 77036

713-781-4822

Registration@taccagh.org



Advanced Load Calculation and Modeling

March 21st 8:30am - 4:00pm Lunch is included in the course.

@ Fairfield Inn & Suites Houston North/Spring

March 23rd 8:30am - 4:00pm Lunch is included in the course.

@ Coastal Supply 51 Esplanade Blvd #100 Houston, TX 77060

NATE Approved Course # 4336-0001 - 8 hours; BPI Approved 4 CEUs includes BA modeling requirement

Pricing:

TACCA Member \$169.00 Future Member \$199.00

BOOKS ARE NOT INCLUDED IN COST OF COURSE

COMPUTER & MANUAL JAS BOOK REQUIRED

NATE Heat Pump Test Prep Seminar & Exam

Tues. -Thurs. March 14th-16th 2017 4pm to 7pm

This prep course is not designed to provide Heat Pump experience training but to successfully prepare you to sit for the NATE Heat Pump exam.

TACCA GH recommends you have 3+ years practical experience before sitting for NATE Heat Pump specialty exam.

Prep: March 14th, 15th & 16th 4-7pm

Goodman

7330 Langfield

Houston, TX 77092

Exam: March 17th at 9am

TACCA Greater Houston Office

9800 Centre Parkway Suite 101

Houston TX 77036



Visit www.taccagh.org to Register

SPORTING

\$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!



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

Came Warden Notes

The following items are compiled from recent Texas Parks and Wildlife Department law enforcement reports.

OGT Tip Leads to Gator Snatcher A Harris County game warden received an Operation Game Thief tip

regarding a man catching and keeping a five foot alligator off the Surfside Jetty in Freeport. After tracking down the suspected gator snatcher and conducting several interviews, the warden recovered the carcass of a five foot alligator from a dumpster as well as a full confession from the fisherman. Charges have been filed and are pending in Brazoria County.

Swooping in for the Bust
An Operation Game Thief call in Harris County alerted game wardens of an individual selling a falcon on Craigslist. After several phone conversations, a warden arranged a meeting and purchased the Cooper's hawk for \$200 as another game warden swooped in for the bust. Charges have been filed for the illegal possession and sale of the hawk and a separate investigation of the suspect's quail raising operation is still underway.

View from the Kitchen Window

Comal County game wardens got an Operation Game Thief call about an individual shooting white-tailed deer near Canyon Lake from a kitchen window at night. During questioning, game wardens started to find discrepancies with the individual's story. When asked how an artificial light affixed to a deer feeder near their home had gotten broken, the subject's wife said that a deer "bowed up" and broke the light; indicating an instinctive defensive reaction by the animal to having been shot. In addition, before their visit the wardens conducted a quick scan of the subject's Facebook page and found an image posted of a 9-point buck. However, during a check of the subject's hunting license, the wardens noted the date of the Facebook post did not match up with what was noted on his harvest log. The suspects eventually confessed to killing the deer with a .22 caliber rifle, through a cut in the kitchen window screen, underneath a feeder with an artificial light. They had also killed a doe under the feeder. The antlers from the 9-point buck were seized, as well as the meat from the buck and doe. Cases and restitution are pending.

Caught on a Snag
A Williamson County game warden patrolling the Granger Spillway was informed by a fisherman in the parking lot that a subject was snagging catfish. The warden eased up on the fisherman and while observing from a distance watched him snag a channel catfish and put it on a stringer. The warden made contact with the individual, who confessed to snagging three channel catfish, but stated he didn't know it was illegal. The warden educated the man on legal fishing means and methods after an inspection revealed hook marks in the bodies of the fish. Snagging charges and civil restitution were filed for each fish. The fish were donated to a needy family.

Over-Bagged, Untagged and Snagged

Wardens in Travis and Bastrop counties concluded an investigation pertaining to numerous alleged white-tailed deer violations. During the course of the investigation the wardens discovered that four individuals had harvested more than 10 deer from both counties in violation of antler restrictions. Three of the four individuals had previous hunting violations and all cooperated with the investigation. With more than 30 violations uncovered, wardens issued 12 citations and five warnings for hunting antlerless white-tailed deer without a permit, not tagging/improperly tagging white-tailed deer, harvest log violations, taking buck white-tailed deer having an antler spread less than the required 13 inches, exceeding the bag limit for buck white-tailed deer greater than 13 inches, and possession of white-tailed deer without proof of sex. In addition, eight deer were seized and civil restitution assessed. The already processed meat was donated. Cases are pending.

Scavenging Roadkill

A Cameron County game warden was called to the scene of an accident where a vehicle had struck a white-tailed deer and the deer needed to be dispatched. By the time the warden arrived on the scene, the deer was gone and the person who struck the deer advised that someone in a white truck who lived down the street had taken the animal. The warden made contact with the person who had taken the deer from the scene and was informed that the meat and the antlers were at a house in a neighboring town. The warden found two deer legs and a set of 8-point antlers at that location and another leg was seized from the man who had taken the deer. That individual was issued a citation for illegal take and possession of white-tailed deer.





Texas AirSystems Wins 2016 Rep of the Year as Seresco Honors Five \$1 Million Reps at AHR



Gene Lowery TAS, Ben Bain TAS, John Beatty TAS, Eric Johnson Seresco, Tony Finch TAS, Anne Schultz TAS and John Erik Johnson TAS

Las Vegas - Seresco USA Inc. presented manufacturer's representative Texas AirSystems, Dallas, with its "2016 Rep of the Year--US" award at the International Air-Conditioning, Heating and Refrigerating Exposition (AHR Expo 2017) Jan. 30 in Las Vegas, Nev.

Texas AirSystems was one of five manufacturer's representatives to surpass \$1 million in Seresco equipment sales.

AirSystems, which Texas has represented Seresco for 11 years, had several high profile projects including a Seresco Protocol dehumidifier, which surpasses its predecessor's size in order to handle a water slide and lazy water feature in the renovated Carpenter Park Recreation Center. Plano, Texas. Texas AirSystems also provided Seresco mechanical dehumidification equipment for several Gold's Gym locations, and Southern Methodist University, Dallas, which was designed by ME Engineers, Dallas, with two NP-080 Protocol dehumidifiers.

Texas AirSystems' largest project was the retrofit at Palo Alto College Aquatic Center (PAC), San Antonio, Texas, which is one of three cities in the 39-year-old rep firm's territory that includes Austin and the Dallas-Fort Worth area. PAC's natatorium is one of the largest natatoriums in North America and the retrofit's consulting engineering firm, O'Connell Robertson, San Antonio, to specify four Seresco Protocol NP-064-ton dehumidifiers. Texas AirSystems, which celebrates its 10-year anniversary with Seresco this year, also sold Seresco dehumidifiers for numerous senior living, private fitness clubs, community recreation, armed services facility, YMCA and therapy pools last year.

"Texas AirSystems is a very selfmotivated, positively aggressive rep firms, which is exceptional for an organization with more than 80 sales engineers on staff," said Eric Johnson, regional sales manager, Seresco.

Product News

Daikin AURORA™ Series -Single-Zone Systems

Daikin AURORA Series, Wall and Floor Mount, Single-Zone Systems offer energy efficiency and comfort control with an inexpensive, cost-saving solution. Available in heat pump models, these single room air conditioner systems feature streamlined, wall-mounted indoor units, or innovative floor standing indoor units with optimized airflow design for heating mode combined with quiet compact outdoor units. The flexible design blends tastefully with any home décor. This system is perfect for single room enhancements, spaces needing additional comfort conditioning, and additions up to 1,460 square feet.

Additional single-zone system features include:

- Designed to deliver enhanced capacity in cold ambient conditions.
- Enhanced capacity up to 100% heating capacity at 5° (- 15° C) and up to 100% cooling capacity at 104° (40° C).
 - Advanced filtration design includes long

life, washable filters.

- Wireless remote control operates all system functions, and features an LCD backlit display.
- Econo Mode function reduces operating current and power consumption by approximately 30% during startup compared to traditional systems.
- Effective heating and cooling throughout the room via wide-angle louvers and vertical auto-swing function.

For more information, visit http://daikincomfort.com/products/ductless/singlezoneAURORA





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

March 4 - Corpus Christi

March 11 - Lufkin

March 18 - Houston

March 25 - Hurst

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!

March 18/19 - Houston April 22/23 - San Antonio

Contact TACCA at 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

Mitsubishi Electric Opens New Office in Epicenter of Rising Dallas-Fort Worth Area

Cypress, California – The Dallas-Fort Worth region, in what seems like the heart of the U.S. commercial real estate boom, now has another big player joining the mix. Mitsubishi Electric US, Inc. (Mitsubishi Electric) has announced the grand opening of its new office for the Cooling & Heating and Elevator & Escalator Divisions. According to the Dallas Morning News, a new Dodge Data & Analytics report found that North Texas construction hit record numbers in 2016, with almost \$21 billion in new building starts. This makes Dallas-Fort Worth second only to New York City in total construction starts.

"With Mitsubishi Electric's strong leadership position in both the cooling and heating and the elevator and escalator markets, this opening was strategic to taking a more active role in this region's commercial, multifamily and residential growth potential," says Mark Kuntz, senior vice president and deputy general manager, Mitsubishi Electric US, Inc. Cooling & Heating Division. "For the Cooling & Heating Division, this new office will be an important training center for HVAC engineers and contractors, as well as commercial and residential architects. This gives our customers a chance to experience firsthand the benefits of our innovative ductless

and variable refrigerant flow cooling and heating systems."

For the Cooling & Heating Division, the new location will be a training center – the eighth for Mitsubishi Electric Cooling & Heating and one of more than 40 supplier training centers. For the Elevator & Escalator Division, this location will be a new branch office – the division's ninth location nationwide.

"The level of sophistication of this area's commercial architecture is noteworthy and we see a natural fit for the industry-leading quality and reliability of our elevators and escalators. We know that Dallas-Fort Worth building owners are demanding the best equipment and service available to strengthen the operation and value of their buildings. We're committed to this market and see a win-win as commercial construction continues to grow and thrive," says Michael Corbo, executive vice president and general manager for Mitsubishi Electric US, Inc. Elevator & Escalator Division.

Grand opening activities were held on Wed., February 15, with a customer luncheon at noon and a ribbon cutting ceremony at 3:00 p.m. The new training center and branch office is located at 631 South Royal Lane, Suite 150, Coppell, Texas.



NATE Celebrates 20 Years of Certifying Excellence Kicks Off #CelebrateWithNATE campaign

Arlington, VA. – North American Technician Excellence (NATE) is celebrating its 20th anniversary with a #CelebrateWithNATE campaign.

- A special anniversary page, www.natex.org/celebratewithnate lists activities of campaign, to include:
- The first ever National NATE Testing Week, March 6-11, 2017, to help interested test-takers schedule testing with participating approved NATE Testing Organizations
 - A special commemorative issue of the NATE Magazine
 - Special anniversary booth giveaways at industry events

"For the past 20 years, NATE has been committed to elevating the industry by certifying the finest professionals in HVACR," said John Lanier, NATE COO. The key to NATE's longevity is that it was created and supported by the entire HVACR industry, for the benefit NATE certification provides throughout the value chain. So we are thrilled to invite all of the industry to #CelebrateWithNATE our progress over these two decades, as we work to continue to support the industry for decades more to come."

Stakeholders throughout the HVACR value chain benefit from NATE certification:

- Technicians who have earned NATE certification are preferred among consumers, require fewer callbacks, and generate more income for their employers, thus earning higher wages on average and demonstrating greater value to employers than non-certified technicians.
- Contractors prefer NATE-certified technicians because they remain in the industry longer, know how to do the job right the first time and are more productive than non-certified technicians.
- Manufacturers and distributors know that NATE certification encourages proper installation and service, which means fewer warranty returns and, ultimately, a better bottom line.
- Educators and trainers benefit from NATE certification's uniform testing standard.

Utilities appreciate NATE certification's focus on correctly installing and servicing sophisticated HVACR equipment, which saves energy and money when operating at peak efficiency.

• Consumers look for NATE certification because they are seeking knowledgeable, well-trained and highly experienced technician who will service their home heating or cooling systems.

An ever-increasing number of industry professionals recognize the value of NATE certification and today, nearly 34,000 technicians throughout North America hold at least one active NATE certification.

About North American Technician Excellence (NATE)

NATE is the nation's largest industry-endorsed, non-profit certification organization for heating, ventilation, air conditioning and refrigeration (HVACR) technicians. Candidates can earn installation and/or service certification in 11 specialty areas: air conditioning, air distribution, heat pumps, gas heating, oil heating, hydronics gas, hydronics oil, commercial refrigeration, light commercial refrigeration, ground source heat pump and senior efficiency analyst.

For more information about NATE, visit www.natex.org. \\



Reaching Over 20,000 Industry Professionals Monthly in Texas, Louisiana, Oklahoma, New Mexico & Arkansas



Product News

Bosch Thermotechnology Corp. Introduces New Ductless Minisplit Heat Pump System: Achieves Up to SEER 22 Rating; No Ductwork Required

Londonderry, N.H. -Bosch Thermotechnology Corp. announced a new line of high-efficiency Climate 5000 Ductless Minisplit Heat Pump Systems, ideal for residential heating and cooling up to 48,000 Btuh, available for single-zone or multi-zone applications. These ultra-quiet, inverterdriven heat pump systems function properly across an extended operating range from minus 13 to 122 degrees F, with indoor sound levels as low as 20 dBA in "silent mode," which is quieter than a whisper at a library.

These minisplit systems offer quiet comfort with a seasonal energy efficiency ratio (SEER) rating of up to 22, far exceeding the U.S. Environmental Protection Agency requirement of at least 14 SEER for minisplit systems. The intuitive indoor air handler regulates temperature levels in each room, and can be programmed for automatic operation. The "Follow Me" feature uses a remote sensor to heat or cool toward a set temperature based on a user's location. The unit's

"turbo" feature speeds up the unit when users desire faster, on-demand comfort.

Easy Installation and Maintenance

Installation is simplified with easy mounting of the indoor air handler and quick connection of the refrigerant lines and electrical connections. The unit requires only a three-inch-diameter or smaller opening to run the entire line set. No ductwork is required, making the system perfect for tight spaces or areas where technicians cannot install ductwork, helping to eliminate potentially messy renovation work. Multi-zone system installation is made even easier with the autocorrection function, which verifies and automatically compensates for wiring/ piping errors between indoor units and the outdoor section of the system.

The integrated multipart filter system refreshes and cleans circulating air by reducing potential odors, allergens, viruses and bacteria. Additionally, the system traps dust, pollen, mites and other particles that plague people with allergies. The self-cleaning mode helps remove additional particles as well as moisture via water-wicking Blue Fin technology, thereby reducing mildew buildup.

The Climate 5000 Minisplit Heat Pump Single-Zone Systems are available in four capacities ranging from 9,000 to 24,000 Btuh, in both 115/120V (up to 12,000 Btuh) and 208/230V power requirements. An electronic expansion valve works together with smart inverter technology (variable speed compressor) to achieve the highest efficiency of a SEER 22 rating.

Climate 5000 Minisplit Heat Pump Systems are also available for multizone applications. The multi-zone systems enable one condensing section to be paired with two to five indoor air handlers. Multizone condensing sections are available in four capacities from 18,000 Btuh to 48,000 Btuh, in 208/230V.

For more information, visit www. boschheatingandcooling.com.



Texas HVAC/R License Prep Course

March 18/19 - Houston April 22/23 - San Antonio

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

Discounted book packages available with class registration

EDUCATION / CALENDAR OF EVENTS

Insco's March 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 to see the complete schedule of spring semester classes.

El Paso

Tuesday, March 28th – Ruud Air Properties and Measurements from 8am – 12pm located at 11500 Rojas Drive Suites A and C El Paso, TX 79936 | Only \$80

Tuesday, March 28th – Ruud Single Stage Air Conditioning from 12:30pm – 4:30pm located at 11500 Rojas Drive Suites A and C El Paso, TX 79936 | Only \$80

Tuesday, March 28th – TDLR Law from 4:30pm -5:30pm located at 11500 Rojas Drive Suites A and C El Paso, TX 79936 | FREE

Wednesday, March 29th – Ruud Inverter Technology Certification from 8am – 12pm located at 11500 Rojas Drive Suites A and C El Paso, TX 79936 | Only \$80

Grapevine

Tuesday, March 7th – Ruud Commercial Commissioning from 8am – 12pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 | Only \$80

Tuesday, March 14th – Evacuation, Brazing & Torch Safety from 8am – 12pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 | Only \$80

Wednesday, March 22nd – Troubleshooting the Refrigerant System from 8am – 12pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 | Only \$80

Houston

Wednesday, March 1st-Airflow Fundamentals from 8:30am-12:30pm located at 10460 S. Sam Houston Pkwy W. Houston, TX 77071 | Only \$80

Thursday, March 2nd – Airflow Fundamentals from 8:30am – 12:30am located at 14820 North Freeway Ste. 500, Houston, TX 77090 | Only \$80

Tuesday, March 7th – York Dealer Synchrony Financing Training from 10am – 1pm located at 14820 North Freeway Ste. 500, Houston, TX 77090 | Only \$80

Wednesday, March 8th – Troubleshooting The Refrigerant System from 8am – 12pm located at 10460 S. Sam Houston Pkwy W. Houston, TX 77071 | Only \$80

Thursday, March 9th – York Dealer Synchrony Financing Training from 10am – 1pm located at 10460 S. Sam Houston Pkwy. West, Houston, TX 77071 | Only \$80

Tuesday, March 14th – York Dealer Cook Book Pricing Training from 10am – 1pm located at 14820 North Freeway, Ste. 500 Houston, TX 77090

Wednesday, March 15th – Microchannel Coils from 8:30am- 12:30pm located at 10460 S. Sam Houston Pkwy. West, Houston, TX 77071 | Only \$80

Thursday, March 16th – York Dealer Cook Book Pricing Training from 10am – 1pm located at 10460 S. Sam Houston Pkwy. West, Houston, TX 77071 | Only \$80

Tuesday, March 21st – York Dealer 2017 Seasonal FIM Promotion Training from 10am – 1pm located at 14820 North Freeway, Ste. 500 Houston, TX 77090 | Only \$80

Thursday, March 23rd – York Dealer 2017 Seasonal FIM Promotion Training from 10am – 1pm located at 10460 S. Sam Houston Pkwy. West, Houston, TX 77071 | Only \$80

Tuesday, March 28th – York Dealer Selling At The Kitchen Table Training from 10am – 1pm located at 14820 North Freeway Ste. 500, Houston, TX 77090 | Only \$80 Wednesday, March 29th – York Residential Equipment Installation & Troubleshooting from 8:30am – 5pm located at 10460 S. Sam Houston Pkwy. West, Houston, TX 77071 | Only \$80

Thursday, March 30th – York Dealer Selling at the Kitchen Table Training from 10am – 1pm located at 10460 S. Sam Houston Pkwy. West, Houston, TX 77071 | Only \$80

Thursday, March 30th – ECM Motor Technology from 8:30am – 12:30pm located at 14820 North Freeway Ste. 500, Houston, TX 77090 l Only \$80

Kerrville

 $Wednesday, March \ 15th-Ruud\ Air\ Properties \\ and\ Measurements\ from\ 8am-12pm\ located\ at \\ 1905\ Junction\ Hwy\ Kerrville, TX\ 78028\ l\ Only\ \130

Laredo

Thursday, March 2nd – Ruud Commercial Commissioning from 8am – 12pm located at La Quinta 7220 Bob Bullock Loop Laredo, TX 78041 | Only \$80

McAllen

Wednesday, March 1st – Ruud Air Properties and Measurements from 8am-12pm located at 1218 East Laurel McAllen, TX 78501 | Only \$80

Wednesday, March 1st - Ruud Single Stage Air Conditioning from 12:30pm - 4:30pm located at 1218 East Laurel McAllen, TX 78501 | Only \$80

Wednesday, March 1st – TDLR Law from 4:30pm – 5:30pm located at 1218 East Laurel McAllen, TX 78501 | FREE

Thursday, March 2nd – Ruud Inverter Technology Certification from 8am – 12pm located at 1218 East Laurel McAllen, TX 78501 | Only \$80

New Braunfels

Thursday, March 16th – Ruud Air Properties and Measurements from 8am – 12pm located at 1223-B Industrial Drive New Braunfels, TX 78130 | Only \$130

Oklahoma City

Thursday, March 2nd – Sporlan HP Control from 8am – 12pm located at 3407 E Reno Oklahoma City, OK 73117 | Only \$80

Tuesday, March 28th – Ruud Commercial Commissioning from 8am – 12pm located at 3407 E Reno Oklahoma City, OK 73117 | Only \$80

San Antonio

Wednesday, March 8th - Refrigerant 410A from 8am - 12pm located at 2403 Freedom Drive San Antonio, TX 78217 | Only \$80

Wednesday, March 8th – Ruud Single Stage Air Conditioning from 12:30pm – 4:30pm located at 2403 Freedom Drive San Antonio, TX 78217 | Only \$80

Wednesday, March 8th -TDLR Law from 4:30pm - 5:30pm located at 2403 Freedom Drive San Antonio, TX 78217 | FREE

Thursday, March 9th – VFD Hot Gas Bypass System from 8am – 12pm located at 2403 Freedom Drive San Antonio, TX 78217 | Only \$80

Tuesday, March 14th – Troubleshooting the Refrigerant System from 8am – 12pm located at 2403 Freedom Drive San Antonio, TX 78217 | Only \$80

Wednesday, March 29th – Mitsubishi 4 Hour M & P Series Field Service Seminar from 8am – 12pm located at 2403 Freedom Drive San Antonio, TX 78217 | Only \$80

Victoria

Thursday, March 9th – Troubleshooting the Refrigerant System from 8am – 12pm located at 3803 N John Stockbauer Victoria, TX 77904 | Only \$80

Visit inscohvac.com to sign up!





Model LDK 12' Lineset Wall Duct Kit







Complete Kit! 12' of duct and essential fittings to hide and protect the lineset for a typical A/C installation in one box. Two sizes available - 31/2 & 41/2.

LDK Kit includes:

(3) LD - 4' Duct lengths (2) LJ - Couplers (1) LW - Wall Inlet (1) LEN - End Fitting (1) LK - 90° Flat Ell



The Women in HVACR held a Member Mixer at Off the Strip in Las Vegas during the AHR Expo



Chisolm Brunner and Colleen Keyworth



Christine Smith, Amanda Bullin, Patti Ellingson, Julie Decker and Karen Desousa



Jackie Schilkey, Judy Manke, Frania Karanza, Shelia Hope and Kristin Doan



Lindsey Soltan, Pearline Ross, Chisolm Brunner and Mary Jo Gentry



Marjorie McAllister with Heights AC and Heating



Patti Ellingson, Jill Gantos and Colleen Leppert



Phil Damiano and Julie Decker



Renee Joseph, Jill Gantos and Debbie Rowland



Sara Westco, Danielle Putnam and Vanessa Castro



Susan Samson, Lance Lackey, Mary Jo Gentry and Marjorie McAllister



Vanessa Castro, Scarlett Hays, Marjorie McAllister, Renner Joseph, Jennifer Boyajian, Loren Roberts and Chisolm Brunner



2017 WHVACR Board of Directors Front: Marjorie McAllister, Mary Jo Gentry, Julie Decker, Danielle Putnam and Kristin Jordan Back: Renee Joseph, Colleen Keyworth, Karen Lamy DeSousa, Lauren Roberts, Angela Garcia, Chisolm Brunner, Colleen Leppert, Angie Snow and Vanessa Castro

Women In HVACR

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.







Empowering women to succeed through networking opportunities, mentoring and education.





Our Website: www.WomenInHvacr.org
Or Email: info@WomenInHvacr.org



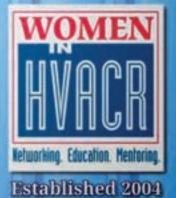














ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research,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

Las Vegas Proves Big Winner for ASHRAE, AHR Expo and Industry

Atlanta - The 2017 ASHRAE Winter Conference and the AHR Expo saw record attendance with industry collaboration a strong focus of the events.

The 2017 ASHRAE Winter Conference took place Jan. 28-Feb. 1 at Caesars Palace with the ASHRAE co-sponsored AHR Expo held Jan. 30-Feb. 1 at the Las Vegas Convention Center. The two events exceeded their record-breaking attendance from the Conference and Expo that were held in Las Vegas in 2011.

In total, 3,579 people attended the Conference, making it the most well attended Winter Conference in recent years. The attendees represented 58 countries and included 537 first-timers.

The AHR Expo set several records, including attendance of more than 68,000 registered visitors and exhibitor personnel, as well as 500,159 square feet sold. The Show was by far the largest and best attended Expo in the Western states, with some 1,968 exhibiting companies.

The Conference also saw several collaborative efforts and agreements with associations and organizations from around

"Partnering with allied organizations and associations better allows us to harness and adapt new technologies, which we can all use in working toward a more sustainable environment," ASHRAE President Tim Wentz said. "By working together, we can create a worldwide best practices databank of innovative and successful technologies that can serve the built environment community."

ASHRAE signed memoranda of understanding with several groups, including the United Nations Development Programme (UNDP), the Indian Society of Heating, Refrigerating and Air Conditioning Engineers (ISHRAE) and Association of German Engineers (VDI-GBG). The Society also signed a strategic partnership agreement with the Chartered Institution of Building Services Engineers (CIBSE) and the Federation of European Ventilation and Air-Conditioning Associations (REHVA). In addition, it updated its Work Plan with the United Nations Environmental Programme (UNEP).

As part of the event, the Clean Climate and Air Coalition (CCAC) held a Sustainable Technologies for Stationary Air Conditioning Workshop focused on climate-friendly and cost-effective air conditioning technologies. ASHRAE is an actor with CCAC.

At the Conference, Wentz provided updates on several Society initiatives and programs of importance to the industry.

Among them was creation of a new 'ASHRAE University' educational platform, which will locate all of ASHRAE's educational products in one place where users can select the products to meet their professional goals. Additionally, a personal dashboard is built into the new platform allowing users to track their progress toward their goals. The new platform can be found at www.ashrae.org/elearning.

ASHRAE also has launched a new Technology Portal www.ashrae.org/technologyportal. This gives ASHRAE members an easy, fast method of connecting to the latest information generated by ASHRAE's research program. It serves a central body of knowledge for ASHRAE technology and research products. It provides access to more than 1,700 Journal articles published since 1997 and more than 600 final reports from ASHRAE research projects.

Wentz, an associate professor at the University of Nebraska

- Lincoln, also shared an update on a new, online internship job board. The new internship portal is found on ASHRAE's website at http://jobs.ashrae.org.

"I am big supporter of internship programs in that they are the easiest and most effective way to show students the importance of our work and why we are so passionate about what we do," he said. "Check it out and start looking for the next generation of engineers for your firm."

The Conference Bookstore featured several new standards of importance to the industry, including ANSI/ASHRAE/IES Standard 90.1-2016, Energy Standard for Buildings Except Low-Rise Residential Buildings, ANSI/ASHRAE 15-2016, Safety Standard for Refrigeration Systems, and its sister standard, ANSI/ASHRAE 34-2016, Designation and Safety Classification of Refrigerants, as well as User's Manuals for ANSI/ASHRAE Standard 62.1-2016, Ventilation for Acceptable Indoor Air Quality and ANSI/ASHRAE Standard 62.2-2016, Ventilation and Acceptable Indoor Air Quality in Residential Buildings.

The ASHRAE Learning Institute saw overall record attendance with top attended courses being Variable Refrigerant Flow System: Design & Applications, Designing High-Performance Healthcare HVAC Systems, Understanding & Designing Dedicated Outdoor Air Systems, Laboratory Design: The Basics and Beyond, and Designing Toward Net-Zero Energy Commercial Buildings.

The Technical Program featured some 350 presentations and 300 speakers. Top attended sessions included Blue Is the New Green: The Water-Energy "Next Is," Did It Really Work: Theory vs. Practice in Residential HVAC, Hydronic Water Flow Measurement, Recent Research in Data Center Cooling, When Good Valve Sizing Goes Bad, What Fire and Safety Engineers Have Learned Since the MGM Grand Fire in Las Vegas and What Are Present Day Fire and Life Safety Codes and Applications, Fresh Insights on Building Automation: A Seminar by the YEA Group, Modern Optimization Techniques for Hydronic Systems in Data Centers, Advancements in Ground Source Heat Pump Design, Energy Management: A Crucial Component of Operations and Maintenance, Commissioning a Central Chilled Water Plant and Data Driven Energy Auditing, Measurement and Verification.

The 2017 ASHRAE Annual Conference will take place June 24-28 in Long Beach, Calif., with the 2018 Winter Conference Jan. 20-24, and the AHR Expo, Jan. 22-24, in Chicago, Ill.

U.S. District Court Ruling Allows Continued Excellence in Development of Public Health and Safety Standards

Washington, D.C. - The United States District Court for the District of Columbia (Hon. Tanya S. Chutkan) has issued a ruling that will support federal, state and local governments' efforts to support public health and safety through the use of voluntary consensus codes and standards. On February 2, the court granted a motion for summary judgment filed by a number of standard development organizations (SDOs), including the National Fire Protection Association (NFPA), ASTM International and ASHRAE. The court's ruling permanently enjoins Public. Resource.org from its previous systematic infringement of numerous SDO copyrighted codes and standards. The ruling vindicates the longstanding public-private partnership pursuant to which government entities may, if they choose, incorporate by reference high quality safety codes and standards.

'We are very pleased with the court's thoughtful and well-reasoned decision, which recognizes the importance of a time-tested process that serves governments and individuals well and is vital to public health and safety," said Jim Pauley,

The history of not-for-profit SDOs developing voluntary consensus standards goes back more than a century. Governments, businesses, and individuals across the country rely on a wide variety of works, from product specifications and installation methods to safety codes and standards. SDOs, not resourceconstrained governmental agencies, underwrite the substantial costs of developing standards.

"The court's ruling means federal, state and local agencies can continue to rely on not-for-profit SDOs to develop voluntary consensus standards at the highest level of excellence and at minimal cost to government," said Kathie Morgan, President, ASTM International.

SDOs pay for the standard development process and invest in new standards with the money earned selling and licensing their copyrighted works. This model allows SDOs to remain independent of special interests and to develop up-to-date, high-quality standards. It also allows the U.S. government – and governments at all levels - the freedom to decide whether to incorporate these standards by reference without a drain on their limited resources.

"We and many other SDOs already provide free online access to many standards as part of our commitment to safety," said Timothy G. Wentz, ASHRAE President. "And, preventing the infringement of copyrighted material will allow not-forprofit SDOs to continue meeting the needs of the people and jurisdictions we serve."

For more information about this issue please visit http:// www.nfpa.org/codes-and-standards/standards-developmentprocess/the-value-of-standards-development-organizations/

Preliminary Energy Savings Announced for ASHRAE/IES 2016 Energy Standard

Atlanta - More than 30 percent energy savings can be achieved using the 2016 version of Standard 90.1, according to recent analysis conducted by Pacific Northwest National Laboratories (PNNL) in support of the U.S. Department of Energy (DOE) Building Energy Codes Program.

An update on the preliminary results of the 90.1-2016 progress indicator report was made at the recent 2017 ASHRAE Winter Conference. ANSI/ASHRAE/IES Standard 90.1-2016, Energy Efficiency Standard for Buildings Except Low-Rise Residential Buildings, was published in October 2016.

PNNL conducted the energy savings analysis, using the 2004 standard as baseline. These results are considered preliminary and are expected to be deemed final in October 2017 when DOE publishes its final determination.

PNNL's analysis shows for the whole building energy consumptions, national aggregated site energy savings are 34.1 percent and energy cost savings are 34.2 percent, when compared to the 2004 standard.

"For more than 40 years, ASHRAE and IES members have strived to build upon the energy savings measures in each update of Standard 90.1, most recently released in its 10th edition," Tim Wentz, ASHRAE president, said. "Each year the challenge grows as technology becomes more efficient. That we continue to build upon the savings speaks to the ability of our industry to adapt and transform as those technologies change and more advanced technologies become more cost effective.'

The Illuminating Engineering Society has actively engaged with ASHRAE since 1975 providing technical support and co-developing standards," Mark Lien, IES Industry Relations Manager and liaison to the Standard 90.1 committee, said. "Compliance with recommended light levels is verified using a database of luminaires. These baseline products were reevaluated and updated to reflect the market shift toward higher efficiency lighting sources. We are proud of the dedicated members of the Lighting Subcommittee and the Standard 90.1 committee and their significant contribution to the energy savings achieved by the 2016 version."

On a nationally aggregated level, building-type energy savings range from 11.9 percent (fast food restaurants) to 48.6 percent (schools) and energy-cost savings from 15.3 percent (large offices) to 49.8 percent (schools). These figures include energy use and cost from the whole building energy consumptions including plug and process loads.

Sixteen different building prototypes were modeled in 17 different climate locations for a total of 272 building types in various climate zones that were incorporated into this analysis.

The energy reduction calculation was achieved through more than 120 addenda incorporated in the standard related to changes to requirements. The major changes in those addenda:

- updated controls for emergency lighting
- improved window U-factor and solar heat gain coefficient
- improved coiling door air leakage requirements • updated parking lot occupancy controls
- updated opaque door U-factor
- established minimum chilled water systems coil selection Delta T
- updated transformer efficiency requirements
- added domestic hot water branch insulation
- reduced heat rejection variable frequency drive (VFD)
- raised minimum exhaust air energy recovery threshold
- reduced exterior and interior lighting allowances
- updated fenestration orientation
- included service factor in heat rejection VFD threshold • updated motor efficiencies
- improved hotel/motel guest room control
- reduced pumping VFD threshold • required high efficiency dwelling unit lighting
- reduced retail lighting adder
- eliminated computer room economizer threshold • removed ventilation optimization exception for energy recovery ventilator
- updated transfer air requirements
- updated climate zones

IES is the oldest and largest educational and scientific society in North America devoted to lighting. Since 1906, the IES has sought to improve the lighted environment by bringing together those with lighting knowledge and by translating that knowledge into actions that benefit the public. A broad variety of programs, including publications, conferences and seminars, have been established to accomplish this mission. IES publishes and distributes authoritative lighting literature authored by committees with the most experienced minds in industry and academia today. For more information about IES, go to http://www.ies.org/.

Southwestern HVAC Sales named as 2016 Rep of the Year at Las Vegas' AHR Expo



Randy Burg, Warren Finney and Steve Wood with Southwestern HVAC Sales and Sean Moseley with Fresh Aire UV

Las Vegas - Southwestern HVAC Sales LLC, Smithville, Texas was named "2016 Rep of the Year" at the International Air-Conditioning, Heating and Refrigerating Exposition (AHR Expo 2017), Jan. 31, in Las Vegas, Nevada by Fresh-Aire UV®.

The five-year-old manufacturer's representative company grew its indoor air quality products (IAQ) sales by 42-percent in 2016 by developing a four-point sales contractor training program consisting of

monthly two-hour sessions. The program, which was provided to more than 50 contractors, consisted of a 1) product introduction; 2) technical training/sales; 3) product sales/marketing training; and culminated with 4) salesmanship coaching. It was the rep firm's second Rep of the Year award from Fresh-Aire UV after winning in 2012.

Southwestern HVAC Sales covers the Texas, Louisiana, Oklahoma and Arkansas territories.

AMCA International Revises AMCA Publication 222

ARLINGTON HEIGHTS, Ill.- The Air Movement and Control Association (AMCA) International Inc. announces the revision of AMCA Publication 222-16, Application Manual for Air Curtains.

AMCA Publication 222 is an application guide meant to familiarize the reader with air curtain unit (ACU) technology. It covers ACU theory, construction, performance standards, applications, benefits, selection, installation, commissioning, service and maintenance.

AMCA Publication 222 is available at the AMCA store, which can be accessed at www.amca.org/store. AMCA members receive a 50 percent discount on this and all items in the store. AMCA members should log in to their account at http://www.amca.org/members/login.aspx before logging into the AMCA store, ensuring their discount. Licenses for more than one person can be purchased while checking out, and a redline version showing what has changed will soon be available.

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 (888) 500-PASS WWW.airconditioningce.com



REFRIGERATION ASSOCIATION OF SAN ANTONIO



The 2017 Officers and Directors Gary Edmund CMS Parliamentarian, Dallas Lesley CMS Education Chairman, Elena Castillo Director, Ian Cosner President, Ronnie Lindig Secretary Treasurer



Raul Carrillo Compliance Assistance Specialist for OSHA



Students listened to Raul Carrillo as he explained the standards of health and safety

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.



RSES MEETING

ΔΤ

Hickory Hollow Restaruant 101 Heights Blvd. Houston, Texas 77007 713-869-6300

March 7, 2017 6 to 8 pm

This months educational presentation will be on on sizing air filters, how improper filter sizing and selection can adversely effect blower motors including X-13 and ECM. Our guest presenter, Larry Brewer has been in the HVACR Industry for over 45 years and considered a top subject matter expert and fantastic trainer.

Next month we will have a motor tear down class that promises to very informative.

And don't forget one of the benefits of RSES membership is access to tons of technical data and articles on 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





CASTILLO TRAINING

•TDLR 8 HR CE CLASSES •

Law, Compressors, Capacitors, Codes, OSHA/Safety

Tuesday March 7, 2017 April 7, 2017

Location: Johnson Supply San Antonio

1050 Arion Parkway

Location: Southern Careers – 6963 NW Loop 410, 78238 Saturday February 18, 2017 March 18, 2017 Location: Victoria A/C Victoria March 1, 2017 Location: Johnson Supply Austin March 9, 2017 Location: Ramada Inn Laredo March 14, 2017 Location: Civic Center Uvalde March 23, 2017 TDLR No. 1362 Class No. 15545

- License Prep Classes• call for ongoing dates
 - •NATE & EPA Online Exams call for dates
- Load Calculation Workshop March 31

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

silverfox0001@earthlink.net www.castillotraining.com

Mail As Few As 25 Street Targeted Postcards



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



Call Mark Merrill Today 800-708-0696

ATTENTION HVAC Professionals:

Are you ready to work for a company voted as a



TOP WORKPLACE IN 2016?

We have immediate, full-time openings!

We have open positions available ranging from Warehouse Associates and Drivers to Customer Service Reps and Accounting in Houston, Dallas, and other markets.

Don't see a job that suits you? Send us your resume; we're always looking to add talent to our team!

Submit your resume by emailing careers@centuryac.com or visit CenturyAC.com and click the "Careers" link at the bottom of the page

CENTURY

A/C SUPPLY



If you're ready to join our team in providing customers with 'Service Beyond Expectation', we welcome you to apply today!

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 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.



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.acessupply.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

Add "SEXY" To Your A/C Offering with Nexia •Year Round Sales •More Refferals

•More Add On Sales •More Refferals
•More Add On Sales •More Profit

Ask Us How

When connected
with Nexia™
Home Intelligence,
your customer can
control their home's
heating and cooling
system and up to 230
separate Z-Wave
devices from a smart
phone, PC or tablet
from virtually
anywhere.





Make us your #1 Choice for American Standard Residential & Light Commercial Equipment







Best Products. Best Service. Best People.