



Century AC Supply Contractor Appreciation lunches in Austin TX



Century AC Supply in Cedar Park TX.
More pictures on page B2

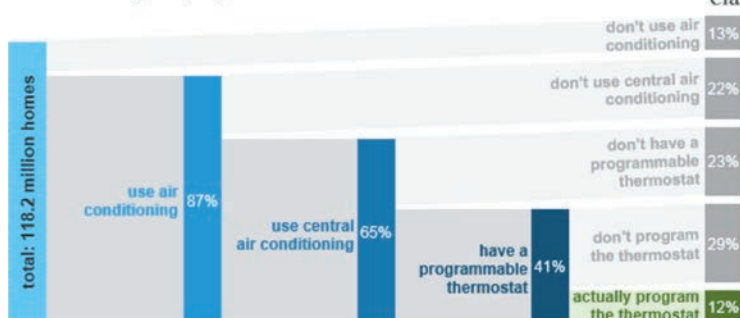
TACCA Greater Houston Annual Bay Fishing Tournament



Winners of Largest Redfish Darrell Kay
and Captain Reggie Rose.
Pictures on page B13

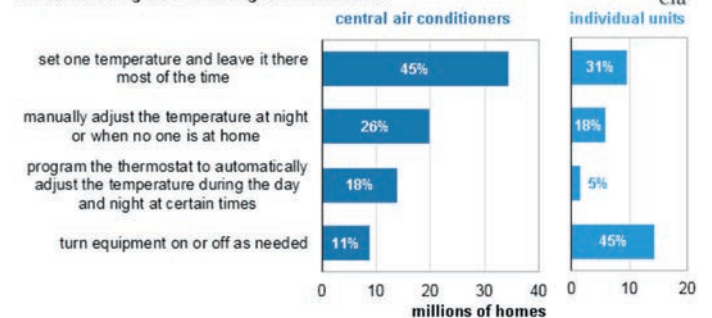
One in Eight U.S. Homes uses a Programmed Thermostat with a Central Air Conditioning Unit

Air conditioning and programmable thermostats in U.S. homes



Source: U.S. Energy Information Administration, 2015 Residential Energy Consumption Survey

Air-conditioning control strategies in U.S. homes



Programmable thermostats are designed to help manage energy use, but most of the U.S. households with these controls do not choose to program their thermostats. Based on information collected through EIA's Residential Energy Consumption Survey (RECS) for 2015, only 12% of the nation's 118 million households had a central air-conditioning unit that is actually controlled using the programmed thermostat. About one in three households using central air conditioning do not have a programmable thermostat. But even for those households that use central air conditioning

and have a programmable thermostat, more than two-thirds of those households control temperatures without actually programming the thermostat.

Programmable thermostats were certified as an ENERGY STAR product beginning in 1995. However, just the presence of a programmable thermostat does not save energy without the appropriate programming. Programmable thermostats were thus removed from the program in 2009 given concerns about realized energy savings. ENERGY STAR still maintains guidelines for the proper use of programmable thermostats.

In EIA's 2015 RECS, respondents were asked how they set indoor temperatures during the summer. Almost half (45%) of households using central air-conditioning units said they set the thermostat at one temperature and left it there most of the time. The second most common approach was to manually adjust the temperature at night or when no one was at home (26%). Using a programmable thermostat to automatically adjust indoor temperatures was the third most common approach (18%), and it was more common than manually turning equipment on or off as needed (11%).

For households using individual window, wall, or portable air conditioners, close to half (45%) chose to turn the equipment on or off as needed. Programmable thermostats are relatively less common on individual units, as only 5% of households with that equipment reported using a programmable thermostat.

Smart thermostats, also known as learning thermostats, observe household behavior and create a temperature-setting profile without the need for user intervention. About 3% of RECS respondents reported having a smart thermostat.

Single-Family Housing Starts Bounce Back in June

Nationwide housing starts rose 8.3 percent in June to a seasonally adjusted annual rate of 1.22 million units, according to newly released data from the U.S. Department of Housing and Urban Development and the Commerce Department. Single-family production increased 6.3 percent to a seasonally adjusted annual rate of 849,000 units from a below-trend May reading of 799,000, while multifamily starts rose 13.3 percent to 366,000. Single-family production was at its second-highest rate this year.

"We are encouraged by the June production report, but our builders continue to express concerns about lot and labor shortages, and building materials price increases," said Granger MacDonald, chairman of the National Association of Home Builders (NAHB) and a home builder and developer from Kerrville, Texas.

"We are seeing housing production return to trend after a

softer reading last month," said NAHB Chief Economist Robert Dietz. "The gradual growth in single-family starts in 2017 is in line with our forecast, and we should see this sector continue to strengthen throughout the year as consumers show interest in the housing market."

Regionally in June, combined single- and multifamily housing production rose 83.7 percent in the Northeast, 22.0 percent in the Midwest, and 1.6 percent in the West. Starts fell 3.8 percent in the South.

Overall permit issuance in June was up 7.4 percent to a seasonally adjusted annual rate of 1.25 million units. Single-family permits increased 4.1 percent to 811,000 units while multifamily permits jumped 13.9 percent to 443,000.

Regionally, overall permits rose 19.7 percent in the Midwest, 9.9 percent in the West, and 6.9 percent in the South. Permits fell 13.9 percent in the Northeast.

Gemaire hosts Training in McAllen TX



Gemaire hosted the 2 day training in the Rio Grande Valley. Pictures on page B10

INSIDE

- Consultants' Corner.....6,10,22
- Product News.....6,17,21,B6,B14
- TACCA- Trade Talk.....B7,B9,B11
- Ed.Calendar/Calendar of Events.....B14
- Women in HVAC.....B6
- Software Programs / Classified.....B15
- Spotlight on People.....B12
- ASHRAE News.....20
- Braggin' Rights.....B9

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TRC Changes Eligibility for 2017 BMOP Competition

Announces Two New Contest Categories

Fort Washington, PA – Thermostat Recycling Corp. (TRC) is switching things up with its 2017 Big Man On Planet (BMOP) competition.

“Now in our sixth year, we’re creating greater excitement by expanding the BMOP playing field,” said Ryan Kiscaden, TRC’s Executive Director. “For the first time ever, we’re automatically enrolling all TRC HVAC wholesale distributors who are also members of HARDI.”

TRC runs its annual BMOP competition in partnership with Heating, Air-conditioning and Refrigeration Distributors International (HARDI). Event organizers decided on the new protocol so more of their collection network could be recognized for their efforts in diverting mercury from the waste stream.

“By making every TRC/HARDI wholesale distributor eligible for the title, our previous champions are going to have to work extra hard to stay on top,” said Kiscaden.

Participants who signed up, on their own, before the June

30th deadline, and have promoted the contest internally, are now eligible for the new Most Motivated Collection Partner (or BMOP Rock Star) category.

Also new this year is the Best Smack Talk Video category. Participants challenge the competitors by producing their own video and sending it to TRC by September 1st! Videos must be under one minute, fun, and in good taste. Submissions will be sent to TRC’s entire contest distribution list, and posted on social media. The wholesaler with the best video is announced at the HARDI Annual Conference in Vegas and receives a special prize!

BMOP encourages HARDI members to promote TRC’s mercury thermostat collection program at their branches. To accommodate distributors of all sizes, three winning wholesalers will be determined as follows: the one that recycles the most pounds of mercury overall, the one that recycles the highest

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Publisher AC Today
Editor & Ad Director Lance Lackey
llackey@ac-today.com

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Coburn Supply.....	11
Complete Curb.....	19
Construction Data.....	20,B8
Cover Guard.....	B2
CPS Products.....	23
Elite Software.....	B15
EWC Controls.....	13
EZ Filter Base.....	B9
HVAC Innovations.....	18
Insco Distributing.....	24
IO Systems.....	21
Johnstone Supply.....	20,B1
Kulthorn.....	22
Locke Supply.....	16
Mitsubishi Electric.....	14
Morrison Supply.....	7
National Wholesale Supply.....	12
Portacool.....	B4
Pro Lift.....	B5
Rectorseal.....	2
Ritchie Eng Yellow Jacket	9
Solar Supply.....	8,B16
Spectroline.....	17
Team Management Systems.....	B15
Transtar.....	6
United AC Supply.....	B8
Veto Pro Pac.....	4
Women in HVACR.....	B6

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• **Friedrich Advantage Plus:** Participants receive all the benefits of the Advantage Basic program, plus additional installation and

service training. In addition, Advantage Plus members receive an exclusive one year labor warranty and 10 year parts and compressor warranty on Friedrich J Series ductless systems and are listed on the friedrich.com dealer locator.

• **Friedrich Advantage Premier:** In addition to the

benefits of Plus, Advantage Premier participants receive advanced troubleshooting NATE training, \$25 per system rewards, customer lead referrals and advertising and marketing support. Premier members can also register for trainings with the Friedrich Ductless Academy. To qualify for Friedrich

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DiversiTech® Launches Newly Enhanced Website

Atlanta – DiversiTech Corp. is introducing a newly enhanced website that helps wholesalers and contractors more easily find the wide array of products and services DiversiTech offers.

The site, www.diversitech.com, is segmented into four key sections: HVAC Product Categories, Other Business Segments, Featured Products and Top Viewed Products. A new addition to the website is a “favorites” tool. Other important features include an enhanced search tool function, product reference charts and a dedicated product selector tool for Quick-Sling system mounting products.

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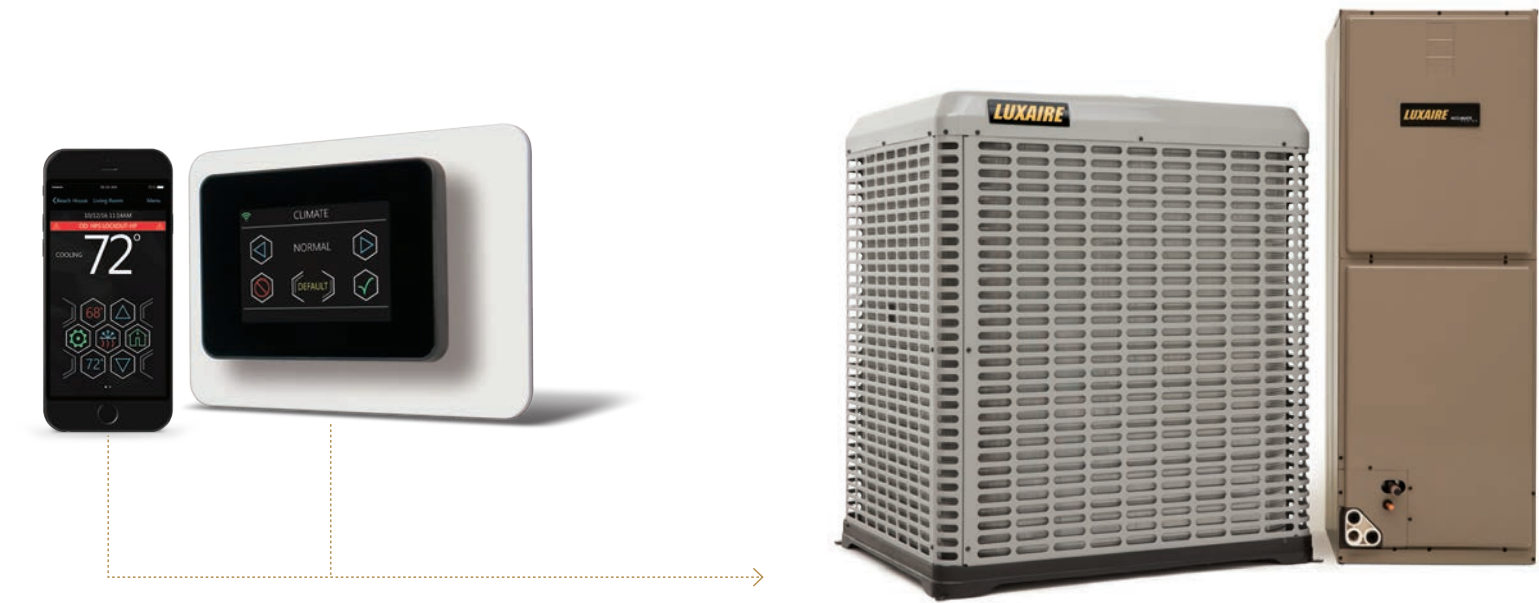
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Benji Home-Improvement Financing Now Available in Texas

Dallas—Benji financing is now available in Texas, giving home-improvement contractors in the Lone Star State a new way to grow their business and bring their customers' home renovation dreams to life.

Offered by Renovate America, a leading provider of home-improvement financing,

Benji is a consumer lending product designed for well-qualified borrowers. Benji can only be used to finance home improvements, from **energy and efficiency upgrades like HVAC** to kitchen and bath projects. Homeowners can use Benji to finance up to \$50,000, with fixed-rate terms that go

up to 10 years. No-interest, no-payment plans are also available.

Contractors can download an app on their mobile phones or tablets, allowing them to offer Benji in the home, where most improvement and replacement projects are proposed and accepted.

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Contractors interested in learning more about Benji and becoming registered to offer Benji may visit <http://www.benjifinancing.com/>.

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Towaco, NJ - Diversified Heat Transfer (DHT) is pleased to announce Engineered Equipment Inc. (EEI) as the new Manufacturer's Sales Representative for Oklahoma. EEI will manage sales for both

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Refrigerant Guidance for A/C Contractors

By Chuck White, Vice President of Regulatory Affairs for PHCC

The Trump Administration has pulled out of the Paris Accords, bringing uncertainty to some contractors related to refrigerant rules. Changes may come, but those changes must go through the regulatory process. It will be some time before any refrigerant protocol changes. It is already known that the phase-out of R-22 has rapidly accelerated, and many contractors are wondering what to do for legacy equipment when repairs are necessary. As the availability and price structure of R-22 changes, various alternate refrigerants become a smart choice. Johnson Controls, Inc. (JCI), a manufacturer of multiple HVAC product lines and brands, has issued guidance to follow to maintain warranty status on installed R-22 equipment. While they do not specifically endorse a particular replacement, they do offer several options for servicing contractors to consider as well as some do's and don'ts for the conversion process. To read their guidance letter visit <http://s3.amazonaws.com/rdcms-phcc/files/production/public/Depts/Technical/Johnson%20Controls%20Inc%20Issues%20Refrigerant%20Guidance.pdf>

Remember, this information is for JCI products. Other equipment manufacturers could have brand specific guidance as well. Check with your distribution source prior to developing your business policy.

This was first published by PHCC Office of Government Affairs

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It's On My Heart: Do Something Good!

Just read a FB post from Joshua Nepa that stirred my heart, got me to thinking. He shares that a few weeks ago, he and one of his employees, James Brewer, along with help from two other employees Jeff Bowman and Jason Wolter, went out and bought a single mom some much needed school supplies. In fact, she has 8 kids, so the school supplies were much needed! Spent over two hundred, could have gone to Dave and Buster's with that money, or had a couple of great family meals. In his words, it would not have been close to the feeling that they had helping a person who had a lot on her plate.

Josh says he remembered the feeling he got buying his own kids the school supplies they needed at the beginning of each year. His oldest is a senior, they managed to get their own supplies at that age. He asks us to think of the child in school who has no backpack, no pencils or markers, none of the stuff many of us take for granted. As a 7 or 8-year-old, your self-esteem and confidence will plummet on that first day of school, may

not ever recover. Even if you realize the family doesn't have the money to purchase these items, it still seems unfair when all those sitting near you have everything they need. So he made one family feel better, only had one glitch. Seems like in the rush of excitement, he miscounted, got to the home one back pack light, someone would be left out. Went back later with the extra backpack, made it good.

Not the first-time Josh has done something for someone else. He took a decade old car, four door sedan, did all the things that should be done: brakes, shocks, worked on paint and interior, some engine work, tires, etc. He took it to a mall, met a woman who was headed to California, GAVE her the car. Clear title and all. Free. No strings attached. This comes easier to Josh than to some of us, he is a true gear head. In a positive way. Has a Supra with 1003 hp. Yep, count it all, don't you be rounding it off. Actually had a two cars in the Fast and Furious movie a couple of years ago. Toyota featured one of his

cars at SEMA in their booth, he makes the fast cars faster. Full disclosure, he has a lot of help and support from local business owners who help make things happen.

He told me he did not do this for any accolades, but to move us to action, to do something for someone else, especially someone who could not repay the gift. In Josh's mind that is one reason we are on this earth, to help others. I appreciate the thought behind the act as much as the act itself. Thanks Josh for setting the bar high.

Paula Norris met with me today, she is working with a local charity to find her a family that needs a system, she will provide it at no cost. Hobaica Services, Donley Service Center and Chas Roberts have done this as well, it is a concept that is gaining popularity. I realize there are lots more who are also involved in the community, giving back to those in need, I just didn't have time to list them all. Most of the dealers I know will gladly give service or even a system when they come across a family that is deserving. And both Josh and I think that

is exactly what we need to do. He just took the concept a step further, worked with a co-worker, blessed a family and got blessed themselves doing it.

What is my point? Well, we take our air conditioning businesses for granted sometimes, it pays the bills, gives us some freedom, provides for several families to earn a living. As Josh says, he has been down and up in the past, some years were much tougher than the last few. His wish is that he leaves a legacy of doing for others when possible, and equipping his people to be involved. He loves to see the surprise when a plan to help a family comes together, makes the long hours and mental sweat worthwhile. And to see his employees get in on it, PRICELESS. So follow his example, be on the lookout for those people around you who may need a helping hand. May be in your neighborhood, not even a customer, maybe a friend of a friend. You probably will not have to look long before someone comes across your desk who needs the help you can bring. 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.

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

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

Hinshaw can be reached at 602-369-8097, or via email at jimhinshaw@siptraining.com.

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

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Lennox hosts annual Energy Savings Superstar Contest

At Lennox, we are constantly looking for new ways to help you stay comfortable and conserve energy. Our goal is to find innovative heating and cooling solutions that will improve the efficiency of your home system. And we know you have ideas too!

We love hearing about your fun and inventive home energy-saving tips and ideas. That's why we annually host the "Energy Savings

Superstar" contest, so you can share your ideas with other homeowners and win some really great prizes for your ingenious life hacks!

Prizes include up to \$10,000 in Lennox HVAC equipment, a year's supply of ice cream and tickets to your local water park!

If you need a spark of inspiration, here are some "Energy Savings Superstar" winning ideas from last year.

No-Tech Thursdays

Penny Furda of Garrettsville, Ohio, won the \$10,000 prize with her idea of putting away all electronics — including computers, phones, tablets and television — for one night every week to focus on family. Instead of staring at screens, the Furda family spends quality time together playing board games and cooking outdoors on the grill. The elimination of technology

devices on Thursday nights saves energy for the Furda family, while creating a beloved Furda family tradition.

Energy-Efficient Recipe for Clean Dogs

Another winner from last year, Mary Rike from Charlottesville, Virginia, had a simple recipe for energy-saving success:

"Ingredients: 10-20 gallons of rain-barrel water.

A few squirts of liquid soap. Smelly dogs.

Instructions: Mix 6-8 gallons of rain-barrel water in a tub with liquid soap till sudsy. Add smelly dogs. Lather, then rinse with remaining water."

Don't miss your chance to become an Energy Savings Superstar! Contest ends August 31, so act now and share your tip at <http://www.lennox.com/landing/energy-savings-superstar-contest>

Regal Debuts Progressive New Website

Provides engaging, integrated brand experience with industry-specific solutions and innovations

Beloit, WI — Regal Beloit Corporation, a leading manufacturer of electric motors, electrical motion controls, power generation and power transmission components, announced it has launched a new, responsive website platform with significant upgrades, additional product features and a focus on industry solutions. The company's approach to convert each of its brand-specific domains to the new company-wide platform will occur in phases, starting with the Marathon® Motors North American site.

The new website design takes an industry-based approach enabling customers to streamline product searches and selection throughout Regal's portfolio for solutions specific to their application.

To view new features, enhancements and industry solutions on the Regal website visit www.regalbeloit.com.

Santa Fe Springs Winwater named Winsupply Company of the Year

Dayton, Ohio — Winsupply, one of the nation's largest wholesalers, has named Santa Fe Springs Winwater its 2016 Company of the Year. The overall company of the year is only one of the awarded categories. Some of the other top companies include: Plumbing — Albuquerque Winnelson (N.M.), President Josef Jindra; Electrical — Odessa Winlectric (Texas), President Carl Long; Specialty Industry — Midland Winpump (Texas), President Eric Gladish.

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Speakers announced for Service World Expo

Lewisville, TX -Service World Expo officials have announced the following speakers for their conference being held at Mandalay Bay in Las Vegas on September 7th-8th.

Digital marketing advisor and bestselling author, Daniel Lemin will speak at the conference on *"Chatternomics: Fire Up Your Fans and Catapult Your Business."* "Daniels expertise with social media and digital marketing are two powerful subjects that our audience does not want to miss," said Robin Jones, Service World's Show Producer. Daniel Lemin explores how consumer psychology can help garner the reviews your business deserves simply by focusing on the few things that matter most to consumers, and asking them the right questions. The answer is really quite simple, and when you discover why you'll be filled with energy to put it to use in your business.

Body language and persuasion expert, speaker and author, Traci Brown, will speak at the conference on *"Liar Liar Pants on Fire."* "Having the superpower to know when someone is lying could change your business for the better; it's a marketing strategy we

can't afford to miss!" said Robin Jones, Service World's Show Producer. Traci Brown helps business people around the world discover the secrets clients and others are keeping from them that impact the bottom line. In this fast paced keynote you'll learn how to use Traci's system to separate the lies from the truth in today's headlines and in your own life.

Bill Ligon, industry veteran, will speak at the conference on *"Selling In The Replacement Market."* "Bill Ligon has an irrevocable set of skills in the sales world. I challenge anyone to not be captivated by this presentation," said David Heimer, Service World's Chief of Operations Officer. Ligon is going to share the unfailing secrets of selling in the replacement market such as earning the customers trust and learning how consumers make buying decisions.

The owner of "The Surfin' Plumber," Tab Hunter, will speak at the conference on *"The Five Blockers of Service Management Success: How to Destroy Obstacles to Accelerate Growth."*

"Tab's success is nothing short of inspiring. This is a great opportunity to learn from

his contagious dedication and motivated attitude," said Vicki LaPlant, Service World's Vice President of Marketing. Tab Hunter is known as the "go-to-guy" when systems are needed in the home service business. After mastering the methods needed to grow a profitable plumbing company, Tab added HVAC into the mix and that's when things really took off. His passion propelled him into the corporate world where he was instrumental in the development of key training programs.

Service World Expo is the bold, must-attend conference, trade show, and networking event for residential contractors involved in Plumbing, HVAC or Electrical service who want to ignite growth and performance in their companies. Being held on Sept 7th-8th, 2017, at the Mandalay Bay Hotel in Las Vegas, NV, the event will encompass compelling content, cutting edge educational breakouts, a product showcase that is more tailgate party than tradeshow and out of this world entertainment events.

For more information on Service World Expo, visit www.ServiceWorldExpo.com, email info@ServiceWorldExpo.com, or call 844.742.3970.

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Daikin Offers Professional Development Hours Approved By Registered Continuing Education Program

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

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

- Authorization to issue Professional Development Hours (PDHs) accepted by state licensing boards.
- Permission to publicize as an RCEP-approved, continuing education provider.
- Confirm Daikin's commitment as a high-quality professional education provider.

• Advertise educational activities in the RCEP Master Calendar, which regularly receives a large number of visits by engineers, surveyors, and design professionals.

• Use the official Registered Continuing Education Program logo in promotional and course materials.

• Listing in the directory of RCEP Education Providers.

• Easily manage and track course participants' records online.

• Use the RCEP Continuing Education Management System to generate and issue certificates of completion in a standardized format.

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

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

Managing Millennials the New Superhero of Sales at Service World Expo

Lewisville, Texas - Service World Expo officials announced that founder of The Blue Collar Success Group, Kenny Chapman, will speak at the conference on **"Recruiting and Leading 'Sales Superhero' Millennials."**

"Kenny has superhero tips to help you create a respectful, multigenerational workplace which is important to millennials," said John LaPlant, Service World's Business Advisor. Kenny Chapman founded the Blue Collar Success Group to help fellow entrepreneurs create the businesses they desire through professional leadership and technician training. This background gives him a powerful advantage in recruiting the right sales millennial.

Millennials are the largest generation to enter the workforce since the Baby Boomers, and they are reshaping the way we do business. Getting inside the millennial mindset is crucial, now more than ever, as we are faced with the challenge of simultaneously training multiple generations to be effective salespeople. Kenny will break down the three biggest myths about managing millennials, including what motivates them and how to speak their language. He will provide tactics and skills for developing sales systems that lessen the generation gap and unite team members to work together to achieve common goals, increase sales, and develop a strong culture.

Service World Expo is the bold, must-attend conference, trade show, and networking event for residential contractors involved in Plumbing, HVAC or Electrical service who want to ignite growth and performance in their companies. Being held on Sept 7th-8th, 2017, at the Mandalay Bay Hotel in Las Vegas, NV, the event will encompass compelling content, cutting edge educational breakouts, a product showcase that is more tailgate party than tradeshow and out of this world entertainment events.

For more information on Service World Expo, visit www.ServiceWorldExpo.com, email info@ServiceWorldExpo.com, or call 844.742.3970.

Product News

Fieldpiece Instruments Releases New Series of Wireless Testing Probes

New Precision Test Probes Transmit Strong Signals at 350'

Orange, Calif. -- Fieldpiece Instruments introduces a new line of wireless probes that are compatible with the Fieldpiece Job Link™ Mobile System for versatile, easy testing. The probes are designed to provide accurate testing in real world situations for HVACR professionals. Their compatibility with Job Link means that the data can be displayed in a professional report to be emailed to the customer or home office. All measurements are sent up to 350' away directly to a mobile device with the Job Link App, and work seamlessly with Fieldpiece tools using the JL2 Transmitter. The probes work with Job Link Free, or for more robust features the Job Link Pro and Pro + Invoicing versions.

Three new probes are initially available in two kit formats. The charge kit includes two pressure probes, two temperature clamps, and a padded carrying case. And the charge and air kit includes two pressure probes, two temperature clamps, two psychrometer probes, and a padded carrying case. All probes have a strong wireless range of about 350', and the wireless signal is able to penetrate even the thick walls of walk-through coolers and freezers. The three initial probes available mid-August include:

Job Link Pressure Probes

- 45° angled fitting easily connects in tight spaces
- Accurate at any elevation
- Excellent for critically charged systems
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Friedrich Ductless Systems Star in FYI's "You Can't Turn That Into A House" Television Series

San Antonio, Texas – Take the wildest, wackiest, most challenging structures, and then imagine completely transforming them into beautiful, livable spaces.

That's the concept of FYI's new television series "You Can't Turn That Into A House," which premieres this month and airs Saturdays at 9:30 p.m. EST. The show highlights

how unusual structures, like an old, abandoned industrial storage tank, can be turned into surprising, ingenious and luxurious dream homes.

Among many obstacles and challenges faced by "You Can't Turn That Into A House" creators included how to maximize comfort in these extraordinary structures. For that, they turned to Friedrich

Air Conditioning Co., a leading manufacturer of air conditioners and other home environment products. Friedrich provided all the HVAC equipment for the show's 13 episodes, working hand-in-glove with the show's renovation team to install the right solution for these highly unique and customized spaces.

For each project, Friedrich provided a ductless HVAC

system, which offers a scalable solution for additions, retrofit and renovation projects where complicated ductwork installation or re-routing is not feasible. Friedrich ductless systems also offer major advantages when it comes to conditioning air faster and maintaining more accurate temperatures. Because space was at a premium for all the

"You Can't Turn That Into A House" retrofits, with some totaling less than 100 square feet, Friedrich ductless also provided a compact solution that didn't take away from the interior design.

Another challenge was the remoteness of some of the "You Can't Turn That Into A House" locations. With options of 115V up to 230V, Friedrich ductless

systems can operate from a generator, which was a necessity for many of the projects. Thanks to Friedrich's Precision Inverter® technology, the active filtering of voltage keeps the incoming voltage steady to help maximize comfort.

"Each one of these projects is truly unique and different, which is why the flexibility of our ductless system was the perfect answer," said Chris Magee, Friedrich product expert. "It's an HVAC solution that can go where others simply can't."

While the network is keeping each project featured on "You Can't Turn That Into A House" under wraps until the episodes air, Magee says viewers are sure to be surprised by some of the unbelievable, eclectic projects that are hard for anyone to imagine living in, until they see the end results.

"The moral of the story is that what once used to be unthinkable when it comes to creating inhabitable, comfortable and beautiful spaces is now within reach, thanks to solutions like ductless HVAC systems," he said. "With ductless, if you can dream it, there's probably a way to cool and heat it."

For more information, please visit www.friedrich.com

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Specifications, product literature and the operator's manual are available on the company's website: www.fieldpiece.com.

Local HVAC Companies Team Up to Provide Free Air Conditioning Systems to Injured Veterans



Jon Wayne Service Company Team technicians posing by the York unit they installed.

New Braunfels, Texas-

Two local veterans recently received the keys to their new, specially adapted custom homes thanks to the Homes for Our Troops organization and several local businesses. Army Sergeants Juan Carlos Vasquez and Jeff Hemenger were both injured during their tours of duty in Afghanistan and Iraq, respectively, and both had their right legs amputated.

Since 2004, Homes For Our Troops has built and donated over 200 specially adapted, mortgage-free homes to severely injured veterans.

Since a home's heating, ventilation, and air conditioning (HVAC) system can use more energy than all other appliances combined, it was important that these homes were fitted with high-efficiency equipment for the best possible comfort and lowest possible electric bill. Through their association with HARDI, local HVAC wholesale distributor Century A/C Supply donated the York air conditioning and heating systems for both of these homes and Jon Wayne Service Company in San Antonio generously donated their time

and labor to install them.

"Century A/C Supply believes that it is important to give back to the men and women who have given so much to defend our freedoms. We currently employ several veterans and active duty personnel in our stores, so joining forces with Homes For Our Troops for this project was a perfect match" states Travis Fowler, Century Sales Manager. To find out more about Homes For Our Troops and their veteran home recipients or to volunteer or donate, visit www.hfotusa.org.

New Johnson Controls HVAC Supply Center in Springdale, Arkansas

Source 1 store celebrates grand opening; offers York, Guardian and Source 1 products

Milwaukee – Johnson Controls celebrated the grand opening of its newest Source 1 HVAC Supply Center in Springdale, Arkansas on June 8. Source 1 is the exclusive supplier of factory authorized service parts and residential accessories for all Johnson Controls Unitary Products residential and light commercial HVAC equipment.

The company also offers a broad variety of universal HVAC parts, supplies and accessories from many manufacturers.

For contractors in the Springdale area, the address of the new Source 1 HVAC Supply Center is 487 Agnes Dr, Springdale, AR 72762. Please visit www.source1hvacsupply.com for more information.



Veteran home recipients Juan Carlos Vasquez and Jeff Hemenger

JCI Granted 180 Day Extension on Production of 407c Units

Johnson Controls has been granted a 180-day extension by the Department of Energy (DOE), which would allow the company to continue to produce central air conditioning units designed to utilize 407c through January 1, 2018.

Changes to the testing, certification and rating procedures, which would have impacted these units were to take effect on July 5.

In its letter, DOE stated:

"This 180-day extension only applies to the date which representations for JCI's GAW series models must fairly disclose the results in accordance with DOE's regulations. It does not absolve the manufacturer of other obligations, including certification or compliance with Federal energy conservation standards."

First reported by HARDI ADVOCACY

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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.

ASHRAE Sets Technical Program for Building Performance Analysis Conference in Atlanta, Ga., Sept. 27-29

Atlanta – ASHRAE is pleased to announce the technical program for its upcoming *Building Performance Analysis Conference*, which will take place in Atlanta, Ga., from Sept. 27-29.

“Our goal is to serve practitioners by providing the most up-to-date best practices, work flows and processes required to plan, design, construct and operate high performing, low energy consuming buildings that are environmentally responsive and responsible, safe, secure and healthy for human occupancy,” says Dennis Knight, conference chair.

The technical program will include 16 sessions and 41 presentations. The program is expected to be approved for 23 Professional Development Hours (PDH) as well as AIA Learning Units and LEED AP credits.

Sessions include:

Making the Case for Energy Models in the Integrated Design Process

Persistence of Performance: Lessons Learned from Modeled ZNE Projects with Post-Occupancy Data

Integrating the HVAC Engineering Workflow into the BIM Work Environment

LEEDing the Market Transformation in Energy and Environmental Design in the Built Environment Through Integrated Design

Performance Modeling and Design: How Analysis Can Influence the Design Process

Early Design Modeling and Performance Assessment Existing Building Modeling to Validate Building Performance Improvement

Best Practices in HVAC Load Analysis

“This conference engages the design aspect of modeling and simulation,” Knight says. “The topics address the work of HVAC engineers, architects and other building design professionals who rely on simulation and modeling tools to perform their day-to-day work and meet their standard of care.”

The conference's third annual ASHRAE LowDown Showdown Modeling Competition is among the most highly anticipated events. The Showdown seeks to broaden the industry's ability to engage architects, engineers, designers

and energy modelers to create an effective workflow and an outstanding design in real-world building efficiency challenges.

Participating teams in this year's LowDown Showdown will be challenged with a real building that was constructed in the 1970s. The building has a traditional VAV reheat system in the office areas and is similar to thousands around the U.S. It is located in a challenging Northern Virginia climate, and it has large storage areas which have very specific temperature and humidity requirements.


“Real buildings provide the challenges we aspire to conquer: excessive energy; badly managed controls; and occupant behavior anomalies,” says Annie Marston, chair of the 2017 ASHRAE LowDown Showdown committee. “These are the puzzles we enjoy solving. Our mission is accomplished and we are personally fulfilled when we can help a client reduce their energy bill significantly while making their environment more comfortable.”

Prior to the start of the conference on Monday, Sept. 25 and Tuesday, Sept. 26, software companies and educators are conducting full-day or half-day workshops. These workshops have limited seating and a separate registration is required.


ASHRAE will be offering certification exams at the conference for the following key fields: Energy Assessment, Energy Modeling, Commissioning, Healthcare Facility Design, High-Performance Building Design and Building Operations. Those interested in sitting for an exam must apply by Sept. 10.

Registration is open for the conference, which will be held at the Atlanta Marriott Buckhead Hotel & Conference Center. Discounted rates are available to those who register prior to Aug. 14.

For more information, including a complete conference schedule, and to register, please visit www.ashrae.org/BuildPerform2017.



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Veto Pro Pac® Partners with TrueTimber® and Launches Tech Pac Camo

Camo Version (with Many New Features) of its Award Winning Tech Pac Backpack Tool Bag Designed For HVAC Technicians

Norwalk, CT –Veto Pro Pac, the leader in professional grade tool bags, partnered with TrueTimber® and incorporated their Kanati Pattern, to launch a Camo version of its TECH PAC, the first backpack tool bag designed specifically for HVAC Technicians.

The TECH PAC CAMO is the newest in a long line of workaholics that tradesmen have come to expect from Veto Pro Pac: redefining a product category, industry leading innovation, unparalleled durability, and design features that increase productivity on the job and save time, money and improve a tradesman's bottom line.

Designed to enable technicians to safely and comfortably transport a variety of tools when servicing equipment accessible by extension or cage ladders, or in industrial buildings where walking long distances is required, the TECH PAC CAMO includes TrueTimber's® Kanati Pattern and offers Veto Pro Pac's patented center panel, heavy duty construction and stabilizing injection molded waterproof base that keeps tools dry, even in the nastiest of conditions.

In addition, the TECH PAC CAMO has NEW FEATURES that are not currently on the company's original TECH PAC:

1. **Taller vertical pockets on the front panel**
2. **Light gray pockets for improved visibility**
3. **A redesigned and compact stainless steel tape clip holder**
4. **Metal shoulder strap buckles**
5. **Magnetic screw catcher on front mesh pocket**
6. **Interlocking YKK® zippers for security and traveling**

Furthermore, with more than 50 pockets inside and out, the TECH PAC CAMO has ample room for hand tools, meters, parts boxes, cordless drills and impact drivers, as well as other bulkier items such as manifold gauges and hoses. The backpack tool bag features an innovative quick release handle that gives easy access to the tool bay compartment.

The TECH PAC CAMO's patented center panel design offers dual bays with two tool storage platforms in each bay. The center panel design with the main tool and meter storage options on each side centers and stabilizes the backpack. The TECH PAC CAMO, either when closed and ready for transportation or opened for quick and easy access, is designed not to tip over; is made for comfort with a thermo-formed EVA padded back panel that helps cushion the load (which also provides structural stability); has a padded load displacing shoulder strap system with multiple adjustment strap points and an ergonomic TPV rubber grip.

"For technicians servicing equipment in challenging conditions such as on roofs or in expansive industrial buildings, you have to carry your tools safely and comfortably," said Roger Brouard, founder of Veto Pro Pac and the designer of the TECH PAC CAMO.

The TECH PAC CAMO is 21.5 inches high, 14 inches long, and 9.85 inches wide, and is available at Veto Pro Pac dealers nationwide. For more information, go to www.vetopropac.com/product/tech-pac-camo.

Veto Pro Pac tool bags are sold nationwide. To find a dealer in your area or to learn more about Veto Pro Pac visit www.vetopropac.com.

The iComfort E30 Wi-Fi-enabled Smart Thermostat

The iComfort® E30 smart thermostat adapts to your life and the changing environment, delivering even more comfort, energy savings and peace of mind.

The iComfort E30 Wi-Fi-enabled smart thermostat is a universal thermostat that can work with your existing Lennox® system and is also compatible with non-iComfort-enabled and non-Lennox products, making precise temperature and comfort control easier and more convenient than ever. It is compatible with Amazon Alexa, so you can use your Amazon Echo or Echo Dot to control your HVAC system*. This means that you can set, check and raise or lower the temperature of your home with just the sound of your voice.

The iComfort E30's Feels Like™ feature creates the temperature you want to feel, not just the temperature you set—much like the "Feels Like" temperature in a weather report. So when you set the thermostat to 72° F, the temperature feels like 72°.

The thermostat's Allergen Defender monitors the air quality and pollen levels in your area, according to your ZIP code, and automatically turns the fan on to clean your home's air when outdoor conditions warrant.

It also has a Smart Away™ mode and mobile app uses the GPS in your smartphone to detect when you're leaving, and automatically increases HVAC system efficiency. When you or a family member returns home, Smart Away returns the system to its normal schedule and more comfortable temperature setting.

The iComfort E30 preserves your comfort and peace of mind by actively monitoring system operations. Should a problem arise, the smart thermostat notifies you and your Lennox® Dealer immediately.

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How to Prevent False Claims with a Proper Visual Inspection

By Todd Liles

I read one of those online reviews that made my skin crawl. The homeowner wrote this review on Rip Off Report, an online watchdog website. The review questioned the integrity of the technician, company, and the equipment being used in the test.

I'm not taking a side for the homeowner, or the company mentioned.

I'm giving you my perspective on the matter. Practical advice that can help you build trust, and protect you.

The Damaging Review

[Name of Company Removed] used a camera with a bendable scope to look into the furnace and take a picture. They showed me a picture of a crack in "my" furnace, but the scope was not in the furnace at the time they showed me the picture. This means that the camera has a memory to store pictures. I suspect that the camera has a stored picture in it of a cracked furnace. Once in a person's house, they display the picture from the memory card, and tell the customer the picture is from their furnace. I'll bet this is part of their ruse to dupe customers. [Name of Tech Removed] from [[Name of Company Removed] said he sees lots of fraud in his industry. He told me he's seen lots of fraud with [Name of Company Removed].

The homeowner gives a lot more detail in the online report.

But, this section stands out to me

because it highlights a common problem, and it's one that is easily fixed.

The Big Problem

The big problem is trust. Look at these words, *"I suspect that the camera has a stored picture in it of a cracked furnace."*

The homeowner thinks the tech is just dialing up an image of a cracked heat exchanger as *"part of their ruse to dupe customers."*

There is no trust. And, the technician didn't prove his trustworthiness through the best method possible, EVIDENCE.

How To Document Your Visual Inspection

I'm going to show you a method that I perfected at my company. This prevented any false accusations of wrong doing.

You can use this method for any type of company that uses Cameras as a Visual Inspection Tool. This works for Plumbing and Air Conditioning and other trades for that matter.

Important Equipment Note: Buy inspection equipment that can record audio and visual. This is always best.

Step 1: Start With The Invoice.

The very first image on your recording should be the invoice. With a steady hand and calm voice, read the name of the client, the date, and the reason for being there.

Step 2: Proof of the Current Location.

The next shot needs to be a pan away

from the invoice, and a slow scan of the surroundings. Be sure to capture evidence that undeniably demonstrates you are at the home of the client. With permission, you can even get a picture of the homeowner.

Important Note: Never turn off the camera. You should never stop the recording. This is one continuous movie.

Step 3: Proof of the Equipment.

The next shot is a pan to the equipment you are inspecting. Document model number and serial number in all cases possible.

Step 4: Perform Inspection.

The next shot is the inspection. As you perform the inspection, discuss what you are seeing. Yet, do not make statements that you are unable to prove.

If you are not sure if you are seeing a "crack" or a "break", then call it "an area of concern."

Sometimes a visual test is clear and conclusive. Sometimes, it is not.

Always perform the additional tests that are needed to determine the findings.

Throughout the entire process, educate the client. Take your time to answer the client's questions, address the client's concerns, prove your findings, and build trust.

Step 5, 6, and 7: Reverse the Order.

After you have completed the Visual Inspection, then reverse the original order.

- Show the equipment.
- Show the current location.
- Show the invoice.

This process has huge value. And, it provides you with some very powerful documentation that can do the following:

The Power of the Process It Reduces Negative Reviews

This process creates clarity, which reduces negative reviews.

It Protects You

In the unlikely event that you are falsely accused of wrong doing, you are protected. You have the video and audio evidence to prove the case you made.

It Protects the Client

I believe there are clients that have unsafe furnaces, and unhealthy indoor environments in their home, and they are living with it. Many of these clients are living in poor conditions because they haven't had a professional prove the real needs in a professional way.

The importance of performing a proper visual inspection goes far beyond sales. Sales should be the by-product of professionalism. The importance of a proper visual inspection is that it builds trust and provides protection.

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

AHRI Files Motion to Intervene in NRDC v DOE Lawsuit

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) filed a motion to intervene as a defendant in two identical federal lawsuits brought in the Northern District of California. One suit was filed by the Natural Resources Defense Council and the Sierra Club; the other by eleven states' attorneys general and one city attorney. The lawsuits seek to mandate that DOE finalize several energy efficiency regulations -- including energy efficiency standards for commercial package boilers -- that were released as draft final rules at the end of the Obama Administration. With the change in administration and imposition of a regulatory freeze during a 45-day required public review period mandated by DOE's Error Correction Rule, several of the draft rules have not yet been published in the *Federal Register*.

"AHRI's interest in this lawsuit lies in the defined breadth and scope of the Error Correction Rule, which was the result of our settlement with DOE in prior litigation," said AHRI President and CEO Stephen Yurek. "Because this lawsuit will likely result in a determination of DOE's ability to modify or withdraw pre-published rules, our industry requires a seat at the table if and when discussions take place."

The Error Correction Rule was published in 2016 as the result of a settlement of AHRI's suit against DOE pertaining to walk-in cooler and freezer standards. AHRI and its industry partners have advocated for a broader interpretation of what constitutes an "error" warranting reconsideration of the substance of a pre-published rule. In the suits, however, the plaintiffs argue that under the Error Correction Rule pre-published rules can only be changed to correct typographical errors or mathematical mistakes and must be published at the close of the 45-day review period.

"Our motion will ensure we are a participant in all relevant discussions and that we retain the ability to advocate for greater flexibility and improved stakeholder engagement in DOE's rulemaking process," said Yurek.

Daikin Announces Availability of Samples of New, Lower GWP Refrigerant R-407H for Commercial Refrigeration Systems

Daikin R-407H is a new, high efficiency, economical, lower GWP refrigerant gas which has been submitted for EPA SNAP approval as a replacement for R-22, R-404A, and R-507A.

Orangeburg, New York- Daikin America, Inc., a subsidiary of Daikin Industries, Ltd, announced the availability of R-407H refrigerant for R&D and test marketing samples in the United States. Samples are intended for refrigeration contractors and distributors working on supermarkets, grocery

stores, walk in coolers and freezers and mini grocers. Samples are applicable to OEM systems and R-404A and R-22 retrofits. Please reach out to equipment manufacturers for specific guidance. This follows the official product launch of Daikin R-407H on March 8, 2017.



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Remington College Dallas, Fort Worth Campuses Offer New HVAC Degree Program

Remington College is now enrolling students for new program that offers an Associate Degree in Heating, Ventilation and Air Conditioning

Dallas & Fort Worth, Texas— Remington College Dallas and Fort Worth Campuses are now enrolling students for its new **Heating, Ventilation and Air Conditioning (HVAC) Degree Program**. The new program is an extension of the existing HVAC diploma program.

Students will have the option of taking some additional classes to receive their Associate of Occupational Studies Degree in heating, ventilation and air conditioning.

The new HVAC degree program is designed to provide in-depth training to prepare students for entry-

level positions in the fields of residential and commercial heating and cooling, industrial refrigeration and freezers, as well as introducing them to the basic concepts of operating a small business.¹

The program, which can be completed in as few as 24 months², is a

combination of classroom and hands-on education in operating, troubleshooting, and maintenance and installation of HVAC systems. The curriculum is in accordance with the National Skills Standards for HVAC technicians.

The curriculum covers:

- Residential and light

commercial heating and cooling fundamental

- Residential and light commercial refrigeration and freezers

- Domestic air conditioning and refrigeration appliances

- Indoor air quality standards

- Evaporators, compressors, condensers and expansion components

Remington College Dallas Campus is located at 1800 Eastgate Dr. in Garland. Remington College Fort Worth Campus is located at 300 E. Loop 820 in Fort Worth.

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IFMA praises publication of third ISO standard for FM

Houston, Texas — The International Facility Management Association (IFMA) joins facility management (FM) advocates around the world in celebrating the publication of a third International Organization for Standardization (ISO) standard impacting the industry in under half a year.

ISO — an independent, non-governmental organization and developer of international voluntary consensus standards — published two standards in April 2017: ISO 41011:2017, Facility management — Vocabulary and ISO 41012:2017, Facility management — Guidance on strategic sourcing and the development of agreements. Now, ISO has published a third standard: ISO/TR 41013:2017

Facility management — Scope, key concepts and benefits.

ISO standards are available online at www.iso.org. For practical guidance on the ISO management system process, read the six-part article series in IFMA's FMJ magazine, beginning with "Setting the Stage for ISO 41001."

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Century AC Supply held Customer Appreciation Lunches in July in Austin TX

The two events were held at their Cedar Park and Frate Barker locations

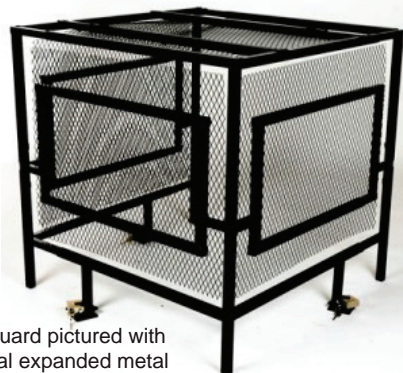
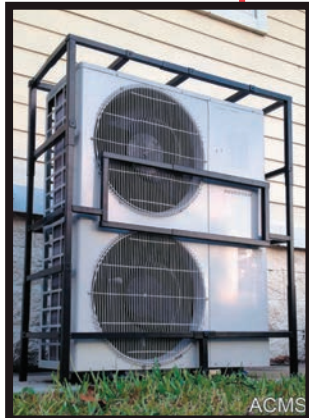


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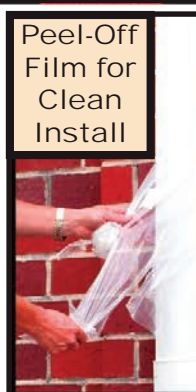
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TECH TIP

Ductwork Sweating??? Measure the Dew point...

By Rick Kincel

'Tis the season for sweating ductwork. It is inevitable that this time of year the ductwork begins to sweat in the attic space. Grilles begin to sweat in the home, and Technicians begin to sweat as soon as they get up in the morning. But why does it seem like it has been so much more lately than it used to be? Well the answers may surprise you.

Surfaces condense water (sweat) as they lower to, or below the dewpoint, and from my perspective; this is one of the most useful numbers that technicians in the south can measure. My weatherman gives me the dewpoint number every morning and from there I can identify how my day will probably run. When the dewpoint is in the 60's or below everyone is smiling and saying how comfortable it is, and guess what? Virtually no sweating of ducts or grilles... but when he tells me it is in the low 70's, the problems start raising their ugly heads. Heaven forbid when he tells me that it will be between 74 -80 dewpoint range, when it is so humid that *everything* begins to sweat. Over the past few weeks, in my city, the dewpoint has averaged

about 75 degrees. The dewpoint does not change as the sensible heat goes up or down, so in a ventilated attic, whatever the dewpoint is outside, it is typically really close to what it is in the attic space. Add a swimming pool, lake, or water view to the inlet ventilation air and the moisture content increases dramatically.

OK so if it is 75 degree dewpoint in the attic and the air running through the ducts is typically 50-65 degrees then it will not take long until sweating starts to take place.

Oh yeah, "What about the insulation on the ducts? Doesn't that stop the moisture?" Well, insulation is made up of fiberglass which traps air to slow thermal transfer. If the vapor barrier on the ductwork is not watertight with mastic or an approved seal, then the moisture from the attic air flows quickly through the opening into the insulation. Once this happens this same moisture will reach the duct and condense between the duct and the vapor barrier.

"But my ducts sweat on the outside of the vapor barrier." This is because of a few things, but always because the vapor barrier is below the dewpoint in the space.

• *Undersized ductwork equals lower temperatures in the ductwork making it easier to reach dewpoint*

• *Thermal washing of the duct insulation because of leaking ducts that were not completely sealed.*

• *Thermal washing because 2 stage units, longer run times equals time for the cold duct air to cool through to the vapor barrier.*

• *R-4 or R-6 or R-8... Well... less insulation equals quicker thermal wash to the vapor barrier.*

• *Well ventilated cool attics, many with radiant barrier sheathing, or possibly white metal roofs*

• *Or more recently, customers that run their units on 68 or less...*

It has been my experience that the cooler we get the ventilated attic space in the southern market the more often we see the equipment and ducts reach dewpoint. This is very evident in crawlspace homes with ductwork run under the home and the chain wall not well ventilated. (Too cool + Too much moisture = Sweating ductwork).

When attics were hotter, the equipment

in the attic stayed hotter throughout the night and into the next morning. With the well vented attics (while better for energy efficiency) the equipment cools down to outdoor conditions during the night and when the unit cycles on, its surface temperature can easily drop to, or below the dewpoint.

While positive and negative home pressures, un-insulated can lights, unsealed ceiling boxes, will also sometimes cause grilles to sweat, the key point to take away from all of this is... If you are not measuring dewpoint in the space you are working you have no way of beginning to understand, or fix the problem.



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Construction Employment Climbs in 41 States Between June 2016 and June 2017 While 25 States Add Jobs From May to June as Firms Struggle to Find Workers

California, Rhode Island Add Most Jobs for the Year; Missouri and District of Columbia Have Largest Drops; California, New Jersey Top Monthly List; Georgia and Wisconsin Have Biggest Decreases for the Month

Forty-one states added construction jobs between June 2016 and June 2017 amid continuing widespread demand for construction services, while 25 states and the District of Columbia added construction jobs between May and June, according to an analysis by the Associated General Contractors of America of Labor Department data released today. Association officials said the smaller number of states adding workers in the latest month may indicate a shortage of qualified job seekers, rather than a slowdown in demand for construction.

"Contractors in most of the country say they have plenty of projects booked and would like to hire more workers if they could find them, so it is likely that some states with monthly employment declines have a shortage of workers available to hire rather than a slowdown in work," said Ken Simonson, chief economist for the association. "Given the low unemployment rate in most states, other industries are competing hard for workers, making it difficult

for contractors to find new construction workers, let alone experienced ones."

California added the most construction jobs (46,500 jobs, 6.0 percent) during the past year. Other states adding a high number of new construction jobs for the past 12 months include Florida (32,400 jobs, 6.9 percent), Louisiana (15,600 jobs, 11.1 percent), Texas (14,400 jobs, 2.1 percent) and Oregon (11,200 jobs, 12.5 percent). Rhode Island added the highest percentage of new construction jobs during the past year (13.4 percent, 2,400 jobs), followed by Nevada (12.6 percent, 9,500 jobs), Oregon and New Hampshire (11.1 percent, 2,800 jobs).

Eight states and the District of Columbia shed construction jobs between June 2016 and June 2017. The District lost the highest percentage for the year (-5.7 percent, -900 jobs), followed by Alaska (-4.9 percent, -800 jobs), South Dakota (-3.7 percent, -900 jobs), Mississippi (-2.6 percent, -1,400 jobs) and Missouri (-2.6 percent, -3,100 jobs). Missouri lost the largest number of construction jobs,

followed by Illinois (-1,700 jobs, -0.8 percent), Mississippi, D.C. and South Dakota. Construction employment was unchanged over the year in Iowa.

Between May and June, California had the largest numerical increases (8,100 jobs, 1.0 percent), followed by Florida (5,100 jobs, 1.0 percent), New Jersey (4,200 jobs, 2.7 percent), Louisiana (4,000 jobs, 2.6 percent), Nevada (2,100 jobs, 2.5 percent) and Missouri (2,100 jobs, 1.8 percent). New Jersey had the largest percent gain for the month, followed by Louisiana, Nevada, West Virginia (2.3 percent, 700 jobs) and New Hampshire.

Twenty-one states lost construction jobs between May and June. Georgia had the largest numerical loss (-4,000 jobs, -2.2 percent), followed by Colorado (-3,500 jobs, -2.2 percent), Massachusetts (-2,800 jobs, -1.9 percent), Michigan (-2,800 jobs, -1.7 percent) and Wisconsin (-2,700 jobs, -2.4 percent). Wisconsin lost the highest percentage of construction jobs for the month, followed

by Georgia and Colorado, Massachusetts, Michigan and Wyoming (-1.4 percent, -300 jobs). Construction employment was unchanged for the month in Arkansas, Maine, New Mexico and North Dakota.

Association officials urged Washington officials to help address growing labor shortages in the construction industry by taking steps to expand training opportunities for students and young adults. Such steps include expanding investments in secondary career and technical education, making it easier to establish apprenticeship training programs in all market types and allowing for more charter schools and career academies that focus on construction skills.

"The need for more craft workers in fields like construction is growing every month," Stephen E. Sandherr, chief executive officer for the association, said. "There is a correspondingly urgent need to put in place measures that can expand training opportunities for people considering careers in construction."

EPA and Texas Team up to Eliminate Water Pollution

EPA awards over \$2.7M to Texas Commission on Environmental Quality

Dallas – The U.S. Environmental Protection Agency (EPA) recently awarded the Texas Commission on Environmental Quality (TCEQ) a performance partnership grant of \$2,775,937 for administering water quality and environmental programs.

"This grant represents what EPA is all about, empowering states to protect their environment," said Administrator Pruitt. "Texas has some of the most unique and important environmental resources in America, and the people of Texas know and respect those resources better than anyone. This grant is an example of how EPA ought to do business and demonstrates the value of state and federal partnerships."

"State partnership grants enable EPA and our state partners to effectively handle the most demanding environmental problems," said Acting Regional Administrator Sam Coleman. "This grant is another demonstration of the value of state and federal partnerships."

The funds will go toward TCEQ programs to prevent, reduce and eliminate water pollution by setting quality standards, monitoring water quality, granting permits, and assuring compliance with regulations. The funds will also help administer TCEQ's environmental management programs, which monitor, abate and control hazardous waste, solid waste, air pollution, and pesticides.

Performance partnership grants are important tools for EPA to provide financial assistance to states and tribes. These grants allow recipients to use EPA awards with greater flexibility for priority environmental problems or program needs, streamline paperwork and accounting procedures to reduce administrative costs, and try cross-program initiatives and approaches that were difficult to fund under traditional category grants.

For more about EPA grants: <https://www.epa.gov/grants>

For more about EPA's work in Texas: <https://www.epa.gov/tx>





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Danfoss celebrates 15 million TR6 valves

From design to finished product, the journey of the TR6 is one of success.

Danfoss is proud to announce that 15 million TR6 thermostatic expansion valves (TXVs) are now currently in operation throughout the United States. Fourteen years in the making, achieving this milestone took tremendous foresight, meticulous planning, and impeccable collaboration.

The journey to 15 million TR6 valves began in 2003, when the minimum seasonal energy efficiency ratio (SEER) rating for residential air-conditioning systems in the US was SEER 10. That meant that most systems used a fixed-orifice metering device and only high-efficiency systems used active metering devices like TXVs. After substantial research and customer input, Danfoss began to engineer a TXV that would meet the needs of the high-efficiency market: the TR6.

The TR6 was designed specifically for the US residential air-conditioning

market and with plans for it to be manufactured according to Danfoss' strict quality standards: a laser-welded powerhead creates a longer lasting lifetime of the power element than plasma welding while also subjecting it to less stress; the internal check valve's patented design eliminates pressure drop; and the accurate, non-adjustable factory superheat settings ensure the product works properly out of the box.

Then in 2004, the US Department of Energy announced new minimum SEER standards for air conditioning and heat pump systems manufactured after January 23, 2006. Instead of a rating of SEER 10, as had been the standard since 1992, the new minimum rating would be SEER 13, increasing the energy efficiency of a system by 30 percent. Due to its superior design, the TR6 was easily able to qualify for the new requirements.

Suddenly, fixed-orifice throttling devices would not be sufficient and the demand for reliable TXVs skyrocketed. To handle the anticipated increase in market demand, a new Danfoss automated production line was installed at the main plant in Nordborg, Denmark and few years later, to get closer to the target market and customer base in the US, the TR6 line was dismantled, boxed up, and shipped to Monterrey, Mexico where it was reassembled. The automated production line resumed operation in early 2009 without a single order being delayed.

Over its life, the TR6 has evolved to meet market needs. In 2015, minimum SEER requirements became region-based, with stricter requirements in the southern and western regions of the country; however, the TR6 exceeds requirements across the board. Danfoss also expanded its offering to better meet the needs

of contractors using TR6 valves by developing TR6 Universal Replacement kits. The kits are available for either R-22 or R-410A and include multiple valves and orifices, offering contractors and technicians an all-in-one solution for air conditioning TXV replacement.

The TR6 has seen great success. Starting life as a solution for only the high-efficiency residential air-conditioning market, it is now a standard piece of equipment.

"Between 30 and 40 percent of new air-conditioning systems manufactured in the US use a TR6 valve," said Ejner Kobbero, senior product director of residential air conditioning expansion functions at Danfoss. "Now, just over a decade after being launched, 15 million TR6 valves are in operation around the country. It has been quite a journey, but it is just another example of how Danfoss is Engineering Tomorrow."

Product News

Opteon™ Low Global Warming Potential Refrigerants Receive New & Expanded Use Approvals by the U.S. EPA SNAP Office

Opteon™ XP44 (R-452A) is now approved for use, and the acceptable use of Opteon™ XP40 (R-449A) and Opteon™ XP10 (R-513A) have been expanded

Wilmington, DE – The Chemours Company (Chemours) (NYSE: CC), a global chemistry company with leading market positions in titanium technologies, fluoroproducts and chemical solutions, announced today that the U.S. EPA Significant New Alternatives Policy (SNAP) program has listed low global warming potential (GWP) refrigerants Opteon™ XP44 (R-452A), Opteon™ XP40 (R-449A), and Opteon™ XP10 (R-513A) as acceptable for use. The U.S. EPA SNAP program supports the transition away from ozone-depleting compounds.

- Opteon™ XP44 (R-452A) is now listed as acceptable
- Opteon™ XP44 (R-452A) is now listed as acceptable for use in new and retrofit equipment for refrigerated transport (refrigerated trucks and trailers) and remote condensing units used in retail food refrigeration.
- Opteon™ XP40 (R-449A) has expanded to include use in new and retrofit cold storage warehouse and industrial process refrigeration equipment.
- Opteon™ XP10 (R-513A) has been expanded to include use in new and retrofit residential dehumidifiers.

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As the summer begins to wind down, the Fall of 2018 will be full of events for TACCA Members and Industry Professionals to participate in. From clay shoots to fishing, Summer Gala's to Expo's and golf tournaments the next few months will be filled with great events. Just another reason TACCA sets the standard for not only education, training and advocacy...BUT FUN!



Have you seen our new website? WWW.TACCA.ORG has a brand new look and SUPER new features that include being able to pay your membership dues on-line, update your own membership record and continue to register for our TACCA educational opportunities. Visit us today on the web...www.tacca.org!

Congratulations to TACCA Greater Houston Executive Director Jennifer Jones Ward on the new arrival, Annie Winn Ward was born on July 15th! Best to mom and Annie Winn!



The 2017/2018 TACCA Membership Directory will out shortly.

This is a great resource for vendors, affiliates and members alike. Hard print and electronic versions will be available.

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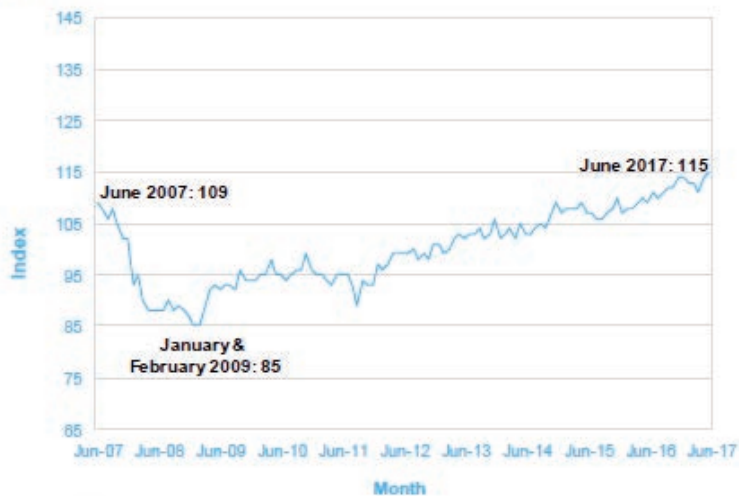
U.S. Economy Showing Signs of Growth

According To Decision Analyst's Economic Index

Arlington, Texas — The Decision Analyst U.S. Economic Index stood at 115 in June 2017, a 1-point increase from its May 2017 level of 114 and a 6-point increase from its June 2016 level of 109. The overall slope of the Economic Index over the past

12 months is generally upwards, reaffirming that the U.S. economy is likely to expand throughout 2017. The Economic Index tends to lead U.S. economic activity by 6 to 12 months. Below is the past-10-year history of the U.S. Economic Index

United States Economic Index
June 2017



Past-12-Month
Change
(From June 2016
to June 2017)

+6
Points

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Nidec Motor Corporation Receives Successful Appellate Ruling Related to HVAC Blower Motors

St. Louis – The United States Court of Appeals for the Federal Circuit recently ruled in favor of Nidec Motor Corporation (NMC) on an appeal related to a significant patent infringement case for the HVAC industry.

The patent at issue details a system for controlling the torque of an electromagnetic fan blower motor. Electromagnetic fan blower motors have been demonstrated to provide the efficiency gains necessary to help meet the new fan energy rating (FER) standards that go into effect in July 2019.

The litigation began in 2013 when NMC filed a lawsuit in the United States District Court for the Eastern District of Missouri, alleging that certain Broad Ocean companies (Zhongshan Broad Ocean Motor Co., Ltd., Broad Ocean Technologies, LLC, and Broad Ocean Motor LLC,) produced electronically controlled blower motors that infringed upon multiple NMC patents. A series of disputes in the courts and with the United States Patent and Trademark Office (USPTO) followed.

This recent ruling reversed a Patent Office ruling and confirmed the validity of multiple claims of NMC's patent.

Nidec officials have repeatedly stated their commitment to taking any legal action required to protect and defend their intellectual properties. This protects original equipment manufacturers and end-consumers alike by regulating the production of imitation products that may not be up to the same high standards set by Nidec.

"Nidec Motor Corporation makes a significant investment in the research and development of innovative technologies and prides itself as a leader in the industry," said NMC CEO Kei Pang. "We protect our investment by patenting those technologies and by exercising our right to enforce those patents against infringers. This suit, like the others we have filed, demonstrates our commitment to our technology, to our inventors who create it, and to our customers who expect innovative products containing it."

TACCA Greater San Antonio held a Member Mixer at Bowlero in July



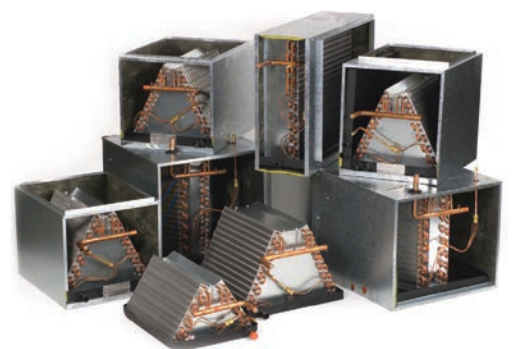
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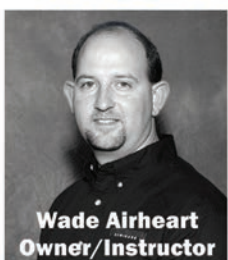
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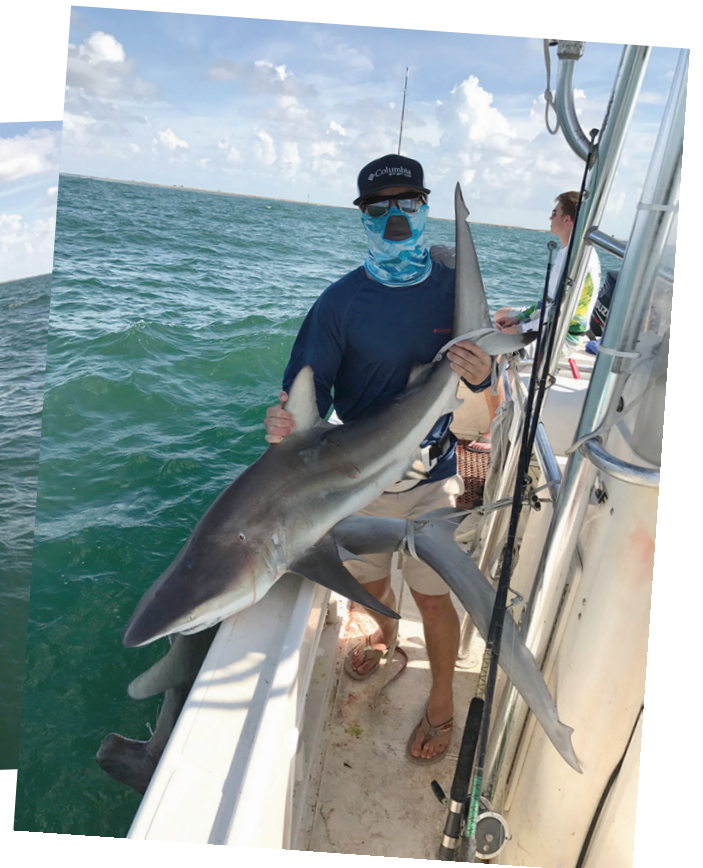
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****Discounted book packages available with class registration****

Gemaire Hosted a Two Day Training Seminar at their McAllen TX Branch

Steve Wood and Hayden James from Southwestern HVAC Sales conducted the training on the BOSCH Inverter Drive Split Air to Air Heat Pump System and the Fresh Aire UV APCO Whole House Air Purifier



Gemaire Branch in McAllen TX



Gemaire staff, Southwestern HVAC Sales and contractors in class in McAllen TX



Hayden James and Steve Wood talk to the contractors about the Germicidal Ultraviolet Light System



Steve Wood and the contractors got to have some fun and breakfast tacos



Steve Wood shows the BOSCH system

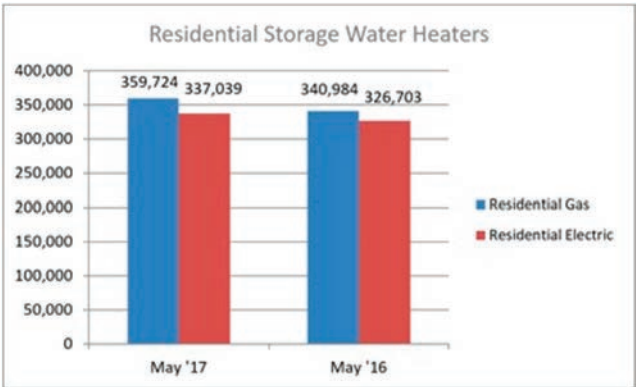


The contractors got to see the working system from BOSCH

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

Residential Storage Water Heaters

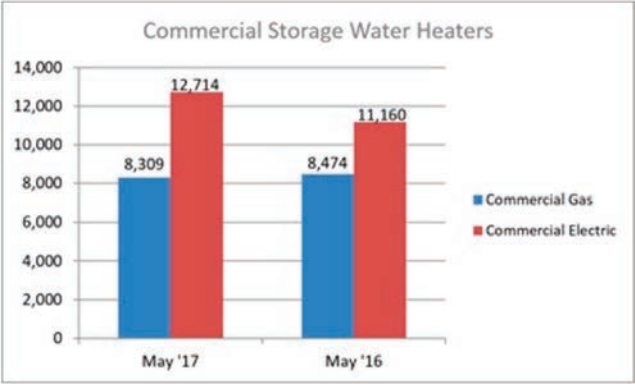
U.S. shipments of residential gas storage water heaters for May 2017 increased 5.5 percent to 359,724 units, up from 340,984 units shipped in May 2016. Residential electric storage water heater shipments increased 3.2 percent in May 2017 to 337,039 units, up from 326,703 units shipped in May 2016.



For the year-to-date, U.S. shipments of residential gas storage water heaters increased 4.3 percent to 1,868,432, compared to 1,791,181 shipped during that same period in 2016. Residential electric storage water heater shipments increased 5.5 percent year-to-date to 1,757,514 units, compared to 1,665,930 shipped during the same period in 2016.

Commercial Storage Water Heaters

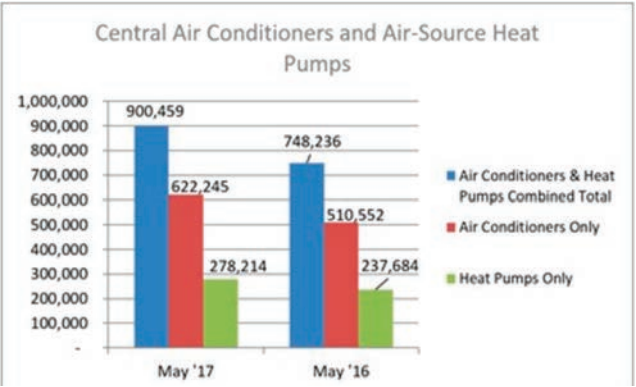
Commercial gas storage water heater shipments decreased 1.9 percent in May 2017 to 8,309 units, down from 8,474 units shipped in May 2016. Commercial electric storage water heater shipments increased 13.9 percent in May 2017 to 12,714 units, up from 11,160 units shipped in May 2016.



Year-to-date U.S. shipments of commercial gas storage water heaters decreased 5.2 percent to 40,690 units, compared with 42,925 units shipped during the same period in 2016. Year-to-date commercial electric storage water heater shipments increased 14.6 percent to 58,552 units, up from 51,078 units shipped during the same period in 2016.

Central Air Conditioners and Air-Source Heat Pumps

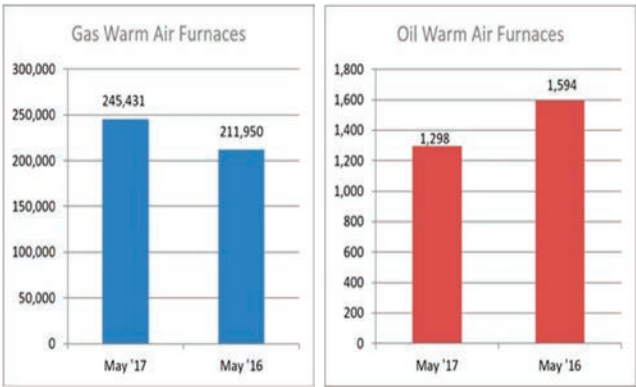
U.S. shipments of central air conditioners and air-source heat pumps totaled 900,459 units in May 2017, up 20.3 percent from 748,236 units shipped in May 2016. U.S. shipments of air conditioners increased 21.9 percent to 622,245 units, up from 510,552 units shipped in May 2016. U.S. shipments of air-source heat pumps increased 17.1 percent to 278,214 units, up from 237,684 units shipped in May 2016.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 11.4 percent to 3,304,902, up from 2,967,102 units shipped in May 2016. Year-to-date shipments of central air conditioners increased 11.2 percent to 2,170,669 units, up from 1,952,676 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 11.8 percent to 1,134,233 units, up from 1,014,426 units shipped during the same period in 2016.

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of gas warm air furnaces for May 2017 increased 15.8 percent to 245,431 units, up from 211,950 units shipped in May 2016. Oil warm air furnace shipments decreased 18.6 percent to 1,298 units in May 2017, down from 1,594 units shipped in May 2016.



Year-to-date U.S. shipments of gas warm air furnaces increased 10 percent to 1,115,264 units, compared with 1,014,193 units shipped during the same period in 2016. Year-to-date U.S. shipments of oil warm air furnaces decreased 5.6 percent to 10,434 units, compared with 11,049 units shipped during the same period in 2016.

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

Month			YTD		
Size Description (000) BTUH	Total	% Change from 2016	Size Description (000) BTUH	Total	% Change from 2016
Under 16.5	21,142	+9	Under 16.5	97,933	+2
16.5-21.9	106,493	+22	16.5-21.9	407,478	+16
22-26.9	172,976	+25	22-26.9	626,889	+13
27-32.9	145,895	+25	27-32.9	504,310	+11
33-38.9	185,999	+21	33-38.9	668,717	+11
39-43.9	69,337	+21	39-43.9	246,701	+11
44-53.9	95,373	+14	44-53.9	350,077	+10
54-64.9	75,188	+16	54-64.9	283,351	+9
65-96.9	9,806	+11	65-96.9	43,127	+7
97-134.9	7,826	+12	97-134.9	32,823	+12
135-184.9	5,269	+14	135-184.9	21,044	+10
185-249.9	2,266	+1	185-249.9	9,594	+16
250-319.9	1,330	+5	250-319.9	6,461	+31
320-379.9	393	+4	320-379.9	1,628	+10
380-539.9	433	+39	380-539.9	1,805	+22
540-639.9	369	+39	540-639.9	1,341	+31
640-799.9	127	+100	640 & Over	535	+100
800.0-899.9	44	+100	800.0-899.9	258	+100
900.0-999.9	73	+100	900.0-999.9	286	+100
1,000.0-1,199.9	19	+100	1,000.0-1,199.9	166	+100
1,200.0 & Over	101	+100	1,200.0 & Over	378	+100
TOTAL	900,459	20	TOTAL	3,304,902	+11

Year-to-Date			
	May '17 YTD	May '16 YTD	% Chg.
Air Conditioners & Heat Pumps	3,304,902	2,967,102	+11.4
Air Conditioners Only	2,170,669	1,952,676	+11.2
Heat Pumps Only	1,134,233	1,014,426	+11.8

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

NOTE: A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership. Industry data is aggregated from the information supplied by AHRI member companies that participate in the statistics program and could be subject to revision. Published year-to-date data is inclusive of all revisions. No other AHRI data (e.g., by state or region) is available to the general public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. For previous monthly shipment releases and historical data, please see <http://www.ahrinet.org/statistics>.

Joe Wilson Retiring from White-Rodgers in September



Joe Wilson started in 2000 with White-Rodgers as a Sales Engineer covering Oklahoma, Texas & Louisiana, moving to Territory Sales Manager role in 2005, then assuming his Regional Manager position in 2012. Prior to joining White-Rodgers, Joe spent more than 20 years with an HVACR wholesaler in Fort Worth, Texas followed by 10 years as Regional Sales Manager with UEI Instruments. Joe has served the HVACR industry for more than 45 years.

Wilson started his career in the HVAC/R Industry in November 1970 working for TERSCO Inc. in Fort Worth TX. After 22 years with TERSCO/URI he decided it was time to pursue the Manufacturing side of the business, accepting a position as the Regional

Sales Manager with UEI Instruments based out of Beaverton, Or. After 10 years with UEI the opportunity came available in 2000 to accept the position as a Sales Engineer with White-Rodgers to cover the Texas-Oklahoma-Louisiana markets. In 2005 he was promoted to a District Sales Manager and then Regional Manager in 2012.

"One of the most exciting accomplishments was when I received in 2006 the "Salesman of the Year" award" says Wilson. "I was also very honored to have served 9 years on the ARW/HARDI board for the Southwest Region. After enjoying a 47 year career in the HVAC Industry the time has come for the next chapter in my life."

Quietflex trip to St Thomas US Virgin Islands

The trip was headquartered at the Ritz Carlton on June 5-7



Ardee Toppe



Todd Day, Rick Heyden and Danny Keating



Rick Heyden



Snorkeling sailing trip to Soggy Dollar in Jost Vad Dyke BVI



Paul Stanley, Bettie and Danny Keating, Gary Moody and Rick Heyden



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The spotlight



Bosch Thermotechnology announced Melvin Harris as Sales Director for Residential Applications



Bosch Thermotechnology has announced David Lopes as Sales Director for Commercial Applications



Danfoss welcomes Kim Fausing as new President and CEO



Emerson named Craig Rossman President of White Rogers



Grundfos has appointed Rebecca Martiez OMara as VP of Service Americas Region



Rick Redieck is the new Branch Manager for Hunton Distribution in OKC territory



24th ANNUAL FISHING TOURNAMENT

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TACCA Greater Houston Annual Bay Fishing Tournament

Tournament was held at April Fool Marina in San Leon TX on July 21 with 30 teams participating



1st Place Sam Kelly, Captain Zane Starr, Devine LeCesne and Billy Tolliver



2nd Place Team Darrell Kay, Jimmy Davis, Captain Reggie Rose and Bubba Davis



3rd Place Team Christian Aaron, Marco Olvera, Joshua Olvera and Captain Sammy Guerrero



A great turnout with 30 teams



Bob Elolf, Rob Elolf and Crystal Elolf



Brandon Hart, Rueben Aguilar, Eddy Wathen and Jason Mcrae



Brett Ryder, Dustin Gasper and Brian Boland



Karl Goehring, Bobby Beck and Jay Henry



Largest Redfish Darrell Kay and Captain Reggie Rose



Largest Trout Doug Smith and Captain Mark Salazar



Raffle Cooler Winners Dave Williams and Sam Kelly



Raffle Rod Winners Dillon Bridwell and Dale Beene



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2nd: \$2,000 Airline Voucher
3rd: AR-15
4th: His & Her Series 2 Apple Watches

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No.

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CALENDAR OF EVENTS

Insco's August Events Schedule

From top supplier showcases to grand openings, we have a variety of events at all of our 35 branches.

Houston

Tuesday, August 15th – Supplier Showcase from 11am – 2pm located at 14900 Hempstead Rd., Ste. 300 Houston, TX 77040| Free Lunch!

Tuesday, August 15th - Supplier Showcase from 11am – 2pm located at 10460 S. Sam Houston Pkwy. W. Houston, TX 77071| Free Lunch!

Wednesday, August 16th – Supplier Showcase from 11am – 2pm located at 14820 North Freeway, Ste. 500 Houston, TX 77090| Free Lunch!

Wednesday, August 16th – Supplier Showcase from 11am – 2pm located at 5921 South Loop East Houston, TX 77033| Free Lunch!

Service World Expo, Mandalay Bay Hotel, Las Vegas Sept 7th and 8th

Service World Expo is the bold, must-attend conference, trade show, and networking event for residential contractors involved in Plumbing, HVAC or Electrical service who want to ignite growth and performance in their companies. Being held on Sept 7th-8th, 2017, at the Mandalay Bay Hotel in Las Vegas, NV, the event will encompass compelling content, cutting edge educational breakouts, a product showcase that is more tailgate party than tradeshow and out of this world entertainment events.

For more information on Service World Expo, visit www.ServiceWorldExpo.com, email info@ServiceWorldExpo.com, or call 844.742.3970.

HARDI Annual Conference: NOVA 2017 Registration Opens with 550 Early Bird Spots

Conference set for Las Vegas
December 2nd-5th

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) opened registration for its 2017 Annual Conference on Wednesday. Along with the announcement, HARDI unveiled the “NOVA” theme and conference website.

This year's conference follows the acclaimed “Elevate” 2016 and “Forward” 2015 Annual Conferences.

Back by popular demand, HARDI has rolled out special Early Bird pricing. The first 550 registrants will receive \$100 off their registration at checkout.

To register and for more information on HARDI's Annual Conference: NOVA 2017, visit <http://nova2017.com/>.

For further information, please contact Anthony Lagunzad at alagunzad@hardinet.org.



REFRIGERATION ASSOCIATION OF SAN ANTONIO

Mark your Calendars:

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

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

Main Events for Thursday September 28

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

Friday September 29

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

Saturday September 30

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

MEETING PLACE

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

BUSINESS AND EDUCATION MINUTES June 25, 2017

The meeting began with President Ian Cosner who presided and called the meeting to order. There were 28 members and guests at the meeting, including Robert Nino of TDLR.



Robert Nino spoke about technician registration and went over HB 3029



The speaker for the evening was Jim Malone of ReCapco who spoke on tool selection and evacuation

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.

Product News

Côr™ Thermostat Now ENERGY STAR® Certified

San Diego – Carrier is proud to announce that the Côr thermostat has reached an important milestone by receiving the coveted ENERGY STAR certification, and was among the first thermostats to receive the certification. Carrier, a world leader in high-technology heating, air-conditioning and refrigeration solutions, is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp. (NYSE: UTX).

Smart thermostats that earn the ENERGY STAR label are independently certified, based on actual field data, to deliver reliable performance and energy savings.¹ According to ENERGY STAR, if everyone used an ENERGY STAR certified smart thermostat, savings would grow to 56 trillion BTUs of energy and \$740 million dollars per year, offsetting 13 billion pounds of annual greenhouse gas emissions.²

ENERGY STAR smart thermostats, like the Côr thermostat, are third-party certified to:

- Accurately measure temperature
- Quickly enter a low-power standby mode when inactive
- Track and report equipment use and temperature data to the homeowner
- Provide tailored functionality and service that delivers energy savings that make sense for the individual homeowner

To learn more about the Côr thermostat, please visit Carrier.com



Arkansas Tech University in Ozark, Arkansas has been granted accreditation of their Heating, Ventilation, Air Conditioning and Refrigeration “HVACR” program by HVAC Excellence

Arkansas Tech University-Ozark Campus is the regional provider for technical and career education, offering more than 25 programs with a variety of industry specific options, as well as certificates of proficiency, technical certificates, associate degrees and general education coursework.

Arkansas Tech University-Ozark Campus understands that HVACR is one of the fastest growing industries in the United States. They wanted to

validate that their HVACR program had the resources necessary to prepare graduates for this trade that cannot be outsourced or automated. To do this, they pursued programmatic accreditation of their HVACR program.

Learn more about the nationally accredited HVAC program at Arkansas Tech University-Ozark Campus, by visiting them online at <https://www.atu.edu/ozark/#>.

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Tuesday August 1, 2017

Location: **Johnson Supply San Antonio**

1050 Arion Parkway

Location: **Southern Careers – 6963 NW Loop 410, 78238**

Saturday August 19, 2017

TDLR No. 1362 Class No. 15545

• License Prep Classes • call for ongoing dates

•EPA Online Exams • call for dates

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

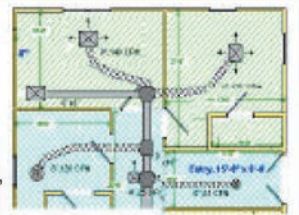
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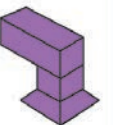
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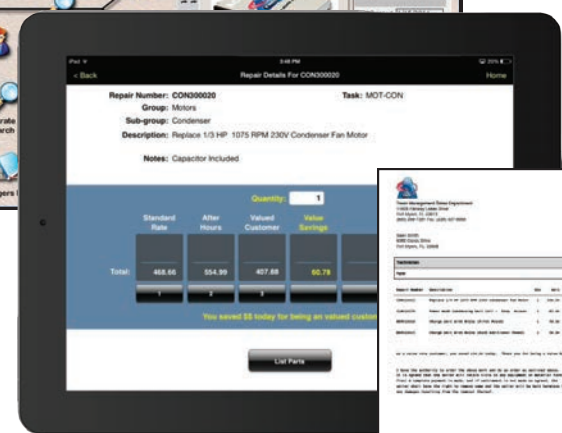
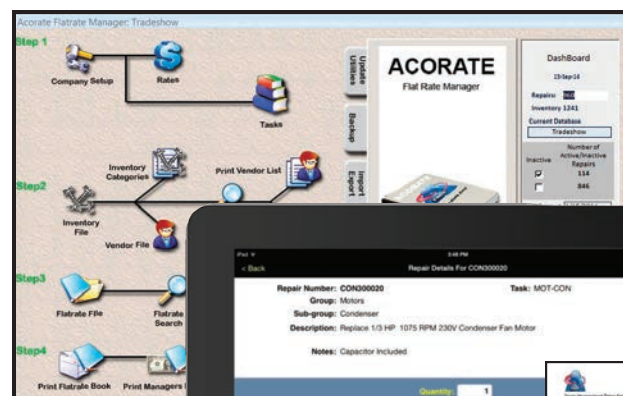
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