



Air Conditioning TODAY



FEBRUARY 2017 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 31, No 2

ACCA Welcomes Regulatory Pause from Trump Administration

ACCA, the Indoor Environment & Energy Efficiency Association, welcomes the pause in energy efficiency regulations at the Department of Energy (DOE). ACCA supports energy efficiency programs, but notes that focusing solely on equipment efficiencies will not help consumers.

"I am pleased that the Trump Administration has put a pause on the DOE's regulatory agenda, because the agency needs to address HVAC efficiencies in a holistic manner," said Paul T. Stalknecht, ACCA president and CEO. "The DOE's focus on equipment efficiencies actually may cost the consumer more than they save, because many heating and cooling systems are not being installed properly and they are leaving 30-40 percent of the efficiency in the box. If the DOE wants to make a difference they should work with homeowners to ensure that their systems are installed by contractors who follow industry recognized standards for proper installation."

ACCA is continuing to work with regulators, Members of Congress, and other policy makers on energy efficiency programs. ACCA is a standards development organization and is responsible for drafting the ANSI/ACCA Standard 5 – the Minimum Design and Installation Requirements for Residential and Commercial HVAC Applications.

Trane and Carrier Rank as Leading Commercial HVAC System Vendors in Navigant Research Assessment

This According to The 2016 American Home Comfort Study by Decision Analyst

A new Leaderboard report from Navigant Research examines the strategy and execution of 12 leading manufacturers and service providers of heating, ventilation, and air conditioning (HVAC) systems, offering industry participants an objective assessment of these companies' relative strengths and weaknesses.

HVAC systems are a critical component in commercial buildings, and across large and small facilities, they can dramatically affect tenant comfort, maintenance program effectiveness and efficiency, and whole building optimization. Although the HVAC industry has been slow to change, several top HVAC vendors are starting to maximize the value and reach of their digital offerings created after years of research and development.

"The leading vendors in this market are utilizing new digital capabilities to not

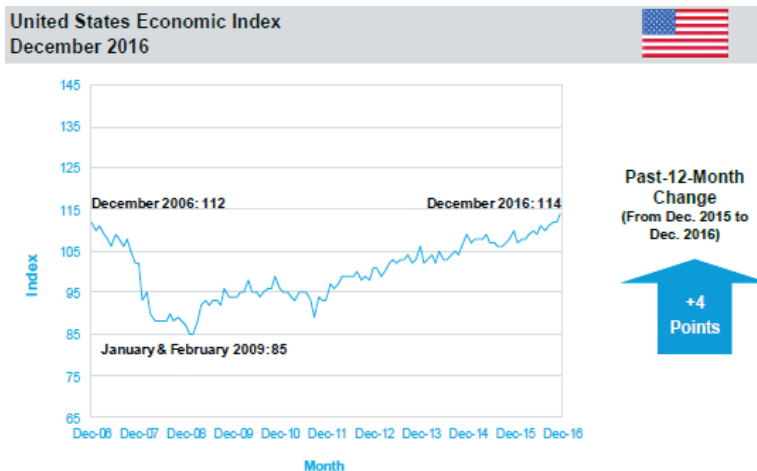
only make their heating and air conditioning systems more efficient, but also as a way to create new markets and opportunities for themselves, and new products, services, and solutions for their clients," says Tom Machinchick, principal research analyst with Navigant Research. "As this continues, there may be more change in this industry in the next few years than has been realized over the past 50 years."

Although industry innovation is expected to continue, leading incumbents may prove difficult to displace due to a strong brand presence and infrastructures that have been built up over long periods of time, according to the report. Because many market players have similar product portfolios and a capable services component, unique digital offerings and capabilities represent one of but a few potential avenues

to stand out from the competition.

The report, Navigant Research Leaderboard Report: Commercial HVAC Systems, examines the strategy and execution of 12 leading HVAC OEMs and service providers. These players are rated on 12 criteria: vision; go-to market strategy; partners; production strategy; technology; geographic reach; sales, marketing, and distribution; product performance; product quality and reliability; product portfolio; pricing; and staying power. Using Navigant Research's proprietary Leaderboard methodology, HVAC vendors are profiled, rated, and ranked with the goal of providing an objective assessment of their relative strengths and weaknesses in the global commercial HVAC market. An Executive Summary of the report is available for free download on the Navigant Research website.

The U.S. Economy Ending 2016 Signals Growth, According To Decision Analyst's Economic Index



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www.decisionanalyst.com

Arlington, Texas—The Decision Analyst U.S. Economic Index ended 2016 at 114 (December 2016), a 4-point increase from December 2015. This year-over-year increase in the Economic Index signals continued U.S. economic growth during the first half of 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.

"The overall trend of the U.S. Economic Index over the past few months suggests that 2017 will likely get off to a positive start," said Jerry W. Thomas, President/CEO of Decision Analyst. "However, the change of political power in Washington carries with it risks of

economic distractions and economic turmoil. Disruptions in the flow of imports and exports could have major negative effects on the U.S. economy if the Trump Administration pursues trading restrictions, and the possible cancellation of the Affordable Care Act likewise carries economic risks. A continuing drag on the economy is the failure of large U.S. corporations to adequately invest in new equipment, new products, new people, and new facilities. We continue to believe that higher rates of interest would be good for the U.S. economy long-term," said Thomas. "More normal interest rates would help reduce corporate financial engineering and would reduce speculative investments in marginal opportunities."

Insco York Dealer Meeting at Minute Maid Park



Pictured from left to right: Noel Gregory, Dwayne Miculka, Wolf Robeson, John McGaughey, Robert Hutchinson, Isidoro Ramos, Dave Orebaugh, Bryan Craven, Shawn Craig, Ernie Hernandez and Jean Voitle all with Insco. More pictures on page 13

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Product News

New Little Giant® Condensate Pump For Plenum Applications at 2017 AHR Expo

Fort Wayne, IN – Franklin Electric Co., Inc. (NASDAQ: FELE), a manufacturer of complete wastewater and cleanwater pumping systems displayed multiple Little Giant® HVAC pumping innovations at the 2017 AHR Expo in Booth C5120 at the Las Vegas Convention Center in Las Vegas, Nevada, January 30-February 1. On display for attendees was:

Franklin Electric’s new Little Giant VCC-20-P Series designed for automatic collection and removal of condensate from air conditioning, refrigeration, and dehumidification equipment installed in air handling and plenum applications. The VCC-20-P Series is constructed with plastics that have been tested by Underwriters Laboratories to meet the requirements of UL Standard 2043 “Fire Test for Heat and Visible Smoke Release of Discrete Products and Their Accessories Installed in Air Handling Spaces.” UL Standard 2043 is a fire test method for determining the fire performance response of discrete products intended to be installed in air handling spaces, such as above suspended ceilings or below floors. The VCC-20-P Series delivers pumping performance of 80 gph at 1 foot and 20 feet shut off (on 115 V) and has a low profile height of 1-3/4 inches.

The Little Giant EC-1-DV Series Mini Condensate Removal Pump provides multi-voltage operation from one unit. The pump is designed to operate on any common residential and commercial voltages of 115 V, 208 V and 230 V single phase. The EC-1-DV and EC-1K-DV accomplish this multi-voltage operation by sensing the supply voltage and providing only the right amount of power to drive the pump to produce precise and consistent pumping performance. The pump offers improved noise reduction, reliable solid-state switching technology, and easy installation on the right or left side of mini-split, wall-mount ductless air conditioners. In addition to these features, it includes

all the innovative features of the existing EC-1 Series.

The Little Giant SpeediDuct™ line set duct and accessories cover, protect and aesthetically hide refrigeration line sets for both mini-split and ducted air conditioner systems. Available in the color white or ivory, SpeediDuct naturally blends in against structures of similar colors or can be painted to match any exterior color. Multiple sizes of straight duct along with accessories, such as elbows, bends, caps, and joints, provide a flexible solution around any problematic location or application. In addition, SpeediDuct is easy to install. One of its primary features, the patented SpinFix™ clip and rail system, allows the contractor to quickly secure the line set, drain tubing and electrical wiring while the SpeediDuct covers are easily snapped on over the top. A variety of all-inclusive installation kits, including the Flex Hose kits, also provide the contractor with everything needed to quickly and properly meet the need of the application.

For more information on Franklin’s Little Giant brand of products, visit www.littlegiant.com.



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New Mainstream Division to Locate in Fayetteville Arkansas

Mainstream Engineering Corporation is excited to announce the initial opening of a Power Electronics Manufacturing Division at the Arkansas Research and Technology Park in Fayetteville, Arkansas. Working with the University of Arkansas faculty, staff and students, Mainstream is exploring the development of new, high-power-density, actively-cooled power-electronic systems for various military and commercial applications including specific Navy and Army field applications. Mainstream has a technical staff composed of Ph.D. and Master's level engineers and scientists in fields ranging from power electronics and electrical engineering to thermal control and material science.

The primary new product developments that will be initiated at the GENESIS (University of Arkansas) Incubator are high-temperature wide-bandgap semiconductor based power converters with integrated cooling. While this new Mainstream division is just starting up, they have already secured more than \$2 million in development funding from Navy and Army sources and Mainstream hopes to be selecting a manufacturing location within three years. Mainstream is currently seeking to hire local power electronics and module fabrication engineers as well as electrical engineering students from the University of Arkansas.

Mainstream has received numerous awards for both

commercialization and technical excellence including a 95% DOD Commercialization Index Rating, DOE's SBIR/STTR Small Business of the Year, two SBA's Tibbetts Awards for Commercialization, SBA's Prime Contractor of the Year for the southeastern U.S., SBA's Administrator's Award for Excellence, several Blue-Chip Enterprise Initiative Awards and numerous awards for job creation. While Mainstream currently employs just over 100, it has a successful track-record of spinning-off manufacturing companies, including the spinoff of Rivian Automotive, the newest US manufacturer of advanced electric vehicles.

Refrigeration Systems Implements 3% to 5% Price Increase

Market factors
dictate price
increase

Pryor, Oklahoma – Refrigeration Systems, Inc. (RSI) announces they will be implementing a 3% to 5% increase in equipment prices starting January 4, 2017. The price increase reflects economic factors such as rising material costs, as well as market dynamics. The company makes best-in-class products at competitive prices, with superior quality and innovative technology.

Over the past two years, RSI has invested in their work force by increasing the number of full-time employees. With this change, the company will continue to produce the highest-quality products and maintain exceptional on-time delivery services even with increased production. This will ultimately benefit the customer experience.

The price increase will be primarily impacted by the raw material content of the RSI equipment purchased. The increase in the cost of aluminum, stainless steel, galvanized steel, and copper directly impacts product prices.

All orders received by RSI after January 3, 2017 will be subject to this price increase. Exemptions must be pre-approved in writing by your account manager. RSI solutions will be updated to reflect the price change and the new versions will be available on January 4, 2017. Refrigeration Systems, Inc. is a division of RAE Corporation.

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AAF Flanders Announces Intent to Acquire Aire Filter Products

Latest acquisition allows AAF Flanders to expand and enhance air filtration services across the western United States

Louisville, KY— American Air Filter Co. Inc., d/b/a AAF International, and its subsidiary Flanders Corp., today announced the intent to acquire Phoenix-based Aire Filter Products (AFP), one of the oldest HVAC air filter service companies in the United States. With this acquisition, AAF International will further expand its operational footprint and enhance both the level and quantity of services that it offers in the western United States. The deal is expected to close by the end of January 2017.

AFP is an air filtration solutions leader in the commercial, government and education markets with 106 employees and nine offices in Arizona, California, Idaho, New Mexico, Utah and Washington. The family owned and operated company has served customers in the western United States since the mid-1950s. AFP has had a long-standing relationship with both AAF International and Flanders as the combined company's largest air filter distributor.

The acquisition will strategically position

AAF Flanders to maximize opportunities for providing value-added air filtration solutions to the western United States and beyond.

"Our new partnership with AFP will allow AAF Flanders to continue to build up our presence in the West," said Philip Whitaker, AAF International's CEO. "AFP has been serving customers for almost 60 years. That's a terrific resource for us to tap into, and we're looking forward to combining AFP's strong distribution network with AAF Flanders' wide range of products."

"AAF Flanders has had a long, successful relationship with AFP, so we're thrilled about this acquisition," added David Parker, AAF International's Vice President of Commercial & Industrial Sales in Western North America. "Acquiring AFP fits in well with our strategic plan for the West Region, as we continue to expand AAF's service capabilities in the western United States and work to get closer to our customers."

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Emerson's Alliance Compressor Facility Named Manufacturer of the Year by Louisiana Business Association

Award recognizes Emerson manufacturing facility in Natchitoches

Natchitoches, Louisiana – Emerson (NYSE: EMR) today announced the company's Alliance Compressor Facility has been named 2016 Manufacturer of the Year by the Louisiana Association of Business & Industry (LABI), the state's chamber of commerce and manufacturing association.

Emerson was recognized at the LABI Free Enterprise Awards ceremony in November.

"We are honored to receive this recognition and proud of the work our team has done in Louisiana to build efficient, reliable Copeland Scroll™ compressors that contribute to the comfort of millions of homeowners," said Ken Gardner, plant manager at Emerson's Alliance Compressor Facility. "Our operations in Natchitoches are a joint venture, which allows us to enhance the value we bring to the community."

Emerson's 400,000 square foot facility in Natchitoches opened in 1998. The facility was recognized by LABI for outstanding investment, action and achievements in 2016 that exemplify the value and importance of manufacturing to Louisiana.

"After a competitive process, we were happy to select Emerson for this recognition as a member that demonstrates sustained commitment and exemplary contributions to the state's business climate and to the local community," said Stephen Waguespack, President and CEO, Louisiana Association of Business and Industry.

For more information, visit Emerson.com.

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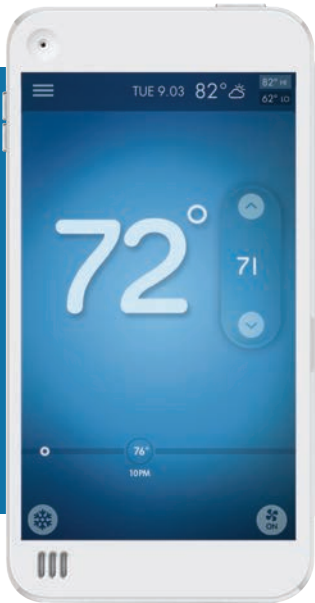
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What Does a Business Owner Do?

When you set out to start your business, I am sure you thought about your company name and what you would sell. As your business has grown, you have probably thought about job descriptions for your employees, but have you ever thought about your job description?

Do you have a clear idea of what you should do, or do you end up batting clean up, taking on tasks that others can't or won't? Sometimes you need to play the business owner role, but that is not the best strategy for long-term growth. Here a few basics to get help you start defining your best role in the company.

Business owners set the vision and strategy

You went into business for a reason. You had an idea or a product and a picture in your mind of what success would look like. Those initial ideas set the vision for your business. Over time you should be revisiting the initial vision to see if it still holds true or needs to be adjusted. Along the way, you need to communicate your vision to your team so they can work with you to accomplish a common goal.

Once everyone agrees on the vision, it is time to work on the strategy and specific steps to

reach your objectives. While you will have significant influence over the strategy, don't be afraid of letting your team have input into how you will get where you want to go.

When people are involved in the process they are more likely to have ownership of the tasks and the outcomes. As the owner, you don't have to have all the answers. If you hire smart talented people, they will probably come up with a few suggestions which might never have occurred to you.

Business owners plant the culture

Deliberately or by accident, you will create the basis of the culture. Your values will set the standard for how things get done, what the company feels like and the general reputation in the marketplace. As you hire people, they don't have to be clones of you, but it is important for them to embrace the culture or you may sense the business no longer feels right as you grow.

At Roundpeg, we spent several weeks identifying key values. We argued for a while about what core traits everyone should have if they are going to be a member of our team. For us the list is pretty short, but really important.

Business owners hire, train and manage

As your company grows beyond just you, there will be time set aside for hiring, training, and coaching. As you start down this path you will have tough decisions to make regarding when to bring people on, and what type of people to hire.

- Experience vs low cost – It is less expensive to hire someone right out of school but you will spend more time training and coaching. You can hire a more experienced person, it will cost more, but the learning curve will be shorter. Just be sure to build in time for a learning curve with even the most experienced person as they adjust to your systems.

- Generalist or specialist – In a small business everyone wears a lot of hats so it is helpful to bring on people who can do more than one thing. Eventually, you will need to find people with a higher level of skill in one area. Unfortunately, that means they may not have skills or interest in other areas. At Roundpeg, our early employees wrote, designed websites and managed client accounts. Today our designers may write blog posts, but they no longer write client web copy, we have writers for that.

As you grow you may be able to turn over some of the screening to external partners or top managers,

but if you are writing the paycheck, you should probably meet the person before you bring them on board.

Business owners sell

It will be a long time before one of your employees has the same passion, product knowledge or credibility you have with prospective clients, so sales will be in your job description for a long time to come. You may eventually hire sales people, but customers will still want to meet you on the big deals, and they should.

Find time to do what you love

Don't delegate everything that you love. Yes, new people will join your team and they will help handle the day to day but if you no longer work on what you love you will burn out. Between employee and facility issues, some days it is hard to remember I started a marketing company because I love marketing. When that happens, I step back and work on a customer project. I keep engaged in the creative side of the business and the clients love the interaction.

As a business owner, take some time to figure out what you really want your job to be, then hire, delegate or outsource what doesn't fit. This is my job description. What's yours?



Lorraine Ball

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

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

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

For more about web design, content marketing and social media services go to www.roundpeg.biz.



NOTICE OF PLUMBER, PIPEFITTER, HVAC APPRENTICESHIP OPPORTUNITY

Plumbers & Pipefitters Local 142 J.A.T.C. Will accept applications for apprenticeship beginning February 20 thru March 3, 2017, M-F, from 8:00 -11:30 a.m. and 1:00 - 4:00 p.m. at the address listed below.

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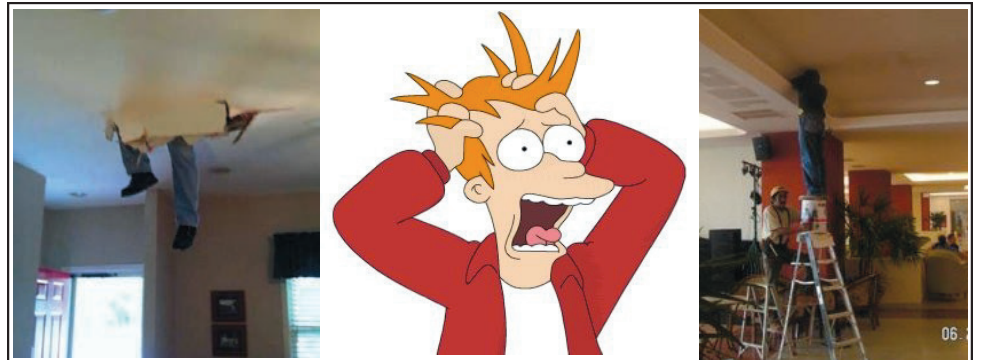
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Construction Employment Dips In December But Rising Hourly Earnings, Contractor Optimism Suggest Hiring Pause Is Due To Worker Shortage

Association Urges Lawmakers and Public Officials to Increase Support for Craft Worker Training Programs to Address Ongoing Demand for Infrastructure, Private and Residential Construction in 2017

Construction employment slipped by 3,000 jobs in December, while average hourly earnings accelerated, according to an analysis of new government data by the Associated General Contractors of America. Association officials noted that recent construction spending numbers and their own survey of members suggest demand for construction remains strong, suggesting that the lack of hiring may be due to a shortage of available workers.

"This report presents mixed signals about the state of the construction industry," said Ken Simonson, the association's chief economist. "Although a dip in employment might normally be a sign of declining demand, in this case the industry is raising wages and taking other steps to attract and retain workers. Construction spending in November hit a 10-year high, with

one-month and year-over-year increases in all major segments. Looking ahead, contractors say they expect more work in every category in 2017 than in 2016."

Construction employment totaled 6,699,000 in December, a decrease of 3,000 from November but an increase of 102,000 or 1.5 percent from a year ago. Average hourly earnings in construction increased 3.0 percent over the past year to \$28.42 per hour. Earnings have been rising in recent months at the fastest annual rate since 2009, which Simonson said is evidence that contractors are still eager to expand their headcounts.

Residential construction—comprising residential building and specialty trade contractors—added 9,800 jobs in December and 102,500, or 3.0 percent, compared to

a year ago. Nonresidential construction (building, specialty trades, and heavy and civil engineering construction) employment shrank by 13,400 employees in December and was virtually flat (-400 employees, 0.0 percent) over the year.

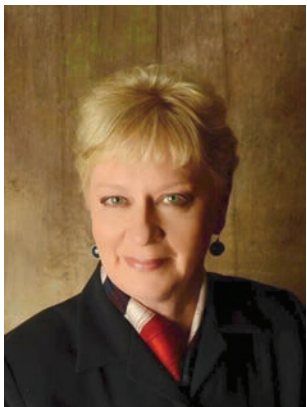
These numbers contrast with Census Bureau data on construction spending in November that were released on Wednesday, Simonson observed. Those figures showed that overall spending increased 0.9 percent for the month and 4.1 percent over 12 months. Total residential spending was up 1.0 percent and 3.0 percent, respectively, while total nonresidential spending climbed 0.8 percent from October and 4.9 percent from November 2015.

Association officials noted that both the recent spending data and a survey of members

that they plan to release on January 10 point to continued construction activity and an eagerness by contractors to hire—if they can find qualified workers. The association urged lawmakers and government officials to expand and fund employment and training programs to equip students and workers with the skills needed to become productive construction employees.

"Contractors are hopeful that demand for infrastructure, private investment and housing will remain strong in 2017," said Stephen E. Sandherr, the association's chief executive officer. "But they need more workers to satisfy that demand. Government at all levels must step up its programs to educate and train the next generation of construction craft workers."

Debbi Racobs Voss retires from ACES AC Supply



to make a move and joined a Distribution Company in 1978. In 1983, she became one of a small group of folks to follow Bill Davenport and Wayne Shearer as they partnered to create ACES A/C Supply

Debbi was an integral part of the ACES team as the company grew to its current stature.

Her primary responsibility was sales, but she did far more, including training, handling co-op and was known as the "Trip Lady".

Debbi retired as a full time ACES employee of 33 years with the title of Vice President, Southwest Division.

Her contribution is

considerable and her talents will be missed. Debbi was always willing to go "above and beyond" and would go to considerable measures to make sure that the customers of ACES were always taken care of and their voice always heard. She has been and will always be a great ambassador to the American Standard and ACES brands.

Doug Wilson, "I would like to congratulate Debbi on a fabulous career with ACES and thank her for all she has done for the American Standard brand. Debbi's legacy of exceptional customer service remains as an example for all of us to emulate."

Debbi (Racobs) Voss started her HVAC career with the Coleman Company in the early '70's. Looking for a vertical move for a lady in the HVAC industry back then was a challenge. She decided

Product News

Samsung Introduces 5 Ton Single Phase VRF System at AHR Expo in Las Vegas

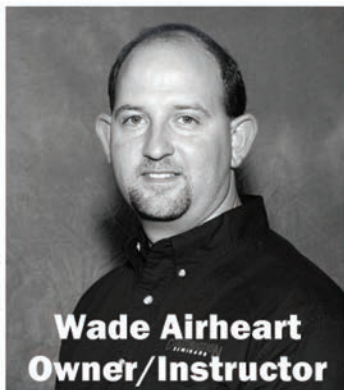
Samsung's booth at the 2017 AHR Expo in Las Vegas was larger and better than ever before. The application focused booth helped engineers and installers visualize the assortment of opportunities in which Samsung systems and controls can be applied. Samsung displayed products in residential, hotel, office, and retail settings to demonstrate the diversity of Samsung equipment. Equipment showcased consisted of the DVM S VRF

line, including the powerful DVMS Chiller; as well as new to the North American market, residential, light commercial, and commercial products. In addition to the applications and equipment displays, Samsung also took the time to engage with booth visitors about the exciting product lineup. The booth featured hourly presentations with information about how to "Be Part of a Better Global Society" with Samsung through partnership

Samsung has expanded the successful DVM S Eco product line to include a 5 ton single phase unit. The new 5 ton system is equipped with flash injection technology which supports advanced heating performance and efficiency at -13°F. DVM S Eco ranges from 3 to 5 tons. Samsung is offering homeowners and business owners additional options to allow the connection of numerous indoor units to a single DVM S Eco outdoor unit.

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AHRI Statement in Support of Rex Tillerson Nomination for Secretary of State

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI), the trade association representing manufacturers of heating, cooling, commercial refrigeration, and water heating equipment, supports the nomination of Rex Tillerson to be the next United States Secretary of State.

The issues with which many of our member companies are involved internationally – including refrigerants, global standards, and energy efficiency and conservation – all demand a Secretary of State with a strong understanding of international business and a desire for international

cooperation in energy and environmental policy.

We believe that Rex Tillerson's experience heading a global corporation with U.S. roots gives him the stature, respect, and understanding needed to both advocate for manufacturers, while also seeking common ground and cooperation

among nations and regions as all grapple with a changing global environment and energy climate.

We look forward to working with Secretary Tillerson on matters of importance to the HVACR industry at the global level and offer our support for his confirmation by the U.S. Senate.

Product News

Emerson's Sensi™ Thermostat Ranks Highest In New J.D. Power Report

Customers say ease of installation tops competitor thermostats

St. Louis – As connected-home technology grows increasingly popular,

consumers are looking for tech solutions that make life easier but don't require an engineering degree or quickly become obsolete. Maybe that's why the Sensi™ Wi-Fi Programmable Thermostat landed top customer satisfaction marks in the inaugural J.D. Power 2016 Smart Thermostat Satisfaction Report SM.

The J.D. Power report found that ease of installation and usage were key factors in overall satisfaction with smart thermostats.

In addition to ranking highest in overall customer satisfaction, J.D. Power recognized Sensi thermostat as the highest scoring smart thermostat brand in the areas of ease of install/setup, reliability, energy efficiency, price paid and internet connectivity.

The Sensi thermostat, one of the most affordable choices in the connected-thermostat category, has several differentiating features. Whether the thermostat is installed by the consumer or an HVAC contractor, the Sensi thermostat provides detailed instructions and videos that clearly show each step from start to finish. With the in-app contractor designation feature, HVAC professionals can leave behind a virtual business card for customers to reference and get assistance when needed. It offers precision temperature control with +/- one-degree accuracy and was the first Wi-Fi thermostat to achieve Energy Aware™ certification. Consumers can also use the Sensi thermostat with popular smart-home platforms, including Wink and Amazon Echo.

For more information, visit sensicomfort.com

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The crew from Bill Harvey Inspection Services



Ashlyn Nolen and Bryan Craven with Insco



Bill McDaniel with McDaniel Metal, Lyle Wende with Insco, Robin Armijo with McDaniel Metal and Robert Squyres with HCHVAC



Bill McDaniel with McDaniels Metal with Chris Geegan with Geegan Repairs



Contractors browse through the vendor fair



Dakota Kelly with TACCA GH, Merle Aaron Jr with Aaron Mech and Kathy Reagan with TACCA GH



Dave Orebaugh with Insco, Bobby Thiry with Airaide and Shawn Craig with Insco



David Dilling with Filtration Products



Dealer Recognition Award given to Air Aide LLC



Dustin Neighbors with Custom Cooler



Ed Tellez and Wolf Robeson with Insco



Ed Tellez from Insco addresses the crowd



Jerry Bosworth with Bosworth Air, Mike Maddux and Steve Maddux with PandMAC



Jim Malone with ReCapCo



Katie Wollslager and Charlie Becker with Global The Source



Legends Dealer Award given to Alvin Air



Legends Dealer Award given to McGilberry Mechanical



Robert Squyres from Hugh Cunningham HVAC talks with a customer



Marc Fowler NRG Home Services, Robert Koster NRG Home Services, Jean Voitle Insco, Shawn Craig Insco, Noel Gregory Insco



Randy Burg with Southwest HVAC and James Bowman with Rectorseal



Richard Pecena with Red River Sales



Lisa Vasut with White Rodgers



Roger Pollex with The Pollex Group



A great lunch was served to all

AHRI Supports Nomination of Rick Perry to Head Department of Energy

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today issued a letter to every United States Senator in support of Gov. Rick Perry's nomination to be the next Secretary of Energy.

"During his tenure as Governor of Texas, Mr. Perry worked tirelessly to

promote job growth and energy security within his state," reads the letter, signed by AHRI President & CEO Stephen Yurek. "His understanding of the energy economy and its relationship to economic growth will serve the nation well as the next Secretary." Yurek went on to state that because "many

of the HVACR products and equipment manufactured by our member companies are regulated...it is important that the Secretary...understand the importance of ensuring that the regulatory process operates fairly and consistently for all stakeholders."

When Perry was nominated by President-

elect Donald Trump, Yurek issued a statement in which he expressed his hope "...that Perry's nomination signals a more balanced approach to the process under which HVACR and water heating equipment is regulated," noting that "...the current regulatory process is 40 years old, and in need of significant reform."

Product News

New pressure-independent automatic balancing dampers (ABDs) from Ruskin® mitigate stack effect in high-rise applications

ABDs provide reliable, precise and automatic airflow regulation for supply and exhaust applications, helping improve occupant comfort

Grandview, MO – A new series of pressure-independent automatic balancing dampers (ABDs) from Ruskin—the ABD, ABD-SEA (with grille and steel enclosure box) and ABD-SEA-E (with grille and steel collar)—automatically regulate damper positioning for precise and automatic airflow in both supply and exhaust applications. The result is energy-saving performance that mitigates stack effect in high-rise buildings and improves comfort for building occupants. The dampers were shown at booth C3334 during AHR Expo, Jan. 30–Feb. 1 at the Las Vegas Convention Center. Visitors were able to conduct simulations and demos on the dampers.

The factory-assembled dampers also reduce installation, maintenance and labor costs by providing a single and simple, bi-directional design that works across the full pressure range in both exhaust and supply applications. Contractors and facility managers will find the dampers easy to install and manage, thanks to tool-free CFM adjustment—and up to 20 set point positions—with access through the damper grille, eliminating the need for the access door typically required with manual dampers. A universal Quick-Connect Adapter Ring further facilitates installation of the ABD, as it fits most adapter plates, and a Ruskiprene™ "T" seal ensures long-lasting durability.

The ABD also features a unique-to-the-industry, antimicrobial agent that mitigates the growth of mold and bacteria and contributes to improved indoor air quality. As a result, the dampers lend themselves to restroom and healthcare applications, along with hospitality, commercial/retail, clean room and office building installations, and can be installed in horizontal or vertical applications.

The dampers are UL 2043 listed with a UL94V-0 flame and smoke spread rating. The ABDs are also qualified for use in all FAA, FHWA, FRA, AMTRAK and FTA projects.

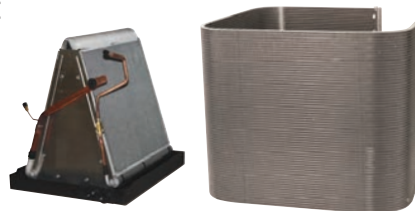
To view a video and download a brochure about these innovative new dampers, visit www.ruskin.com/ABDnews.



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How to Get a High Paying Job After Trade School

3 Keys To Increasing Your Hireability Part I

By Todd Liles of Service Excellence Training

It's a common for a young tradesperson to ask "How can I get a high paying job?" Many of these young men and women are still in trade school. I decided it was time to answer that question in an article. You probably know a young tradesperson, or student, that could use this information.

You started trade school with the end in mind. To get hired as tradesman, and start your career as a plumber, HVAC tech, or electrician. However, many of your friends have told you how difficult it is to find a job after graduation.

This is shocking news to you. You think to yourself, "How can it be so hard to find a job in an industry that is shorthanded by over 30,000 skilled service people?"

A Graduation Certificate DOES NOT Guarantee Qualification

Graduating from a trades school does not mean you're a qualified tradesperson.

All trade schools are different. Some schools have an amazing reputation of graduating skilled service-people, while other trade schools have the opposite reputation.

Don't take this the wrong way, because I'm not insulting your investment of time, energy, and money. You should be proud of your accomplishment, but you need to recognize that

a graduation certificate does not mean you are ready to have your own service truck.

A graduation certificate means you put in the energy and effort to graduate from a particular trade school.

A Graduation Certificate DOES NOT Guarantee High Income

Before you agreed to start trade school, you were probably told about the high income opportunities the trades offer. Well, that's true. A skilled tradesman can earn a great living practicing his craft.

However, you were probably not told that it may take time to get to those top levels.

The first interview is often a shock for the new graduate. You may be expecting to be offered a dream job right on the spot. And instead, you are offered an entry level position making not much more than minimum wage.

Don't be disappointed. I'm going to help you get that high paying job.

3 Keys to Increasing Your Hireability

I'm going to break down what companies are looking for from new trade school graduates. For the sake of this article, I'm going to focus on the Residential Plumbing, HVAC, and Electrical Trades.

#1 – Intern (apprenticeship)

An internship will get you into your dream company practically 100% of the time.

Here's how to get that internship

1. Make a list of the Top 5 Service Companies you'd like to work with.

2. Call each company, and ask to speak to the service manager.

3. Then say the following:

"Hello. My name is Todd Liles. I'll be graduating from trade school in 6 months, and I'd like to volunteer my Saturday's to your company as an intern. I'm happy to work for free as I learn my trade. May I come in and visit with you?"

This approach is rarely used in the trades, and that's a shame. Few companies would say "no" to you.

Most companies will be really impressed that you cared enough to actually sharpen your skills while in school. (By the way, I worked my Saturdays as an intern for 6 months while I learned.) This is hands-down, your biggest secret to getting hired.

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

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DOE Issues Final Rule on Energy Conservation Standards for Residential Central Air Conditioners and Heat Pumps

On January 6, 2017, the Department of Energy (DOE) issued a Federal Register direct final rule pertaining to energy conservation standards for central air conditioners and heat pumps (CAC/HP). In this final rule, DOE is adopting amended energy conservation standards for these products consistent with the term sheet developed during the 2015-2016 Appliance Standards and Rulemaking Federal Advisory Committee (ASRAC working

group negotiations). The amended energy conservation standards as measured under the new test procedure, Appendix M1, and will be expressed in the new metrics (SEER2, HSPF2, EER2). The effective date of rule is May 8, 2017, unless DOE receives adverse comments by April 26, 2017. If no adverse comments are received, compliance with the new minimum efficiency standards will be required effective January 1, 2023.

Product News

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Product News

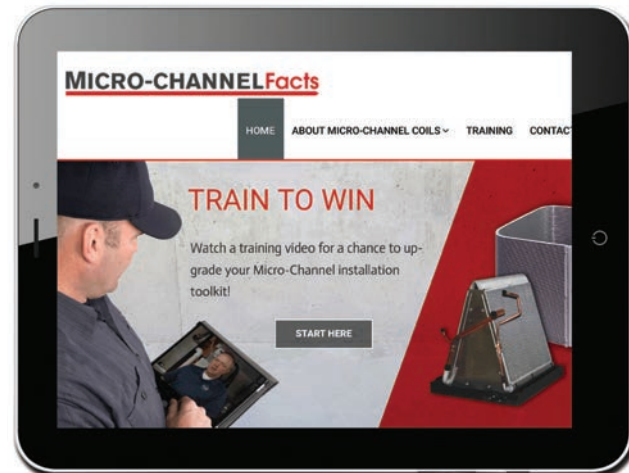
Nortek Global HVAC Launches New Micro-Channel Website

New site provides awareness, support and training resources

St. Louis— Nortek Global HVAC has revamped and improved its Micro-Channel coils website to include even more training and technical content. It is part of the company's ongoing mission to provide the latest online educational resources for today's busy HVAC contractor.

"We want to teach contractors how to successfully work with Micro-Channel coils with this site," said Carol Baker, vice president of global marketing, Nortek Global HVAC. "There's a lot of misleading information out there, and we hope to separate fact from fiction."

Functionally, the revamped site offers a wealth of information, including performance benefits,



charging best practices, history, and additional resources for training and education purposes. What's more, the company is running a sweepstakes to encourage training and offer contractors the chance to win one of several prizes.

For more information about Micro-Channel coils

or to enter the training sweepstakes, contractors and distributors should visit the new website at www.microchannelfacts.com.

To learn more about Nortek Global HVAC and its product offerings, please visit www.nortekhv.com.



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Comfort with Confidence.

It's On My Heart: Your But's Too Big!

Just finished a great book (Your But's Too Big) written by pastor Travis Hearn from the Impact Church in lovely Scottsdale AZ. Full disclosure, May and I have been to his church many times, but his book has applications for all of us, no matter where you are in life. His message, we can do amazing things in life, but...

That is his message, your but's too big. You begin to believe it yourself, and if you believe you can succeed in sales, but the economy, but the weather, but the time of year, but your family situation; see where this is leading? He starts the first chapter with an analysis of the word "worry". It comes from an old English word that means to strangle or choke. Later on it came to be used to "assault verbally" and later "to be troubled or uneasy". No wonder it describes the torment so well, and yet, in reflection, we bring this misery on ourselves. Worry and the stress it brings can cause dementia, physical problems of all kinds, and many consider it a complete waste of time. One study followed a group of people who had recorded their

worries, at the end of the study, 85% found that the very thing they worried about never occurred. At all. Mark Twain said, "My life has been filled with calamities, some of which actually happened".

Young children are sometimes frightened; they imagine the shadow of a branch of a tree just outside their window is a monster trying to grab them. We carry that with us thru life, imagining a financial issue, job change or health problem will get us. When the shadows of the unknown begin to bother you, remember, they are only there because of a source of light. Think on the light, not the shadow. Look for the light so the shadows fall behind you.

Another opportunity in our minds is what do others think of us. Actually it is a huge time waste to dwell on what others may be thinking about us, they usually are thinking about themselves more than us. So Travis has two words for us: Who Cares! Another trap of thinking what others are thinking about you is the tendency to compare yourself to others. Don't. I can remember as a kid, the days after Christmas, we

would gather around the candy store and compare what we got for Christmas. We all wanted to show we got bigger, more expensive, more exclusive gifts than the others. Not a sustainable model. When we compare ourselves to others, one of two things happen, either we think better of ourselves or we think less of ourselves.

So what do we do? Do your best. For yourself and your team, your business, your family. Forget what others are doing or have done, just measure your results and continue to improve. Key is to measure. And improve. In the Olympics, one of the elements most athletes look at is their personal best. If they do better than they ever have before, they have raised the bar to a new level, even if they did not get the Gold. Understand, Gold is the goal, but a great effort that results in a personal best is still worth celebrating. So if your company sets new records in sales, profits, customer satisfaction, celebrate those wins. You may not be the biggest in town, but if you have done your best, that is a good thing.

Travis has a great quote for us: Proverbs 4:23, Be

careful how you think, your life is shaped by your thoughts. So keep your mind on the positive aspects of your job, your relationships, your life! Dwelling on the negative is not positive. Bob Richards (men's pole vaulter, '48, '52, and '56 summer Olympics) says: You are what you think, you are what you go for, you are what you do! While I am quoting famous people, Henry Ford said: Whether you think you can, or you think you can't, you're right.

So this year, take a hard look at where you ended up and are starting from. Did you achieve your goals in sales, profits, customer satisfaction, referrals, or any of the other measurements we judge our businesses by. Set the bar higher. And concentrate on the end goal. Don't get fooled by your mind saying things like: well, we could do _____ next year, but if the economy..., but if we don't have a strong winter/summer/fall..., but if yada yada yada. Don't fall into the trap of waiting on the weather, this year resolve to make your own weather. You can quote me!

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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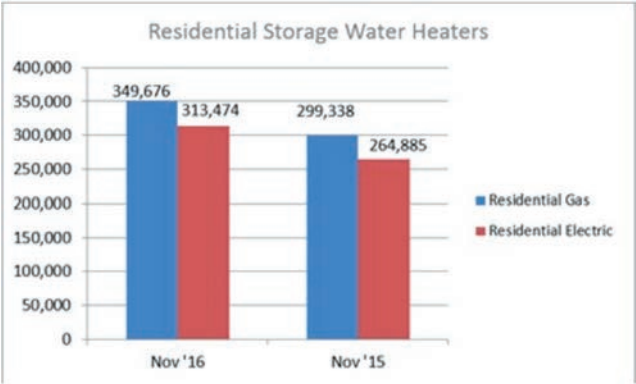
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AHRI Releases November 2016 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for November 2016 increased 16.8 percent to 349,676 units, up from 299,338 units shipped in November 2015. Residential electric storage water heater shipments increased 18.3 percent in November 2016 to 313,474 units, up from 264,885 units.



For the year-to-date, U.S. shipments of residential gas storage water heaters decreased 4.3 percent to 3,821,921, compared to 3,992,228 shipped during that same period in 2015. Residential electric storage water heater shipments decreased 2.7 percent year-to-date to 3,592,682 units, compared to 3,691,380 shipped during the same period in 2015.

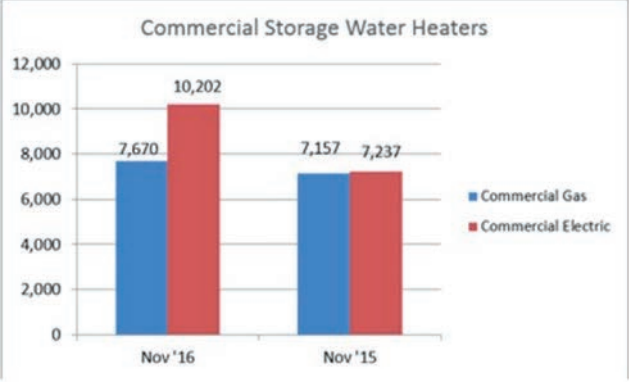
Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 409,157 units in November 2016, up 22.2 percent from 334,907 units shipped in November 2015. U.S. shipments of air conditioners increased 16.4 percent to 253,895 units, up from 218,076 units shipped in November 2015. U.S. shipments of air-source heat pumps increased 32.9 percent to 155,262 units, up from 116,831 units shipped in November 2015.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 7 percent to 6,885,504 units, up from 6,432,915 units shipped in November 2015. Year-to-date shipments of central air conditioners increased 7.4 percent to 4,619,585 units, up from 4,300,533 units shipped during the same period in 2015. The year-to-date total for heat pump shipments increased 6.3 percent to 2,265,919 units, up from 2,132,382 units shipped during the same period in 2015.

Commercial Storage Water Heaters

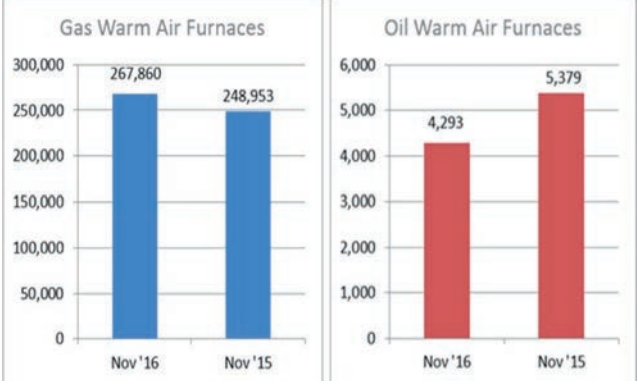
Commercial gas storage water heater shipments increased 7.2 percent in November 2016 to 7,670 units, up from 7,157 units shipped in November 2015. Commercial electric storage water heater shipments increased 41.0 percent in November 2016 to 10,202 units, up from 7,237 units shipped in November 2015.



Year-to-date U.S. shipments of commercial gas storage water heaters increased 0.8 percent to 89,507 units, compared with 88,790 units shipped during the same period in 2015. Year-to-date commercial electric storage water heater shipments increased 40.9 percent to 112,229 units, up from 79,675 units shipped during the same period in 2015.

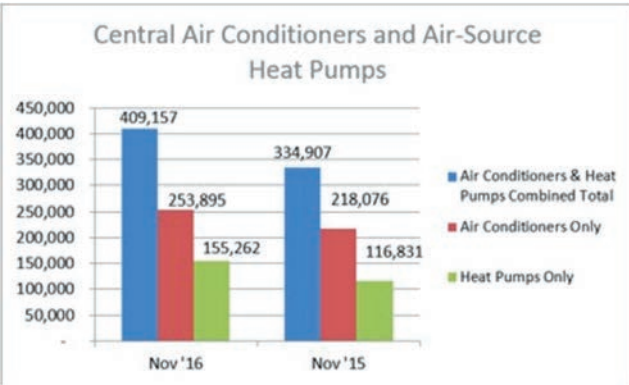
Warm Air Furnaces

U.S. shipments of gas warm air furnaces for November 2016 increased 7.6 percent to 267,860 units, up from 248,953 units shipped in November 2015. Oil warm air furnace shipments decreased 20.2 percent to 4,293 units in November 2016, down from 5,379 units shipped in November 2015.



Year-to-date U.S. shipments of gas warm air furnaces increased 3.1 percent to 2,639,877 units, compared with 2,559,567 units shipped during the same period in 2015. Year-to-date U.S. Shipments of oil warm air furnaces decreased 5.2 percent to 32,233 units, compared with 33,984 units shipped during the same period in 2015.

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



Month		
Size Description (000) BTUH	Total	% Change from 2015
Under 16.5	13,581	+63
16.5-21.9	51,290	+31
22-26.9	73,818	+25
27-32.9	58,541	+20
33-38.9	80,129	+21
39-43.9	30,119	+21
44-53.9	43,013	+14
54-64.9	37,949	+19
65-96.9	7,820	+16
97-134.9	5,372	+2
135-184.9	3,800	+12
185-249.9	1,564	+8
250-319.9	1,037	+15
320-379.9	311	-3
380-539.9	291	+8
540-639.9	198	-7
640 & Over	324	+34
TOTAL	409,157	+22

Year-to-Date		
Size Description (000) BTUH	Total	% Change from 2015
Under 16.5	197,834	+1
16.5-21.9	791,163	+13
22-26.9	1,245,924	+5
27-32.9	1,037,914	+6
33-38.9	1,400,546	+9
39-43.9	527,675	+7
44-53.9	766,662	+7
54-64.9	645,605	+5
65-96.9	100,773	+4
97-134.9	74,470	+4
135-184.9	49,210	+6
185-249.9	21,049	+8
250-319.9	13,036	+19
320-379.9	3,685	+14
380-539.9	3,588	+5
540-639.9	2,540	+6
640 & Over	3,830	+7
TOTAL	6,885,504	+7

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TACCA/NFIB Small Business Day at the Capitol

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AGENDA AT-A-GLANCE

Monday, February 13th

5–7 p.m. | Welcome and Opening Reception
(Legislators and Staff Invited)

Tuesday, February 14th | #smallbizlove

8 a.m. – 1 p.m. | Small Business Legislative Discussion & Roundtables

1–4 p.m. | March to the Capitol for legislator visits and a legislative briefing from invited legislators.

Invited Guest Speakers Include:

- Texas Governor Greg Abbott
- Texas Lt. Governor Dan Patrick - **CONFIRMED**
- Texas House Speaker Joe Straus

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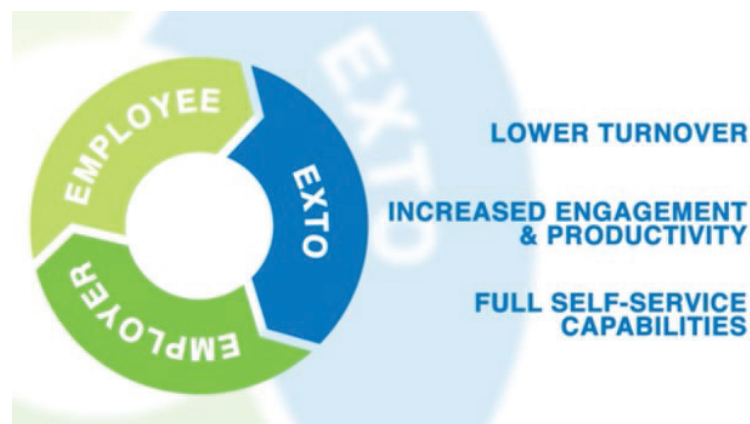
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"It's Never Too Early to Start Retiring!"

By Richard Harshaw

On May 1, 2016, I finally retired from active work and entered a state of blissful retirement. Had I known it would have been so much fun, I would have done it earlier—if I could have afforded it! (Odd, but I find that now that I am retired, I am busier than when I was working. Which does not say much for how much I worked, I guess!)

A recent item on Fox Business News caught my eye, so I downloaded the original article and read it as research for this column. (You can find it here: <http://www.foxbusiness.com/markets/2016/12/15/millennials-are-harnessing-their-best-retirement-weapon.html>) What I read only reinforced what I already knew—most people don't save enough for retirement or do it at an early enough age (when it is critical, as I'll show in a few moments).

For example, the average Baby Boomer (my generation) did not start saving until age 31. The average Gen Xer (the generation after mine) started saving for retirement at 27, and the average Millennial is doing the best of all by starting at age 23. However, as a general rule, no one socks enough money away to do any real good

in the working years they have available. (The average Millennial saves less than 5% of their income. Experts say you need to save a **minimum** of 10% of your income to retire comfortably.) Only 9% of the Millennials (and fewer of Xers and Boomers) save 10% or more of their income.

I know, when you are young and starting a family and buying a house and a second car, etc. it can

be hard to save. But you have to do it if you don't want to spend your retirement years sitting in front of a Costco with a cardboard sign and tin cup.

A survey of Millennials showed that they think they will need \$869,662 upon retirement (don't ask me how that figure was derived—it was an average from a survey, and I do not know how the respondents figured how much they'd need). Let's assume that this is close (it is not, but we'll be fair for now).

How much will a person really need to retire comfortably?

That depends on a lot of things, most of which cannot be predicted or controlled.

Let's assume that at present, the average monthly cost of living for John and Susan Smith (a

hypothetical couple, so John and Susan Smith, if you are out there, don't assail me with nasty mail) is \$7,000. This covers their house payment, car payments, food, utilities, support of their kids and three dogs, and so on. Furthermore, suppose that they want to maintain their lifestyle upon retirement, and that when they retire in 30 more years, their house will be paid off and the kids out of the house (and not crash landing again in mom and dad's basement). They estimate that they'll have \$2,000 less monthly expense than they do now, so they'll probably need about \$5,000 a month to live comfortably.

Both are presently age 35, and they hope to retire at 65. (Should they assume that Social Security will be there when they need it? That is a political grenade I will not touch because the pin has already been pulled on it!) John checks some life insurance data and finds that at his current age of 35, his life expectancy is about 78, or he should expire some 13 years after he retires. Susan has a better prospect, 47 more years, with a life expectancy of 82. (See <https://www.ssa.gov/OACT/STATS/table4c6.html> for the source data.)

Inflation (a huge retirement

planning unknown) has been low the last few years (averaging less than 5%), but it has at times run much higher than that (does any reader recall the 13.5% inflation during the Carter Administration?). Let's assume 6% to play it safe.

Based on these assumptions, John and Susan would find that their \$5,000 adjusted monthly cost of living today would balloon to \$28,717 when they retire! They are shocked! And if they factor their life expectancies into the model, they will need a whopping \$10,000,000 to take care of their needs and insure Susan a comfortable lifestyle after John expires.

Now let's assume that John and Susan had started saving 10% of their income at age 24 and that they continue this saving habit until they retire. They fund their retirement for 41 years. How much would they accumulate assuming their investments compound at 10% a year (reasonable for a moderate risk investment portfolio), assuming they are together bringing down \$120,000 a year? They would have accumulated about \$6.5 million. Close, but a little short.

To have \$10 million on hand by age 65, they'd need to save not

\$12,000 a year (10% of their current income) but \$19,000 a year.

And if they waited until they were 40 to start, they'd need to save about \$100,000 a year! Obviously impossible, unless they win the Lottery (yeah, right).

Of course, we are assuming that their income does not rise in the years ahead. More than likely it will.

But what if inflation comes back with a vengeance? Or the market undergoes a major adjustment (a euphemism for "recession")? Or what if John or Susan (or both) become catastrophically ill (cancer, Alzheimer's, assisted living)?

Bottom line: You need to start as early as possible with as aggressive a savings plan as possible (not "comfortable") and don't count on outside sources to help you out later. But if you are lucky enough to have Social Security or a Pension available, all the better. Just don't factor it into your planning. You may be in for a rude shock if you do.

Better yet, work with a good certified financial planner or fiduciary to build a plan that should serve you well. This is too important and complex a job to trust to yourself (unless you **are** a CFP!).

Chipotle Aligns with RGF to Proactively Ensure Public Safety at All Chipotle Restaurants

To continue with their commitment to public safety, Chipotle has aligned with RGF® Environmental Group, Inc. to implement additional sanitizing protocols utilizing chemical-free patented technologies and products developed by RGF. RGF's REME HALO® In-duct Air Purification units and IMSB Ice Machine Sanitizers are being installed into all existing 2600+ restaurants

nationwide and all future locations that are being opened at the rate of one per day. To ensure safety throughout the supply chain, RGF is also working closely with Chipotle suppliers regarding treatment of entire plant facilities, as well as direct treatment of product surfaces and ingredients utilizing RGF's chemical-free Food Surface Sanitation Tunnel.

RGF's patented PHI technology

REME HALO® air purification unit and IMSB Ice Machine Sanitizer were tested for three months in multiple Chipotle locations with impressive results that were independently verified and validated leading to the decision to incorporate RGF technology into Chipotle's entire customer safety strategy.

The REME HALO® and IMSB Ice Machine Sanitizer employ RGF's patented Photohydroionization™

(PHI) for short, a chemical-free, natural, green and environmentally friendly advanced oxidation technology that supports Chipotle's mission of "Food with Integrity." This unique technology utilizes broad-spectrum ultraviolet (UV) light rays in conjunction with a catalytic target to create safe ionized hydro-peroxides (H2O2). Tested and validated by third party independent testing labs and universities, PHI

technology is proven to proactively reduce bacteria, mold and viruses in the air and on surfaces by 99% while also reducing odors, smoke and VOCs. This broad spectrum of protection adds an additional level of security for restaurants from viruses like the Norovirus and bacteria such as E. Coli, Listeria monocytogenes and Salmonella. Along with the added benefit of flu protection, due to PHI having the validated ability to kill an average of 99% of sneeze germs at 3 feet which is a common way to transmit the flu virus from person to person.

The REME-HALO® saturates the air throughout the restaurant's kitchen and dining areas substantially reducing the risks of bacteria, viruses, mold and VOCs, while controlling odor. The IMSB Ice Machine Sanitizer prevents the spread of harmful bacteria to customers, patrons and employees through ice. As a common source of Listeria monocytogenes, ice machine sanitation is an integral component of public safety.

RGF's chemical-free Food Surface Sanitation Tunnel is a natural alternative to bathing food in chemicals to reduce microbial contamination and does not affect the taste or color of the product or ingredients. PHI's UV combined with Advanced Oxidation has consistently outperformed traditional chemical sanitation technology in every field application including beef, chicken, pork, and fish as well as vegetables, grains, fruits, brine, marinades, water and ice. It is a very effective and safe method of pathogen control.

"We look forward to growing our strategic alliance with a company totally dedicated to providing the best quality food in the safest environment," Ron Fink, RGF President/CEO

For more information, visit www.rgf.com



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February Membership Meeting

LUNCH 11am-1pm

10:30am-11:00 Benefit How To- learn more about Service Roundtable, NPP and the 22% Verizon Corporate Discount

Join us February 21st for "The Trust Factor" by David Behr

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Game on for the 2 man Flurry! The flurry will fire off 30 targets in a very short period to challenge your team shooting skills.

The Pair in the Air is a game that consists of 20 targets that can be shot individually or in pairs. A great warmup!



Date: April 21st, 2017

Registration starts at 8:30AM

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

Main Shoot (100 targets) starts at 10AM

Lewis Class Individual Scoring awards for 1st, 2nd and 3rd place

American Shooting Center



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 Announces Topics for New Building Performance Analysis Conference

Atlanta – ASHRAE has announced the topics and a call for presenters for its new Building Performance Analysis Conference, formerly known as the ASHRAE Energy Modeling Conference.

This year's conference addresses energy modeling, the core topic of the past four conferences, and expanded subject matter which now encompasses non-energy building performance analysis and simulation and those professionals responsible for that work. The conference program addresses the needs of designers and modelers.

"This conference engages the design aspect of modeling and simulation," Dennis Knight, conference chair, said. "The conference 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 2017 ASHRAE Building Performance Analysis Conference takes place Sept. 27-29, 2017, in Atlanta, Ga. A call for presenters is now open for presentations that address the following conference topics:

- Modeling for and during the design phase (includes thermal comfort, visual comfort, water, and health, safety and welfare)

- Early design modeling and concepts
- Modeling innovative or new technologies
- Existing building modeling
- Model validation and calibration
- Data visualization
- Future trends in modeling
- Making the business case for modeling

Presentation proposals are due March 13, 2017, and decisions will be announced April 3, 2017.

"The conference's goal is to serve practitioners with the most up-to-date best practices, work flows and processes required to plan, design, construct and operate high performing, low energy consuming, environmentally responsive and responsible, safe, secure and healthy buildings for human occupancy," Knight said.

The conference program will include keynote speakers, invited speaker sessions, other program types and presentations and the ASHRAE LowDown Showdown modeling competition.

For more information or to submit a presentation proposal, visit www.ashrae.org/BuildPerform2017.

2016 Versions of ASHRAE Refrigerant Standards Published

Atlanta – The 2016 editions of ASHRAE's major refrigerants-related standards have been published as a

package with 30 new refrigerants and refrigerant blends added.

ANSI/ASHRAE 15, Safety Standard for Refrigeration Systems, and its sister standard, ANSI/ASHRAE 34, Designation and Safety Classification of Refrigerants, constitute a complete set of requirements for the safe design, construction and application of refrigeration systems used in a wide variety of residential, commercial and industrial applications.

For both of the standards, the updates come from a continuing stream of changes made based on new science and research, experience, and proposals from designers, manufacturers and users.

The 2016 edition of Standard 15 incorporates addenda a, b, c, e and g to Standard 15-2013, which comprise the following changes:

- Incorporated changes to ensure improvement in the safe design, construction, installation and operation of refrigeration systems
- Updated requirements for safety relief systems, including revisions to relief vent pipe discharge locations and design provisions for headered relief vent systems
- Updated design pressure requirements applicable to systems using carbon dioxide
- Modified overpressure protection for heat exchangers and pressure limiting devices for positive displacement compressors

The 2016 edition of Standard 34 incorporates 35 addenda to the 2013 edition. Among the key changes to the 2016 edition are the following:

- Added three new refrigerants and 27 new refrigerant blends
- Changed the source of the WEEL (Workplace Environmental Exposure Levels) values from AIHA (American Industrial Hygiene Association) to TERA OARS-WEEL (Toxicology Excellence for Risk Assessment/Occupational Alliance for Risk Science)
- Changed requirements for the refrigerant application process
- Changed the requirement for submission of standard test result data to validate the method used to determine burning velocity
- Changed units required for refrigerant designation to require the submission of dual units
- Revised R-744 toxicity data for the RCL, LC 50, cardiac sensitization NOEL, anesthesia NOEL, ATEL, RCL and ATEL source

The cost of ASHRAE Standards 15 and 34, which are packaged together, is \$95 for ASHRAE members (\$112, non-members). To order, visit www.ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

User's Manual for 2016 IAQ Standard Published by ASHRAE

Atlanta – A manual to help users navigate the changes in ASHRAE's 2016 ventilation standard is now available.

The User's Manual for ANSI/ASHRAE Standard 62.1-2016, Ventilation for Acceptable Indoor Air Quality, provides information on the requirements of the standard and includes tables, illustrations and examples to aid users in designing, installing and operating systems for ventilation in buildings.

"The manual elaborates on the requirements in the standard published earlier this year," Hoy Bohanon, chair of the Standard 62.1 committee, said. "The standard contained changes that impact high rise residential spaces, the indoor air quality procedure, laboratory exhaust and demand control ventilation. The manual provides guidance on how to incorporate those changes and others."

The manual also contains:

- Information on the intent and application of Standard 62.1
- Sample calculations and examples
- Best practices examples complying with the requirements of this version of Standard 62.1
- Useful reference materials
- Guidance for building operation and maintenance personnel
- Instructions for the user in the application of tools used for compliance with Standard 62.1

Also included is a link to newly revised web-based spreadsheets that aid in ventilation rate procedure calculations.

The cost of Standard 62.1-2016 User's Manual is \$80, ASHRAE members (\$95, non-members). To order, visit www.ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada) or 404-636-8400 (worldwide) or fax 678-539-2129.

ASHRAE Announces Delhi, India as Site for 2017 Developing Economies Conference

Atlanta – ASHRAE has announced that its second Developing Economies Conference will take place Nov. 10 and 11, 2017, in Delhi, India.

The conference addresses the challenges developing countries face in infrastructure and urbanization as well as air pollution, refrigerant phasedown and lack of trained manpower.

"Developing economy countries are in many ways leapfrogging technologies while simultaneously handicapped due to inadequate education and regulations," Ashish Rakheja, conference chair, said. "At the same time, there is increasingly more new construction and demand on energy sources and a corresponding demand for excellent technical information to cope with these demands."

The conference theme is titled "Trends, Opportunities and Challenges for the Built Environment in Developing Economies."

The conference is focused on trends that are affecting the built environment in developing economies and the opportunities and challenges presented by these trends.

"This conference seeks to provide consulting engineers, building professionals and policymakers with guidance that will help them successfully meet the challenges in their countries," he said.

The conference attempts to bring together experts from all over the world. A call for conference presenters is now open. Presentations are sought on the following topics:

Technologies that are game changers in building design Solutions to challenges, such as outdoor and indoor pollution, refrigerant phasedown, lack of trained manpower and expensive technologies

Standards, measurement and rating standards being developed and adopted to bring a common language for built environment evaluation, such as ASHRAE's Building EQ, local standards, etc.

Regulatory changes and direction affecting the building industry, such as energy codes

Evolving economic models and their impact on building planning and use.

The presentations and sessions cover aspects of energy efficiency, comfort, indoor air quality, wellness and environmental impact of buildings in developing economy countries as affected by the air-conditioning, heating and ventilating systems for the buildings. Abstracts (400 or less words in length) are due July 7, 2017. For more information or to submit a presentation proposal, visit www.ashrae.org/Developing2017.

The conference is co-organized by ASHRAE, the ASHRAE India Chapter and ISHRAE.

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The spotlight



Dynamic appoints Robert McCabe to VP of Energy Services



Fujitsu has named Andy Armstrong as their new VP of Sales and Marketing



Nortiz America names Jay Hassel President and COO



The Whalen Company Appoints Kel Finch to Board of Directors



Taco Comfort Solutions Promotes Wil VandeWiel to Chief Executive Officer

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www.WomenInHVACR.org



Fly Supply, Not Your Ordinary Supply House

Robert Fly started Fly Supply in 2005 on his family farm in Goliad TX. Fly Supply sells HVACR parts and supplies all over south Texas. They deliver everything they sell, and make deliveries to Austin, San Antonio, Victoria, Corpus Christi and even Houston, and all places in between.

Robert Fly has been in the HVAC business nearly his whole adult life. He is a second generation industry man that has been a technician and wholesaler in San Antonio, Houston and south Texas. Fly understands the wants and the needs of today’s contractor, and has a lifetime of experience to back up that knowledge. Fly Supply is a family affair. Robert and his sister Suzanne are the mainstays of their business.

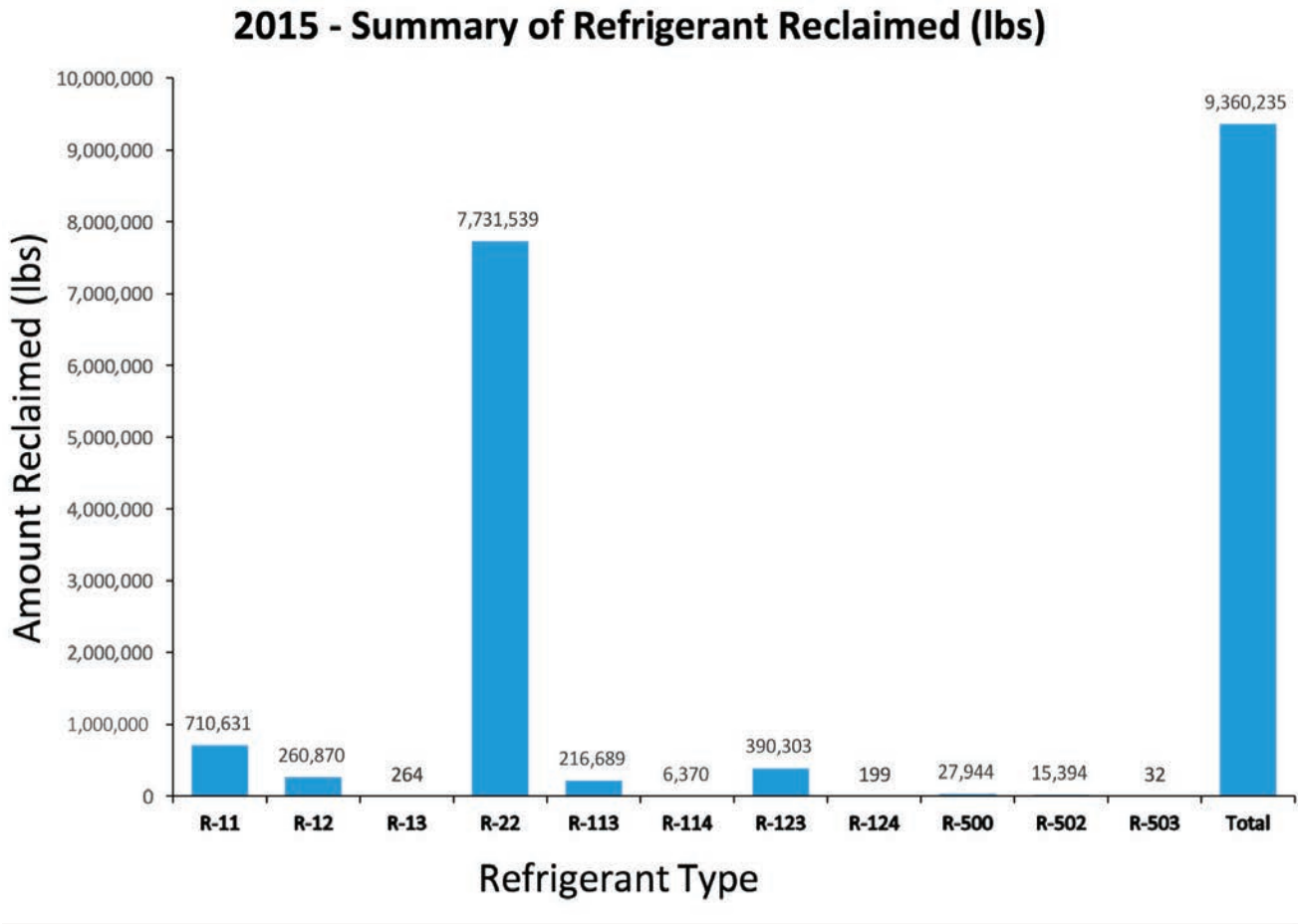
Fly Supply has been successful using a unique approach to wholesaling. They not only deliver all of their goods, they also offer custom made parts such as drain pans and vent hoods. Fly Supply is... Not your ordinary supply house.



R-22 Reclamation at lowest point in 10 years according to EPA

Overall reclamation was at a 10 year low in 2015, Highest reclamation was 2008 with over 3 million pounds

2015 - Refrigerant reported reclaimed by EPA-certified reclaimers (lbs)											
R-11	R-12	R-13	R-22	R-113	R-114	R-123	R-124	R-500	R-502	R-503	Total
710,631	260,870	264	7,731,539	216,689	6,370	390,303	199	27,944	15,394	32	9,360,235



HARDI Distributors Report 10.9 Percent Revenue Increase in November

Columbus, Ohio - Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 10.9 percent in November 2016.

The average annualized growth for the 12 months through November 2016 was 8.5 percent. This was the third consecutive month with an annual rate that was greater than 8 percent.

“November had fewer heating degree days than the prior year,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “That was offset by November 2016 having one extra billing day than November 2015.”

“Retail Sales had a fantastic November,” said HARDI Senior Economist Connor Lokar. “The sequential sales gain was one of the largest October-to-November increases in the last 20 years. The consumer has a full head of steam heading into December.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, increased to 47.3. “The annual seasonal pattern is for the DSO to grow this time of year,” said Loftus. “This is the first month in a long time that the DSO has exceeded the comparable prior year period.”

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

ABOUT HARDI
HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry.

HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

Coolfront Technologies Offers Honeywell WiFi Thermostat Through Coolfront Mobile App

Rochester, NY - Coolfront Technologies and Honeywell have entered into an agreement to market the new Honeywell T-6 WiFi smart thermostat to homeowners through the Coolfront Mobile application. The Coolfront-Honeywell pilot program allows Honeywell, in conjunction with their distributors and contractor customers, to take advantage of the marketing moments that occur when homeowners are making crucial decisions about their comfort systems.

Scott Harkins, Vice President of Honeywell Connected Home, said that Honeywell is committed to the connected home and recognizes that smart home technology will continue to grow exponentially.

Tom D’Amico, Director of Business Development

for Coolfront Technologies said Coolfront Mobile is the only application that offers manufacturers, distributors and service companies the opportunity to advertise at the time of service through the Coolfront Mobile app.

Besides providing display ads to build awareness, Coolfront Mobile provides dispatch and invoicing, complete with a full flat rate pricing repairs database.

BRAGGIN'RIGHTS



Tom McElwee took these photos in Big Sky Montana with Ruth Ann Davis



Jake Garnier with Polar Air Corp of Houston Tx with his prize Whitetail buck at North Polar Ranch Moscow Texas in Polk County



Game Warden Notes

And a Partridge in a Pear Tree

On Christmas Day, a Brooks County game warden responding to a call about some possible illegal dove hunters in Falfurrias noticed three individuals next to a pickup shooting into the air. After making contact with the shooters and their parents it was determined only one hunter possessed a hunting license and was letting the others hunt under his license. A search the pickup revealed 12 woodpeckers, three loggerhead shrikes, a meadowlark and a lesser goldfinch had been shot. No doves had been harvested. All songbirds were seized and multiple charges filed. Cases are pending.

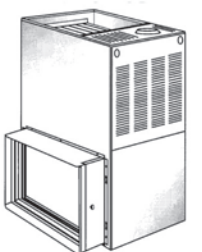
Hold My Beer Kid

A Delta County game warden was parked along a county road one evening when he heard several gunshots and then observed a car and pickup turn onto the road. Contact was made with the pickup occupied by a man and his two sons, ages 10 and 13. There were several firearms and spotlights in the pickup and the 13-year-old was holding an open bottle of beer. The man stated his sons had received new guns for Christmas and they wanted to try them out. The man admitted to hunting from the roadway and handing his son the open beer when he saw the game warden. Backup was called and a state trooper arrested the father on suspicion of DWI, third or more. Charges for hunting from a public roadway were also filed.

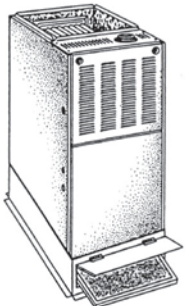
Due Processing

A local meat processor shared video evidence with game wardens showing two individuals dropping off a doe at approximately 3:45 a.m. The deer was untagged and appeared to be freshly-killed. From the video, the warden was able to get a good description of the vehicle and the subjects. While on patrol a couple of weeks later, the warden spotted the suspect vehicle and followed it to a local gas station. She recognized the driver from the video and made contact. Coincidentally, while she was questioning the subject, another vehicle pulled up and she was able to identify that driver as the second subject from the video. Both subjects were interviewed and acknowledged to shooting the doe off the roadway, sometime after midnight, with a .22 rifle. Additionally, neither subject possessed a valid hunting license. Charges were filed and civil restitution is pending.

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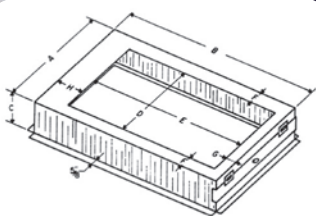


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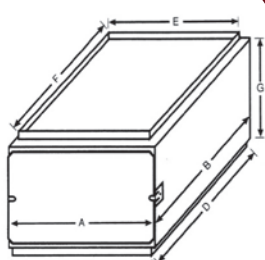


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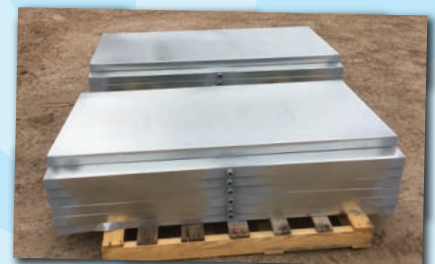
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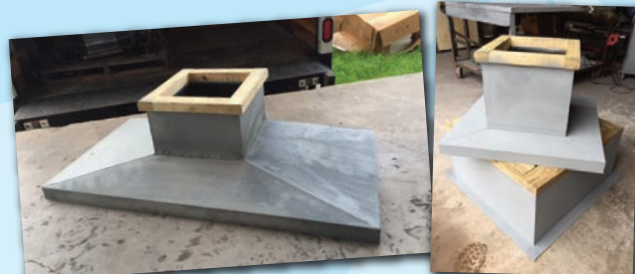
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Product News

SPX Showcased Latest Cooling Tower Innovations at AHR Expo® 2017



Overland Park, KS – SPX Cooling Technologies, Inc., a full-line, full-service industry leader in the design and manufacture of cooling towers and other specialized heat exchangers, highlighted its innovative cooling tower offering at the Air-Conditioning, Heating, Refrigeration Exposition (AHR Expo), at the Las Vegas Convention Center, January 30 – February 1, 2017. Featured in Booth #1726 were the new Marley NC Everest™ Cooling Tower, the Marley LW Fluid Cooler and the Recold Vector™ Adiabatic Cooling System. Also featured were Marley cooling tower control systems, new Series M Geareducers® and other aftermarket OEM components.

The Marley NC Everest Cooling Tower takes cooling to a higher level, with 50% greater cooling capacity than any other factory-assembled cooling tower available, compared to other leading manufacturers. Its innovative design minimizes piping and electrical connections to reduce installation cost. MarKey™ drift eliminators achieve the lowest measurable drift rate, down to 0.0005% of circulating water flow. The NC Everest Cooling Tower uses up to 35% less fan power for higher energy efficiency.

The Marley LW Fluid Cooler incorporates patent-pending heat transfer technology, a lower height to address local code restrictions and other significant installation and maintenance advantages. Its induced-draft counterflow closed-circuit design keeps the process fluid in a clean closed loop. Copper heat transfer coils offer corrosion resistance and greater thermal efficiency which contribute to the LW's compact equipment size, lower weight and long service life. The copper coils are also bacteriostatic, recyclable and require less process fluid volume.

The Recold Vector Adiabatic Cooling System is designed for halocarbon refrigerant condensing or CO2 gas cooling applications in supermarket refrigeration systems. It provides lower energy usage and a smaller footprint than an air-cooled condenser and up to 60 percent or more reduction in site water usage compared to an evaporative condenser. The Recold Vector system enhances the utility of an air-cooled system with the efficiency boost of a wet system during peak conditions. Evaporative pads precool air only on peak days and coils remain dry to maintain efficiency and life expectancy.

Also showcased at the SPX booth were the All-in-One cooling tower control panels which offer adjustable motor overload protection and user terminal points for connecting multiple field devices and Marley aftermarket components including the new Series M Geareducers, designed to directly replace other cooling tower OEM gear boxes.



The Ft. Worth (Cowtown) RSES Chapter Installed New Officers in January

The chapter meets the 2nd Thursday of each month at Tarrant County College South Campus



Alfredo Delgado Sgt At Arms, Cameron Taylor CM Vice President, Jill Malone Secretary Treasurer, Jim Malone CMS President, Mac McCarthy CM Educational Director



Mac McCarthy CM presents Jim Malone CM with his CMS certificate in Domestic Refrigeration Service

MEETING PLACE

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

There is a 30-minute education session prior to the meeting at 6:30 pm.

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



The speaker for the November meeting was Juan Vilella CMS of St. Philip's College. His topic was Best Practices when Installing Residential HVAC Gas Systems. Juan, thank you for a great presentation



Join Us For an

RSES MEETING AT

Hickory Hollow Restaruant

101 Heights Blvd.

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713-869-6300

February 7, 2017 6 to 8 pm

This months educational presentation will be on Furnace Boards. Lisa Vasut with White Rodgers will help us understand OEM vs Direct Replacement vs Universal Furnace Control Boards.

To wet your appetite a little for the upcoming months we will have a class on sizing air filters, how improper filter sizing and selection can adversely effect blower motors including X-13 and ECM. We are also working on getting a motor tear down class as well.

And don't forget one of the benefits of RSES membership is access to tons of technical data and articles on www.rses.org and a subscription to the RSES Journal.

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



The spotlight



Dan Carter has joined Aces AC Supply as a Territory Manager



Ritchie Engineering has hired Gary Lampasona as VP of Sales and Marketing



Danfoss has appointed Ian Levergood as the Sales Manager of its Electric Heating business in North America



Jim Wesolick has joined Aces AC Supply as a Territory Manager



Friedrich hires Tim Witcher as new Director of Commercial Sales

Winsupply names Roland Gordon new Chief Executive Officer

Jack Johnston to retire but remains on Board of Directors

Dayton, Ohio – Winsupply Inc. announced Roland Gordon has been named chief executive officer of the company, effective Jan. 31. Gordon retains his title as president of Winsupply. Jack Johnston is stepping down from the executive leadership role after leading the company through successive years of record growth. Johnston remains a member of the Winsupply Board of Directors.

Johnston, who joined Winsupply in 1977 when it was an \$84 million company, said, “I’ve been honored to be part of Winsupply for 40 years and to serve as CEO for the past year and a half. I thank our more than 5,000 employees at the local companies and the centralized support teams for delivering exceptional service to our loyal customers and growing our company.

“I’ve been planning this succession for quite some time, and I have great confidence in Roland, his leadership and in the executive team we’ve built. Roland is the right person to lead Winsupply and execute our multi-pronged strategy for continued growth. I couldn’t be happier with the state of Winsupply as I step into retirement.”

Gordon, who was named president in 2016, has served in leadership roles at Winsupply for 18 years. “I am stepping into the role of chief executive at a time when Winsupply has positive growth momentum under Jack’s leadership,” Gordon said. “I’m committed to carrying forward our company’s shared ownership philosophy, principles for success and strategic objectives that will help enable us to continue to grow in 2017 and beyond.

“Winsupply will conclude the current fiscal year on Jan. 31 and we anticipate another record year. The entire executive team and I are upbeat about the future because of our hard-working employees, their loyalty and get-it-done attitude. The employees are dedicated to achieving our vision: To create loyal, profitable customers by offering them superior solutions for their everyday needs and unique challenges.

“I want to thank Jack and his predecessor, Rick Schwartz, for the exemplary models they set as chief executive officer.”

Winsupply ended fiscal 2016 (Jan. 31, 2016) with \$2.7 billion in revenue.

Johnston joined Winsupply as an accountant with Winsupply Group Services (WGS), the organization providing complete shared business services for Winsupply local companies. He became WGS treasurer in 1980, and was named president in 1998. In 2005, Johnston became chief financial officer of Winsupply Inc. He was promoted to president in July 2011 and chief executive officer in 2015.

Gordon joined Winsupply in 1999 as a manager with Winsupply Group Services (WGS) in Reno, Nevada. The Reno office provided complete business services for Winsupply local companies in its geographic area. From Reno, Gordon took a position as the risk manager with WGS in Dayton. Following Winsupply’s acquisition of Noland Company in 2005, Gordon was appointed its chief financial officer and liaison to the subsidiary. He was named CFO of Winsupply in August 2011 and promoted to president of Winsupply in January 2016.

Carl Munters Honored as ASHRAE Pioneer of Industry

Amesbury, Mass. – Carl Georg Munters, founder of air treatment solutions company Munters, has been recognized as an ASHRAE Pioneer of the Industry. ASHRAE’s Pioneer of the Industry award honors deceased individuals who have made milestone contributions to the growth of the air conditioning, heating, refrigeration and ventilation industry, and have shown evidence of distinction, either technically or academically.

The inventions of Carl Munters have had a major impact on the industry. The basic principle of desiccant dehumidification developed by Munters more than 60 years ago is still the most efficient drying technique known today. During his lifetime, Munters was granted more than 1,000 patents and most of his inventions are still in use today.

After graduating from the Royal Institute of Technology in 1922, Munters filed a patent application relating to the household refrigerator. This application, known as the “Platen-Munters” refrigerator design, had no moving parts and used the absorption principle with ammonia as a cooling agent.

The creation of the refrigerator was aimed at residential use and featured a small gas flame at one end while allowing ice to be produced at the other. The “Platen-Munters” refrigerator design is still sold today for use in house trailers, campers, and boats where gas is suitable fuel.

Munters, through collaboration with John Tandberg, also developed foam plastic (known by the Dow Chemical trademark as Styrofoam).

Although Munters envisioned its use for insulating refrigerators, the product was used in life vests and rafts during World War II. Today it exists in numerous forms as insulating and packaging material. Though foamed plastic is not often used in HVAC applications, it is likely the most widely used of Munters’ inventions.

In 1953, Munters and his associates made a big breakthrough in developing efficient heat and mass transfer surfaces. They developed structures using thin, tightly bound corrugated sheets that provided enormously higher efficiency in a heat transfer device of any given size. The new structures were dramatically smaller.

Munters and his colleagues immediately started to pursue innovative uses for these structures such as compact heat exchangers, cooling towers, dehumidifiers, humidifiers and heat recovery units. Today these inventions are known as Heat Recovery Wheels, Evaporative Air Cooling and Humidification Media. One year later his team started to develop a compact but highly efficient fill for cooling towers. Munters was actively promoting indoor environmental quality and sustainability in the 1950s.

Munters’ inventions were based on simple heat and mass transfer and used no refrigerants or compressors. Much like the focus of his inventions, the Munters Corporation, founded by Carl in 1965 in Fort Myers, Fla., tested and manufactured cooling towers, evaporative cooling media, and the residential air conditioner with no compressor. This equipment produced because of Munters’ ideas has benefited millions of people worldwide.

The Munters companies today now employ more than 3,000 employees in 30 countries and six continents. The inventions of Carl Munters have evolved into the core technologies of energy efficient, sustainable HVAC equipment and many of his innovations are still finding new markets today.

Carl Georg Munters died on March 29, 1989 at the age of 92. His legacy and tremendous contributions to the HVACR industry will not soon be forgotten.

EDUCATION / CALENDAR OF EVENTS

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 February 13 & 14, 2017
 Sheraton Austin Hotel at the Capitol

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TDLR Texas Department of Licensing and Regulation

The Air Conditioning and Refrigeration Contractors Advisory Board is scheduled to meet Wednesday, March 8, 2017 at 9:00 a.m. in the 1st Floor Public Meeting Room (125E) of TDLR's North Campus Building, located at 1106 Clayton Lane in Austin. When the agenda is available, it will be posted online. The meeting will be broadcast on TDLR's YouTube channel.

Insco's February Training and Events Schedule

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

Austin

Wednesday, February 1st – Ruud Air Properties and Measurements from 8am – 12pm located at 1209 Interstate 35 Frontage Rd Round Rock, TX 78664 Only \$130

Wednesday, February 1st – Ruud Single Stage Heat Pumps from 12:30pm – 4:30pm located at 1209 Interstate 35 Frontage Rd Round Rock, TX 78664 Only \$130

Wednesday, February 1st – TDLR Law from 4:30pm – 5:30pm located at 1209 Interstate 35 Frontage Rd Round Rock, TX 78664 Free

El Paso

Tuesday, February 28th – Ruud Commercial Commissioning from 8am – 12pm located at 11500 Rojas Drive Suites A and C El Paso, TX 79936 Only \$80

Grapevine

Tuesday, February 7th & Wednesday, February 8th – Mitsubishi M & P Series 2 Day Service Course from 8am – 5pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 Only \$200

Tuesday, February 14th – Ruud Residential Communicated Controls from 8am – 12pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 Only \$80

Tuesday, February 14th – Ruud Inverter Technology Certification from 1pm – 5pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 Only \$80

Tuesday, February 14th – TDLR Law from 5pm – 6pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 FREE

Tuesday February 21st – Ruud DesignStar & DesignStar Pro from 8am – 12pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 Only \$80

Tuesday, February 28th – Ruud Single Stage Air Conditioning Systems from 8am – 12pm located at 1300 Minters Chapel Suite 500 Grapevine, TX 76051 Only \$80

Houston

Wednesday, February 1st – Mitsubishi 4 hour M & P Series Field Service Seminar from 8:30am – 12:30pm located at 10460 S. Sam Houston Pkwy. West Houston, TX 77071 Only \$80

Tuesday, February 7th – York Dealer UPGnet & York Comfort Plan Training from 10am – 1pm located at 14820 North Freeway, Ste. 500 Houston, TX 77090 Only \$80

Wednesday, February 8th – York Residential Gas Furnace Installation & Diagnostics from 8:30am – 5pm located at 10460 S. Sam Houston Pkwy. West Houston, TX 77071 Only \$100

Thursday, February 9th – York Dealer

UPGnet & York Comfort Plan Training from 10am – 1pm located at 10460 S. Sam Houston Pkwy. West Houston, TX 77071 Only \$80

Wednesday, February 15th – York Dealer Pricing for Profit from 10am – 1pm located at 14820 North Freeway, Ste. 500 Houston, TX 77090 Only \$80

Wednesday, February 15th – York Modulating Heat Pump Installation from 8:30am – 12:30pm located at Sam Houston Pkwy. West Houston, TX 77071 Only \$80

Tuesday, February 21st – York Dealer Website and Angies List Setup Training from 10am – 1pm located at 14820 North Freeway, Ste. 500 Houston, TX 77090 Only \$80

Thursday, February 23rd – York Dealer Website and Angies List Setup Training from 10am – 1pm located at 10460 S. Sam Houston Pkwy. West Houston, TX 77071 Only \$80

Tuesday, February 28th – York Dealer Residential Product Training from 10am – 1pm located at 14820 North Freeway, Ste. 500 Houston, TX 77090 Only \$80

Laredo

Wednesday, February 8th – Ruud Air Properties and Measurements from 8am – 12pm located at La Quinta 7220 Bob Bullock Loop Laredo, TX 78041 Only \$130

Wednesday, February 8th – Ruud Single Stage Air Conditioning Systems from 12:30pm – 4:30pm located at La Quinta 7220 Bob Bullock Loop Laredo, TX 78041 Only \$130

Wednesday, February 8th – TDLR Law from 4:30pm – 5:30pm located at La Quinta 7220 Bob Bullock Loop Laredo, TX 78041 Free

Thursday, February 9th – Ruud Inverter Technology Certification from 8am – 12pm located at La Quinta 7220 Bob Bullock Loop Laredo, TX 78041 Only \$80

Oklahoma City

Thursday, February 9th – Mod 97 from 8am – 12pm located at 3407 E Reno Oklahoma City, OK 73117 Only \$80

Thursday, February 23rd – Ruud DesignStar & DesignStar Pro from 8am – 12pm located at 3407 E Reno Oklahoma City, OK 73117 Only \$80

San Angelo

Thursday, February 16th – Ruud Air Properties and Measurements from 8am – 12pm located at 418 W Ave B San Angelo, TX 76903 Only \$130

San Antonio

Tuesday, February 21st & Wednesday, February 22nd – Commercial System Performance from 8am – 5pm located at 2403 Freedom Drive San Antonio, TX 78217 Call NCI for more information.

Victoria

Tuesday, February 28th – Mitsubishi 4 hour M & P Series Field Service Seminar from 8am – 12pm located at 3803 N John Stockbauer Victoria, TX 77904 Only \$80

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Saturday January 21, 2017 February 18, 2017

Location: **Johnson Supply Corpus** February 14, 2017

Location: **Dallas** February 17, 2017

Location: Ramada Inn **Laredo** March 14, 2017

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•NATE & EPA Online Exams • call for dates

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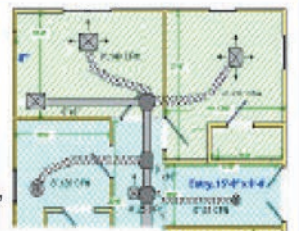


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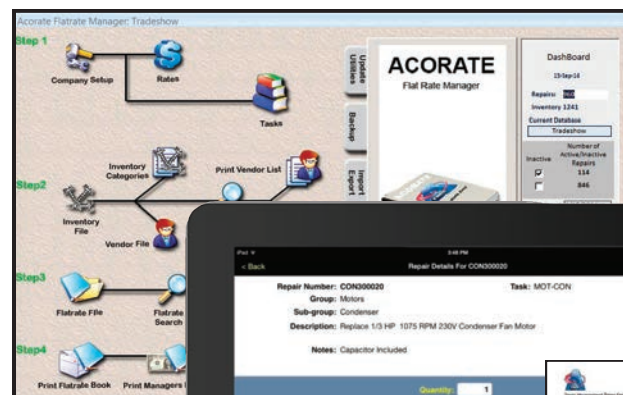
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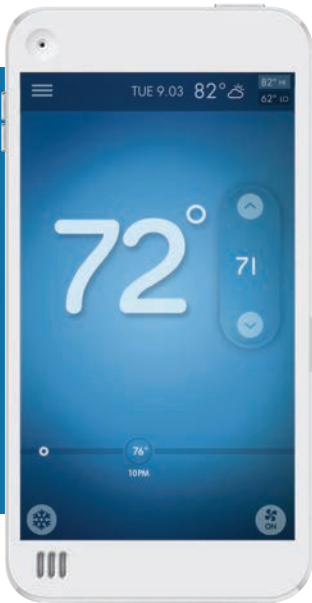
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