



## SAMSUNG HVAC Annual Partner Summit Awards Dinner



**SAMSUNG COO Russell Tavolacci presents Brian Bahn, Jon McKee and Grant Barrick with Shearer Supply the Pinnacle Award of Excellence with Joe Vincenti, National Sales Director for SAMSUNG. Pictures on page B2**

## Carrier Enterprise Annual Birds and Birdies



**CE General Manager Brian Hammons presents the Grand Prize trophy to Alvin Kniesler. Pictures on B5**

## Coburn's Supply Annual Summer Sales Classic



**Yellow Jacket had highest sales in Tyler and highest increase in Conroe L-R Mike Lanners, Eric Bankhead, Rene Luna, Jim Fuller, Bill Geyser, Randy Weaver and Donald Maloney. Pictures on page B15**

## Homeowners Impacted by Hurricane Harvey to Receive Rebates on Johnson Controls HVAC Equipment

*Company website features HVAC dealer locator and tips from FTC, FEMA and American Red Cross*

**Milwaukee** – Johnson Controls is taking steps to assist all homeowners who live and work in areas affected by Hurricane Harvey. Effective immediately, the company is offering homeowners living in Texas counties within the defined Federal Emergency Management Agency (FEMA) Disaster Area (DR-4332) rebates on the purchase of replacement heating, ventilation and air-conditioning (HVAC) equipment.

Homeowners and Johnson Controls employees can apply for rebates online at [www.johnsoncontrols.com/harvey](http://www.johnsoncontrols.com/harvey). The program assigns rebates according to equipment efficiency (expressed as Seasonal Energy Efficiency Ratio or SEER for air conditioners and

heat pumps and as a percentage for furnaces), with more efficient products earning larger rebates. The program applies to any of these YORK®, Coleman® HVAC, Luxaire®, Champion®, Fraser Johnston®, Guardian® or Evcon™ products.

Although rebates cannot be combined with other rebate offers, they can be applied for retroactively. Homeowners can call (855) 324-3650 for rebate filing assistance.

Johnson Controls is particularly hopeful that rebates on R407C units will help homeowners, because they are a cost-effective way to replace existing R-22 systems. R407C units save homeowners money and time as they work to recover from Hurricane Harvey.

To help homeowners

find a trusted HVAC dealer in their area, Johnson Controls has also included a dealer locator on its landing page – [www.johnsoncontrols.com/harvey](http://www.johnsoncontrols.com/harvey). “Our hearts go out to those affected by Hurricane Harvey and we want to be sure homeowners have direct access to the services they need,” said Liz Haggerty, vice president and general manager, Unitary Products Group, Johnson Controls. “After finding a dealer near them, we encourage homeowners to have their HVAC equipment inspected, even if it seems operational, because damage to equipment is not always immediately apparent.”

The site also provides homeowners with useful information—everything from how to deal with damaged

HVAC equipment to helpful tips provided by the Federal Trade Commission, FEMA and American Red Cross.

Visitors to the Johnson Controls landing page will also be able to contribute to the recovery by donating to the American Red Cross. “Although the company donates \$500,000 every year to the organization as part of our Annual Disaster Giving Program, we realized the current situation calls for a more direct effort by our company,” said Haggerty. “This site makes it easy for employees to help provide the resources that are bringing relief to thousands of people in Texas and Louisiana.”

Johnson Control employees are also benefitting from actions taken by the company.

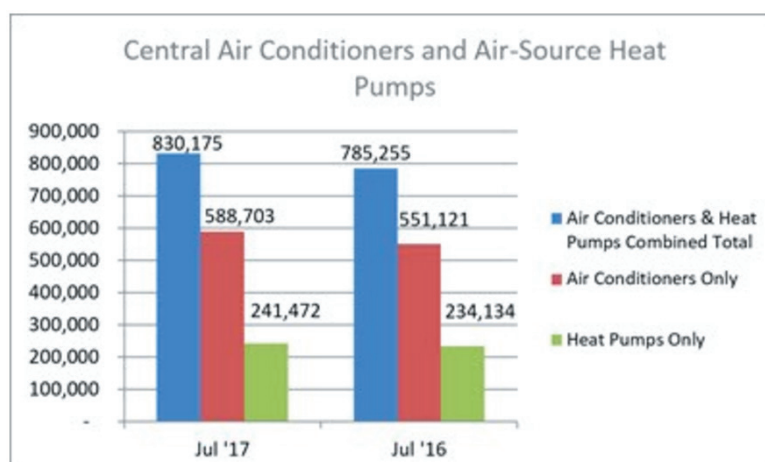
**SEE REBATES PG.2**

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

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 830,175 units in July 2017, up 5.7 percent from 785,255 units shipped in July 2016. U.S. shipments of air conditioners increased 6.8 percent, to 588,703 units, up from 551,121 units shipped in July 2016. U.S. shipments of air-source heat pumps increased 3.1 percent, to 241,472 units, up from 234,134 units shipped in July 2016.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 9.2 percent, to 5,214,936, up from 4,774,720 units shipped in July 2016. Year-to-date shipments of central air conditioners increased 8.9 percent, to 3,519,619 units, up from 3,232,815 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 9.9 percent, to 1,695,317 units, up from 1,541,905 units shipped during the same period in 2016.



## ABC Home & Commercial Services in Austin TX Receives Excellence Award from Lennox® Industries



**Jason Rios from Lennox presenting the award to the ABC team L to R Matt Burns, Bobby Jenkins, Adam Turnipseed, and Jason Rios. Story on page B17**

## INSIDE

- Consultants' Corner.....6,10,B9
- Product News.....22,B16,B17
- TACCA- Trade Talk.....21,B9,B14
- Ed.Calendar/Calendar of Events.....B14
- Women in HVAC.....B13
- Software Programs / Classified.....B19
- Spotlight on People.....B13

PRST STD  
USPOSTAGEPAID  
PERMIT NO.  
600  
HOUSTON, TX

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

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



REBATES con't.

“The needs of our employees are our number one concern,” said Haggerty. “To that end, we’ve launched a Johnson Controls Harvey Relief Fund, which will allocate donations directly to employees who have lost their homes and property. I’m proud to report Johnson Controls will match donations made to this fund.

Additionally, we have put together a team whose focus is assessing the impact of the storm and forming a strategy to respond to the short- and long-term needs of our employees.”  
To learn how Johnson Controls can help you with damaged HVAC equipment, as well as next steps on the path to recovery, visit [www.johnsoncontrols.com/harvey](http://www.johnsoncontrols.com/harvey).

Rheem and Gemaire held a Dove Hunt and Raffle to benefit Harvey Relief



Pictures on page B6

RGF’s Rapid Recovery Unit Wins Dealer Designer Award



Story on page B18

*The Publisher of Air Conditioning Today, Inc. does not assume responsibility of statements made in press releases or by advertisers, and reports the opinions as expressed by suppliers, wholesalers, state agencies, trade organizations, manufacturers and individuals as quoted.*  
Reprinting or other duplication of articles is not permitted without prior written permission from the editor of Air Conditioning Today.

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

**Air Conditioning**  
**TODAY**

Advertisers Directory

TACCA .....	21,B9,B14
TACCA Greater Houston .....	B15
TACCA Greater San Antonio .....	B16
A AFrame.....	B19
ACES AC/ Shearer Supply.....	3
Aeroflex.....	21
AHR Expo.....	B20
Aspen.....	17
Attic Tent.....	B17
Bosch.....	B8
Castillo Training.....	B19
Century A/C Supply.....	7,B4
ClenAir Nu-Calgon.....	9
Coastal HVAC Supply.....	14
Complete Curb.....	22
Construction Data.....	22,B17
Elite Software.....	B19
EZ Filter Base.....	18
Fluke.....	10
Gemaire.....	15
Goodman.....	11
HVAC Innovations.....	B5
Insko Distributing.....	24
IO HVAC Controls.....	6
Johnson Controls.....	4
Johnstone Supply.....	18,B1
Lennox Parts Plus.....	B12
Locke Supply.....	B10,B11
M&M Manufacturing.....	19
Morrison Supply.....	20
Pro Lift.....	B18
Rectorseal.....	2,B2
RGF Environmental.....	12,13
Ritchie Eng Yellow Jacket .....	B6
Solar Supply.....	23,B3
Team Management Systems.....	B19
Ted Mallory.....	B18
Testo.....	8
Transtar.....	5
United AC Supply.....	B14
Venstar.....	B7
Veto Pro Pac.....	16
Women in HVACR.....	B13

**Miami-Dade**  
**Approved**

Protect Your **installation**

WITH  
THE

**NEW! Hurricane Rated**  
Wall Condenser Bracket  
Approved for use in High-Velocity Hurricane Zones

**SPECIFICATIONS**  
Material - Steel  
Coating - Galvanized Finish  
Capacity - 500lbs Max Load  
Length - 18 1/2"  
Width - 31"  
Height - 10 3/8"

• STATE OF FLORIDA APPROVED  
• MIAMI-DADE COUNTY, FLORIDA NOA NO. 15-0820.06, EXPIRATION DATE 10/6/21

Contact: RectorSeal® 2601 Spenwick Drive, Houston, TX 77055 P 713-263-8001 | 800-231-3345 F 713-263-7577 | 800-441-0051 W [rectorseal.com](http://rectorseal.com)



**AUSTIN - NORTH**  
1810 RUTHERFORD LANE  
(512) 832-7881

**AUSTIN - SOUTH**  
4211-A TODD LANE  
(512) 441-8998

**CORPUS CHRISTI**  
1157 HENDRICKS ROAD  
(361) 853-5050

**HOUSTON - NORTH**  
420 E. TIDWELL  
(713) 691-5170

**HOUSTON - SOUTH**  
5801 SOUTH LOOP E.  
(713) 738-3800

**HOUSTON - WEST**  
5248 BRITTMORE ROAD  
(713) 849-4070

**SAN ANTONIO**  
3835 STAHL ROAD  
(210) 656-6900

**SPRING**  
601 SPRING HILL DR.  
(281) 907-5000

**STAFFORD**  
10155 MULA ROAD  
(281) 977.6980

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



**ALLEN**  
1303 N. WATERS ROAD #150  
(469) 680-3100

**CARROLLTON**  
1500 LUNA ROAD #114  
(972) 484-5155

**DALLAS - EAST**  
10515 MILLER ROAD  
(214) 343-2288

**FORT WORTH**  
2334 PECAN COURT  
(817) 831-4491

**JACKSON**  
169 COMMERCE CENTER CIR.  
(713) 512-0858

**LITTLE ROCK**  
6000 SCOTT HAMILTON DR.  
(501) 565-9000

**LUBBOCK**  
6006 42ND STREET  
(806) 743-5000

**MEMPHIS**  
4072 SENATOR STREET  
(901) 761-6100

**OKLAHOMA CITY**  
4732 NW 1ST STREET  
(405) 948-7900

**SHREVEPORT**  
2002 CLAIBORNE AVE.  
(318) 678-9704

**SPRINGDALE**  
440 JEAN MARY AVE  
(479) 361-1600

**TULSA**  
11807 EAST 61ST STREET  
(918) 459-2777

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

# American Standard®

HEATING & AIR CONDITIONING



*Our prayers are with the families who were affected by Hurricane Harvey.*

*We are proud to live in a state who support each other and rise to the occasion to help those in times of adversity.*

*From the families and employees of  
ACES A/C Supply and SHEARER SUPPLY, Inc.*

Your Independent American Standard Distributors in Texas, Oklahoma, and portions of Louisiana, Arkansas, Mississippi, New Mexico and Tennessee.

# HARVEY RELIEF REBATE

**Johnson Controls is offering a rebate\* program to counties in Texas within the FEMA Disaster Area (DR-4332).** This rebate program is available to those who qualify for any YORK®, Coleman® HVAC, Luxaire®, Champion®, Fraser-Johnston®, Guardian® or Evcon™ product listed below. Rebates are organized by product efficiency:

## AIR CONDITIONERS/ HEAT PUMPS

- 20 SEER: \$250
- 16/17 SEER: \$150
- 18 SEER: \$200
- 14 SEER: (R410A) \$100
- New, high-value 14 SEER R-407C: \$100

## FURNACES

- All 90+% AFUE: \$150
- All 80% AFUE: \$75

## RESIDENTIAL PACKAGE EQUIPMENT: \$125

## AIR HANDLERS: \$50

Visit our Harvey Relief page at [www.johnsoncontrols.com/harvey](http://www.johnsoncontrols.com/harvey) to access the online claim portal and determine if you qualify. For assistance with rebate filing through the online claim portal, call **(855) 324-3650**.

\*This rebate cannot be combined with any other commercial incentive through Johnson Controls or any other factory rebate offers.



## R-407C: A COST EFFECTIVE ALTERNATIVE

Guardian® and Evcon™ R-407C systems are cost-effective, high-efficiency options for replacing hurricane-damaged HVAC units. These systems provide a simpler alternative versus a complete indoor and outdoor system or a major retrofit – when updating or changing an R-22 system to R-407C, minimal alterations in the refrigeration system are required. All R-407C systems are designed, engineered and assembled in the United States and come with a full, 5-year parts and compressor warranty.



## HVAC Industry Statement and Recommendations for Consumers in Flood Zones

**Arlington, VA** – The Air Conditioning Contractors of America (ACCA), the Air-Conditioning, Heating & Refrigeration Institute (AHRI), the Heating Air conditioning & Refrigeration Distributors International (HARDI) and the Thermostat Recycling Corporation (TRC) have released the following statement and guidelines for individuals affected by recent natural disasters.

As millions of citizens in the areas affected by hurricanes attempt to return to their daily lives, the national associations for professional HVAC contractors, distributors, manufacturers, and thermostat recyclers urge people to take extra cautions before restarting their air conditioning systems. The damage that flood waters have on air conditioning systems poses numerous risks that home and building owners can avoid by having their systems inspected by a professional contractor.

ACCA, AHRI, HARDI, and TRC advise that consumers follow the recommendations of industry professionals. The following recommendations should be observed to ensure that home and building owners who are dealing with floods and power outages are not risking their health and safety when turning their air conditioning systems on.

### ADVICE FOR CONSUMERS:

**Do NOT restart your air conditioning system if there has been flooding in your neighborhood or around your building:**

- When flooding recedes, air conditioners may still contain water, silt, or other contaminants (including bacteria and fungi).
- If someone restarts a system and it contains micro-organisms, they could be distributed through the duct system and affect indoor air quality.

- If you restart your system and water penetrated the electrical components, then the system could burn out electrical components in the outdoor and/or indoor units.

**Most often, equipment in flooded areas needs to be replaced:**

- Any equipment that contains steel is prone to rusting.
- Electrical components are prone to premature failure.
- The risk of the bacteria and mold growth in equipment that contains residual water is very high.

**Some air conditioning equipment may be able to be cleaned and restored:**

- There is a nationally recognized ANSI standard for cleaning and restoring HVAC equipment that was written by the professional HVACR industry.

- ACCA Standard 6 – Restoring the Cleanliness of HVAC Systems for Residential and Commercial HVAC Applications, is the minimum standard for the proper cleaning of HVAC systems in homes and buildings and is recommended by the national trade associations.

### Concerning water heaters:

- Regardless of whether it uses gas, oil, or electricity, if it was exposed to flood water the unit should be replaced.
- In gas and oil units, valves and controls can corrode. In an electric unit, the thermostat and controls can corrode.
- In all types, the insulation surrounding the unit will likely be contaminated and will be nearly impossible to disinfect. In addition, the insulation takes a

great deal of time to dry and can lead to corrosion of the tank from the outside.

- Even if water heater components have been cleaned and the unit seems to operate properly, parts may corrode in the future. Both gas and electric water heaters have a pressure relief valve that can corrode and stick after being exposed to flood water.
- A new water heater is a relatively small investment, and replacing it is fairly easy to do. If the water heater was more than five years old, the chances are good that a new unit will be more efficient, which will save the homeowner money in the long run.

**Some equipment may also contain mercury, which when exposed to air may evaporate and become an odorless and toxic vapor:**

- Do not discard any unknown system components before speaking with a professional contractor.

**Homeowners should consult a licensed professional HVAC contractor before attempting to restart their cooling system.**

As the leading organizations representing the heating, ventilation, air conditioning, and refrigeration industry, we send our thoughts and prayers to the millions of individuals who are struggling to recover from these unprecedented storms. We offer our sincerest condolences to the families of those that have died and continue to praise the first responders who risk their lives for others.

For more information, please contact ACCA's Director of Industry and External Relations, Todd Washam at [todd.washam@acca.org](mailto:todd.washam@acca.org) or 703-824-8864.



**TRANSTAR**  
A/C SUPPLY, INC.  
"We have the parts and equipment to do the job!"

**SPECIAL OCTOBER PRICING**  
on Concord 14 SEER Condensers,  
Concord Gas Furnace and  
Concord 13 SEER Heat Pumps

**CONCORD**  
The Right Choice. Right Now.

**ALLIED**  
Air Enterprises  
A Lennox International Inc. Company

**PRODUCT OF THE MONTH | BUY 6 DIVERSITECH CONDENSER OR FURNACE MOTORS AND GET 1 FREE**

While Supplies Last! Please see one of our friendly Transtar associates for availability and pricing!

Valid through October 2017. Motors must be purchased in a single visit to qualify. 7th motor must be of equal or lesser value than the least expensive motor purchased. Pricing subject to change.

**STAFFORD**  
3535 S. Main  
Stafford, TX 77477  
281-499-3377

**I-10**  
10814 East Freeway  
Houston, TX 77029  
713-671-0114

**AIRLINE**  
4435 Airline Drive  
Houston, TX 77022  
713-681-9787

**ALVIN**  
225 West Coombs  
Alvin, TX 77577  
281-585-2600

**BRENHAM**  
1700 Buchanan  
Brenham, TX 77833  
979-830-5056

**GULF FREEWAY**  
8485 Gulf Freeway  
Houston, TX 77017  
713-920-2222

**THE WOODLANDS**  
24803 Oakhurst  
Spring, TX 77386  
281-367-4345

**1960**  
10509 FM 1960  
Houston, TX 77070  
281-890-2108

## Why Baby Boomer Managers Struggle With Millennial Employees

I was having a conversation with a group of women business owners about the staffing challenges we all face. We talked about recruiting, retention, and engagement. Eventually, as it always does the conversation wound around to the challenges of managing Millennial employees. There were the typical complaints about work style, impatience, and feelings of entitlement. Somewhere in that conversation, it occurred to me the reason we Boomers struggle with Millennials is in many ways they are more like us than any of the interim generations.

Yes, my fellow Boomers, looking at Millennials is like looking in the mirror. Don't believe me here are just a few examples.

**They think the world revolves around them** – Do I really need to prove this one? Think about it. There were 74.9 million people born between the years 1946 and 1964. Everything

changed as we came of age. We crowded into classrooms, causing an explosion of school construction and today an explosion in senior living communities. When we didn't like something, we complained, loudly. I remember protesting, everything from school dress codes (remember when girls weren't allowed to wear pants?) to the war in Vietnam and the voting age. As we have aged, we have redefined what aging and retirement looks like as we start new careers, and launch businesses at an age when our parents were content to sit on the porch with the grandkids.

With 75.4 million Millennials, they are now the largest percent of the population. Because immigrants tend to be younger, we expect that number to swell to almost 81 million by 2036. For sixty years, the world has revolved around us. It isn't surprising that we are not ready to see that emphasis shift, but it is time.

**No respect for people who paid their dues** – Remember not trusting anyone over thirty? We were pretty confident that their brains began to atrophy, and that they had sold their souls to the corporate machine. We came ready to work and ready to move up. In a growing economy with fewer workers older than we were, there was lots of room for us at the top for the older Boomers. For younger Boomers, like me, it took a little while. As a result, we were more likely to jump around until we found a company who would put us on the fast track. Those older workers who had spent their entire career with one or two companies felt we were too impatient.

We have seen many workforce changes in our lifetime as corporate structures flattened and leadership roles for women and minorities have expanded. There is however, still tremendous pay inequality. We were angry about the disparity thirty years

ago, why shouldn't today's workers be angry now?

**Want to be passionate** – A survey done recently at YPulse found "76% of Millennial employees would rather have a career they are passionate about but doesn't earn a lot of money than having a high-earning career that they are not passionate about." Go ahead, Boomers pretend to turn your nose up at that comment, but you were like that once. It is the privilege of youth.

Before you had obligations like mortgages and family bills, you hitchhiked across America, marched for civil rights and women's rights, and an end to the war in Vietnam. You joined the Peace Corp or worked on political campaigns for Bobby Kennedy or George McGovern. You were passionate in a way only a young person could be, and maybe you are just a little jealous of the passion of Millennials because you can't find yours.

Every generation enters the workforce with enthusiasm and impatience. Instead of sneering at their enthusiasm and desire to have meaningful work, help them find the meaning in the tasks you are asking them to perform. They will soon dominate the workforce. Help them channel their energy and ideas in productive ways. Their familiarity with technology gives them distinct advantages. Encourage them to play to their strengths and apply what they know. Give them a chance to learn from their experiences, both success, and failures.

And when you are done focusing on your millennial workforce, take some time to reignite your own passion. You may find that at work, or as you look beyond your retirement to your next career or hobby. But find it, because life is too short to live without passion.



**Lorraine Ball**

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

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

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

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



## Warning Watchdog

### Always on the Job. Prevents Copper Theft.

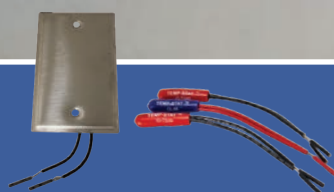
- Condensing unit alarm system sounds a loud siren and can also trigger a central alarm, phone dialer or other device
- Can monitor up to 4 condensing units with one panel
- Closed loop system means alarm sounds if wiring is cut
- Alarm sounds if copper line is cut



2-12 Zone Controls



Dampers



Temp-Stats & Conceal-A-Stats



Specialty Controls



**HVAC Controls**

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

888.359.0362

WE ARE

# ★ TEXAS ★ Strong

*In the wake of Hurricane Harvey's devastation, our state has banded together to show that despite our Sunday allegiances, we are Texans first. As our neighbors across Houston and the Gulf Coast continue to recover in the wake of Hurricane Harvey, it is our mission to help our community heal and rebuild regardless of territory lines.*

*We are pleased to announce the consumer relief offers below from our equipment partners. We are Texas Strong.*



★

### AFFORDABLE 14 SEER R-410A CONDENSING UNITS

OUR VALUE LINE CONDENSERS OFFER  
AN ECONOMICAL OPTION  
WHEN REPLACING EQUIPMENT.  
CONTACT YOUR SALES REP FOR INFORMATION

Available in all Houston-Area stores.  
For more information,  
contact your Century Sales Rep.



★

### SPECIAL FINANCING OFFERS ON 14 SEER SYSTEMS

36 MONTH OR 18 MONTH  
0% INTEREST TO CONSUMERS  
CONTACT YOUR SALES REP FOR  
INFORMATION ON LOW DEALER RATES

Available on 14 SEER Ruud systems.  
Financing offers are valid through 1/31/18. For  
more information, contact your Century Sales Rep.



★

### DIRECT TO CONSUMER REBATE ON 14 SEER R-407C CONDENSERS

COMPATIBLE WITH EXISTING INDOOR  
EQUIPMENT. AN ECONOMICAL ALTERNATIVE  
TO FULL SYSTEM R410-A CONVERSION

Available in all Houston-Area stores. Rebates valid  
on qualifying installs in residential and apartment  
applications from 9/1/17 - 2/28/18. Customers may  
file for rebates at [www.jci.com/harvey](http://www.jci.com/harvey)

**CENTURY**  
A/C SUPPLY™

**VISIT ANY OF OUR 24 TEXAS LOCATIONS TODAY**

RUUD BRANCHES ANGLETON | BAY CITY | CONROE | LUFKIN | HUMBLE | KATY | LEAGUE CITY HOUSTON AREA: WINKLER | BELTWAY | GULFTON | BARKER CYPRESS | WEST 43RD | STUEBNER  
YORK BRANCHES DALLAS | RICHARDSON | MESQUITE | FORT WORTH | WACO | CEDAR PARK | SOUTH AUSTIN | SAN MARCOS | SAN ANTONIO | WEST SAN ANTONIO | LA FERIA

CENTURYAC.COM

60 Years  
Testo

Be sure. **testo**



## Electrical test & measurement technology. Re-invented.

Simpler and safer:

The new era of measuring instruments from Testo.

- Breakthrough technology for more efficient work
- Ideal for all important measurement tasks
- Uniquely user-friendly

Learn more at [testo.com/electrical](http://testo.com/electrical)



App Connectivity  
on testo 770-3

## Venstar and M&A Supply Company Inc. Signs Exclusive Deal for Distribution of Venstar HVAC Control Products in Arkansas

Chatsworth, CA — Venstar®, a leading thermostat and energy management systems supplier, today announced that it has signed an exclusive agreement with M&A Supply Company Inc. of Brentwood, Tenn., for the distribution of Venstar HVAC Control Products in Arkansas.

“We are pleased to announce M&A Supply Company as an exclusive distributor of Venstar commercial and residential thermostats in Arkansas,” said Steve Dushane, president and CEO of Venstar Inc. “We welcome the M&A Supply Company team to the Venstar

family of distributors and look forward to a long and prosperous relationship.”

“We are pleased to be an exclusive distributor of Venstar HVAC products. Our customers asked for Venstar by name as Venstar is a respected maker of high-quality, reliable HVAC control

systems that are simple to program, easy to use and have superior engineering design,” said Kevin Crabtree, VP of Sales, West Region, for M&A Supply Company. “We are happy to join Venstar’s family of distributors and look forward to supporting and promoting Venstar

HVAC control products to our customers.”

Venstar thermostat products being distributed by M&A Supply Company include:

ColorTouch Touchscreen Thermostats With Wi-Fi Inside and Explorer Programmable, Wi-Fi Thermostats.

## Taco Comfort Solutions® Creates American Red Cross Hurricanes Relief Fund

Gift from the White Family Foundation Kick Starts Relief Effort from the HVAC Community to Assist Those in Need

Cranston, RI – Taco Comfort Solutions®, in conjunction with the American Red Cross, has announced a Hurricanes Relief Effort focused on the HVAC industry to assist those in need in Texas, Louisiana, Florida, South Carolina, Puerto Rico and the U.S. Virgin Islands affected by Hurricanes Harvey, Irma and Maria.

Taco’s relief efforts were established with a gift from the White Family Foundation. Explaining the initiative, Taco Comfort Solutions Executive Chairman of the Board and Owner John Hazen White, Jr. commented:

“At Taco Comfort Solutions we believe in giving back to the community, and in times of great challenge that community does not have to be located in our own backyard. It’s our responsibility to come to the aid of our fellow Americans, in the spirit of knowing that they would do the same for us.”

To make a donation in any amount, go to <https://www.redcross.org/donate/cm/tacomfort-emp>.

## Breathe Easy with ClenAir!

**Eliminates Odors Caused by:** Mold & Mildew, Water Damage, Smoke & Fire, Musty Basements, Pets & Chemicals.



**The Original ClenAir™ Odor Neutralizer**  
Available in Mini Tub, 1/2 lb., 1 lb., 3 lb., 10 lb., 30 lb. Tubs and also a Wall Unit.



**CherryAir™ Odor Neutralizer**  
Available in Mini Tub, 1/2 lb., 1 lb., 3 lb., 10 lb., and 30 lb. Tubs



**OrangeAir™ Odor Neutralizer**  
Available in Mini Tub, 1/2 lb., 1 lb., 3 lb., 10 lb., and 30 lb. Tubs

## Eliminates Odors Through the HVAC System



**Commercial HVAC Odor-Block®**  
Nu-Calgon #61061, #CA1015



After 120 Days



**Residential HVAC Odor-Block®**  
Nu-Calgon #61060, #1502



## FREE Hurricane Care Tub From ClenAir!

**Used for Flood & Fire Restoration for Over 30 Years!**

Email Your Name & Shipping Address to: [info@ClenAir.com](mailto:info@ClenAir.com)

While Supplies Last



**ClenAir**  
Nu-Calgon

[www.NuCalgon.com](http://www.NuCalgon.com) • [www.ClenAir.com](http://www.ClenAir.com)  
2008 Altom Ct., St. Louis, MO 63146 • 800-554-5499

**ClenAir is Safe!**  
Non-Toxic & Environmentally Friendly

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

## Never Give Up

How are you doing today? Hope you, your family, health and business are doing well. I realize these times can be challenging, especially if you live in Houston or Florida. So how do you handle the tough days, when life seems overwhelming?

I use a Mohammed Ali story to illustrate how important it is to never give up. This comes from Art Zorka, who is a consultant and professional magician. He was in the New Orleans airport, had just finished up a meeting, when Ali walked up to his gate and said 'put em up!' Zorka was not sure what he meant. Ali had noticed Art's briefcase, it had a message on it: Magic, a vanishing act! Ali wanted Art to show him some illusions before getting on the plane. So he does.

Art boards the plane, settles in, when the flight attendant tells him he needs to move. Art says he is in the seat assigned, flight attendant says Mr. Ali would like you to sit next to him. So he moves up to first class, sits down next to the champ. Not sure if you have ever sat next to someone

rich and famous, it is hard to know what to say, how to lead into a conversation. Art gave us the perfect intro: what is the greatest lesson you have learned from life? Mohammed did not hesitate, said it was Feb 25th, 1964, when he fought Sonny Liston for the World Heavyweight Championship. Sonny was a formidable opponent, he had been in the ring many times against bigger, faster men, and had recently defeated Floyd Patterson in a first round knock-out.

Sonny came out the first round fast and hard, looking for a quick victory. Ali was quicker and dodged the first attack, came back at the end of the first round with a combination that showed he had power and this was not a walk in the park. By the third round Ali was doing well, had actually hit Liston with a series that opened up a cut under his left eye, the first time he had ever been cut. Fourth round, Ali came back to corner with blinding pain in his eyes, told Angelo Dundee to cut off his gloves, throw in the towel, he was done. Dundee refused. It has been rumored that Liston had ointment used to seal

up his cuts applied to his gloves, that was what was blinding Ali.

Fifth round, Ali was exhausted, too tired to go back in, and his eyes were really bothering him. The story is that when the bell rang, Dundee pushed Ali back into the ring, told him not to come back to his corner until he was the Heavyweight Champ of the World! In that round his sweat and tears had rinsed the irritation from his eyes, he came back with a vengeance. When the seventh round bell rang, Liston did not answer the bell, Ali wins by a TKO. When asked why he did not answer the bell, Liston claimed a hurt shoulder.

A rematch was scheduled for the next year, May of 1965. Ali knew he had to move fast, Liston had concrete ribs, and could take a punch. So he scored a knock down in the first round, at 56 seconds, called the phantom punch, since no one saw it! Liston goes down, later slow motion video showed Ali did connect, but did not go to a neutral corner, so the ref did not start the count. Liston

got up after a count of 20, but the fight was stopped shortly after, lasting less than 2 minutes. Ali won by a knockout.

So Art says, what is the greatest lesson: keep on keeping on, fight through the pain, never give up?

Ali says no, the greatest lesson is to have someone in your corner who will push you to do things you think you cannot do, and you don't want to do. That is the greatest lesson.

Brings me to my typical application question: who is in your corner, who is pushing you to do things that you may have thought were impossible. In some cases it is a spouse, or family member, someone who knows perhaps better than you what potential you have. I have a favorite saying, you never know how far you can go until you have gone farther than you have ever been before. You may have a business coach who is engaged with helping you succeed and prosper, helping you to move the profitability needle upward. It may be you are in a best practices group that meets on a regular basis and looks at every

aspect of your business. Could be your distributor rep is an accountability partner, who makes sure you are doing the things you have committed to do. Perhaps you have a partner in your business helping you achieve higher levels of performance both personally and in the company.

In any case, we all need the gentle (or not so gentle) nudge to move forward, even when it hurts, when we are tired and just don't want to go back in the ring. Go for it, you may just win the belt! Ali did at 22 years old, he was the youngest to take the title from a reigning heavyweight champ, Mike Tyson took the title when he was 20 years later.

So get into a group that will look at your operation and help you make positive changes, sign up for a coach to help you with business, ask your distributor how they can help. And let your wife, husband, or significant partner know you want them to push you when the going gets tough. It will pay dividends. Literally. 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*

## ~~You can't~~ measure voltage without test leads



For more information go to your local distributor or go to [www.fluke.com/t6](http://www.fluke.com/t6)

### The NEW Fluke T6-1000 Electrical Tester

Now measure voltage the same way you measure current, without test lead contact to live voltage. FieldSense technology lets you slide the open fork over a conductor and see the voltage level.<sup>1</sup>

<sup>1</sup> Requires capacitive path to ground, provided through user in most applications. Ground connection via test lead may be required in some situations.

**FLUKE®**

**Fluke.** Keeping your world up and running.®

©2017 Fluke Corporation. 60098684a-en



Air Conditioning &amp; Heating



# TEXANS HELPING TEXANS

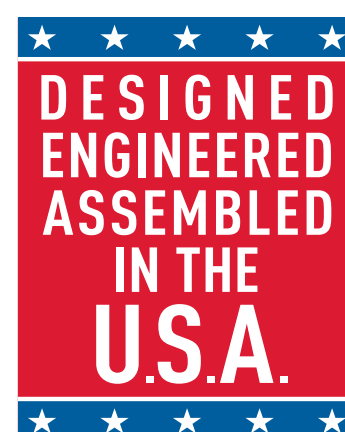
## OPERATION RETURNING COMFORT

Thank goodness  
for Goodman.®

As a Houston-based business, Goodman understands the devastation its employees, friends, and community experienced resulting from Hurricane Harvey and Tropical Storm Harvey.

Goodman understands that many homeowners will be faced with large, unplanned expenses as they recover from Harvey's aftermath, including possible damage to their HVAC system.

To help get Texans recover, Goodman is offering **substantial discounts on select Goodman® brand Heating and Cooling Systems** for a limited time.



At Goodman, we believe in  
American dependability.  
Units are designed, engineered  
and assembled in the U.S.A.

Our continuing commitment to quality products may mean a change in specifications without notice. © 2017 Goodman Manufacturing Company, L.P. · Houston, Texas · USA  
[www.goodmanmfg.com](http://www.goodmanmfg.com)



**As a Humanitarian Response  
to help with Flood and Storm  
Remediation within disaster  
recovery areas RGF is  
offering the  
Rapid Recovery Unit at a  
50% Discount through  
November 30, 2017**



**Rapid Recovery Unit**  
Part # RRU-16

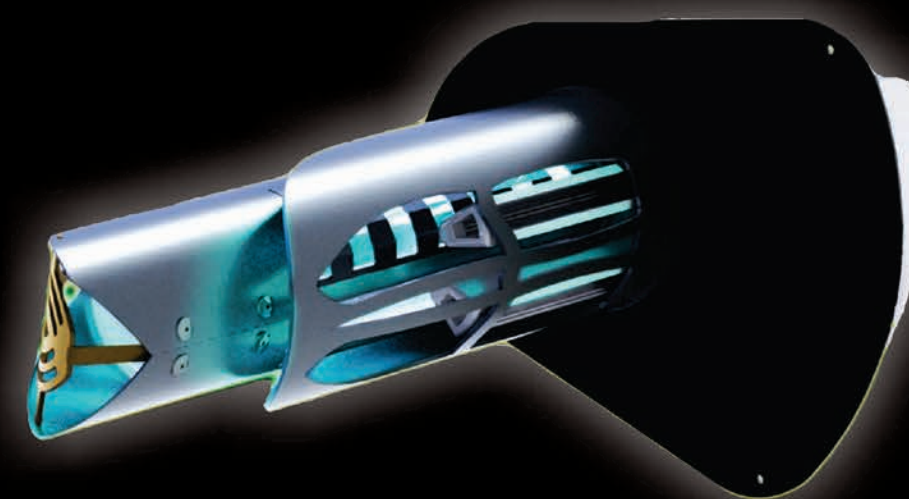
**Contact your local wholesaler today!**



**#1 Whole Home Air Purification  
System on the Planet**

- Kills 99% of most Flu Germs, Bacteria and Viruses on surfaces and in the air
- Reduce Allergens, Dust, Dander and Smoke
- Used in Government Buildings, Hotels, Hospitals, Schools and Homes Worldwide
- Patented Technology, Tested, Validated and Proven

**got flu?**



Visit us at [www.rgf.com/igniteHALO](http://www.rgf.com/igniteHALO)  
#igniteHALO



**PHI + PCO + Bi-polar + UV + Ultra Sonic  
+ Hydrophillic + Cold Plasma**



800.842.7771 [www.rgf.com/air-purification](http://www.rgf.com/air-purification)



**RGF Proudly Supports**



# Emerson Launches Global Warming Potential (GWP) Phase-down Calculator

*Over 100 contractors participated from Texas and 3 surrounding states. Over \$17,000 was raised from the event and raffle with Rheem providing matching funds to Hurricane Harvey relief efforts.*

**St. Louis** — Emerson today announced it has launched a refrigerant calculator that helps retailers forecast the impacts of phasing down higher-GWP systems and phasing in new refrigerant architectures, assisting with the transition to lower-GWP natural and synthetic refrigerant alternatives.

The web-based app helps a decision maker to forecast the life cycle climate performance (LCCP) of a franchise or store based on preferred refrigeration architectures as well as preferred refrigerants. By inputting key information about current and proposed system architectures, an end user can calculate the phase-down impacts and download charts that will help demonstrate those impacts. Input information includes store design temperatures, store counts of current

and future architectures, leak rates and refrigerant choice.

“The calculator will be a valuable tool for retailers as they replace the common hydrofluorocarbons targeted for phase-down by the Environmental Protection Agency,” said Andre Patenaude, director, CO2 business development, Emerson’s Commercial and Residential Solutions platform. “It provides a visual forecast of the impacts of phase-down and phase-in of new refrigerants and system architectures, and assists retailers in the assessment of total carbon footprint impacts and LCCP in a single store and across an enterprise.”

The calculator provides metrics that can be downloaded as charts, including total LCCP per franchise, total LCCP per store, weighted GWP per store and total weighted GWP.

# HARDI Distributors Report 4.7 Percent Revenue Increase in July



**Columbus, Ohio**— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 4.7 percent in July 2017.

The average annualized growth for the 12 months through July 2017 was 8.8 percent.

“One reason HARDI members like TRENDS so much is it provides insight into regional markets,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The country experienced dramatic weather differences during July. One region had almost 30% fewer cooling degree days versus

last year while another had almost 10% more. The region’s sales performance reflected the different operating environments.” The weather is a short-term variable, while the overall economy is doing well.

“US Industrial Production transitioned to Phase B, Accelerating Growth, in June,” said HARDI Senior Economist Connor Lokar. “We expect this to drive accelerating consumer spending through mid-2018 before the rate of growth slows throughout 2019.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now less than 45 days. “July and August are the seasonal low points for the

annual DSO cycle,” said Loftus. “The modest sales activity during this important seasonal month probably led to the conservative result.”

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.

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

*You're Invited!*

**Coastal HVAC Supply**

*10th Annual*

*Customer*

*Appreciation Lunch*

to be held on

*November 8, 2017*

at 51 Esplanade Branch



**COASTAL HVAC SUPPLY**

**Esplanade [#1]**  
51 Esplanade, Suite 100  
Houston, TX 77060  
Phone: [281] 445-3237  
Manager: Justin Plocheck

**Northcourt [#2]**  
7875 Northcourt Rd, Suite 200  
Houston, TX 77040  
Phone: [713] 996-9227  
Manager: Lane Winn

**La Porte [#3]**  
11810 Fairmont Pkwy, Suite 300  
La Porte, TX 77571  
Phone: [281] 474-9227  
Manager: Tom Wilhelm

**Austin [#4]**  
9715-B Burnet Rd, Suite 300  
Austin, TX 78758  
Phone: [512] 491-9227  
Manager: Ray Trevino

**Corpus Christi [#5]**  
722 South Padre Island Dr  
Corpus Christi, TX 78416  
Phone: [361] 850-9227  
Manager: Scott Crawford



Coastal HVAC Supply is pleased to announce Robert Fly, formerly of Fly Supply, has joined the Coastal HVAC Supply sales team. He will be primarily working with our Corpus Christi branch but will also have some accounts in the Houston & Austin areas. We are very pleased to add someone with his experience to our team & believe he will help with our continued growth.



TEXAS HURRICANE RECOVERY

HVAC Consumer Financing  
ALL GEM/IRE PRODUCTS AND BRANDS



DESCRIPTION	HOMEOWNER APR	DEALER PRICE
<b>Fixed APR 10-Year (1.35% Payment)</b> Subject to credit approval. Fixed APR of 9.99% for 120 months. For each \$1,000 financed, 5 payments of \$8.33 followed by 115 amortized payments of \$13.55.	9.99%	1.5%*
<b>12-Month No Interest if Paid in Full w/ No Payments</b> Subject to qualifying credit approval. Interest is billed during the promotional period but all interest is waived if the purchase amount is paid in full within 12 months.	17.99% to 26.99%	3.5%*
<b>0% APR 24-Month Equal Payments</b> Subject to credit approval. Fixed APR of 0.00% for 29 months. For each \$1,000 financed, 5 months of \$0.00 payments followed by 24 amortized payments of \$41.67	0%	7.5%*

GreenSky® Enrollment & Financing Questions

- Special offer only available in Texas.
- Must register before offering the listed financing offers. (USE SPONSOR #761)
- To enroll in the GreenSky program and offer No Interest if Paid in Full No Payment options please visit: [www.greenskycredit.com/apply](http://www.greenskycredit.com/apply)
- For more details visit: [bit.ly/TX\\_Recovery](http://bit.ly/TX_Recovery)
- **Instant 2<sup>nd</sup> Look** with Fixed APR & Deferred Interest Options.

\* Upon approval, consumers are issued a 16-digit account number for the approved amount which is processed like a Credit Card. Standard merchant/CC processing fees apply.

For deferred interest plans, interest accrues during the promotional period but all interest is waived if the purchase amount is paid in full before the end of the promotional period.  Financing for GreenSky® credit programs is provided by federally insured, federal and state chartered financial institutions without regard to age, race, color, religion, national origin, gender or familial status.	<b>NO INTEREST IF PAID IN FULL PLAN</b>  Regular minimum monthly payments are required during the promotional period. Interest will be charged to the customer's account from the purchase date at the APR for Purchases if the purchase balance is not paid in full within the promotional (special terms) period.	<b>0% APR WITH EQUAL PAYMENTS PLAN</b>  The special terms APR will continue to apply until all qualifying purchases are paid in full. The monthly payment will be the amount that will pay for the purchase in full in equal payments during the promotional (special terms) period.
---	---	--

# NEW! TECH PAC CAMO

 **TRUETIMBER®** KANATI PATTERN

 **VETO PRO PAC®**  
TOOL BAGS THAT WORK



YKK®  
ZIPPERS

LIGHTER POCKETS  
FOR BETTER VISIBILITY

TECH-PAC  
CAMO

MAGNETIC  
SCREW CATCHER

VISIT: [WWW.VETOPROPAC.COM/CAMO](http://WWW.VETOPROPAC.COM/CAMO)

COMING  
AUGUST  
2017...



## ACCA Increases ENERGY STAR Installation Advocacy

### Retains Services of EPA ENERGY STAR National Manager

**Arlington, VA** – The Air Conditioning Contractors of America (ACCA) has announced that it has retained the services of Chandler von Schrader, the former National Manager of the Environmental Protection Agency's (EPA) ENERGY STAR Verified Installation Program (ESVI), to address energy gaps in the residential heating, ventilation, and air conditioning (HVAC) market. Currently, most ENERGY STAR HVAC equipment is not installed properly and not providing consumers with the benefits they believed they were purchasing.

Von Schrader has decades of experience within the HVAC industry. Prior to working with ACCA, he served at the EPA to create the ESVI Program with the goal of ensuring that ENERGY STAR labeled HVAC equipment performs as promised. Before serving in the EPA, he worked as an HVAC contractor in northern Virginia.

ACCA has led efforts to address the widely-recognized energy and safety degradations from poorly designed and installed HVAC systems by creating the ANSI-recognized ACCA 5 Quality Installation (QI) Standard. If an HVAC system is not installed correctly, it may function at 60 percent of its labeled efficiency and increase opportunities for refrigerant leaks, fire hazards, and mold growth. The QI Standard details the minimum requirements needed to ensure an HVAC system is installed properly, and was created by collaboration between contractors, manufacturers, government officials, and other interested parties.

ACCA's overarching policy and advocacy goal is for policy makers to consider HVAC systems in a holistic manner and focus on the realized efficiency of equipment by promoting the value of properly designed and installed HVAC systems. ACCA has urged regulators and elected officials to end the decades-old focus on equipment-only efficiencies and to protect consumers by addressing the problems caused by poorly designed and installed HVAC systems.

## Trane Receives Nationally Acclaimed "A,A" Partner of Choice Award for Excellence from David Weekley Homes

### Award honors Trane with eighth "A,A award" for quality and service

**Davidson, N.C.** – David Weekley Homes, the nation's largest privately-held home builder, honored Trane, a leading global provider of indoor comfort systems and services and a brand of Ingersoll Rand, with its "A,A" Partner of Choice Award for excellence in both quality and service for the eighth time for 2016 performance.

Fewer than 9 percent of 200 suppliers doing business with David Weekley Homes received the highly sought after "A,A Partners of Choice" award for both quality and service excellence for 2016 performance.

"We are especially pleased to receive this recognition because of the positive product quality and service transactions it represents" said Mark Wagner, vice president of sales for Trane. "Our teams strive to deliver reliable quality and service day in and day out for our valued customers and their homeowners as a reflection of our brand promise and the commitment of our employees."

David Weekley Homes awards the coveted "A,A Partners of Choice" to its trading partners receiving the highest marks through participation in Weekley's world-class supplier evaluation platform. This platform challenges David Weekley Homes and its suppliers to achieve excellence through a rigorous continuous improvement process, the heart of which is the "National Trading Partner Survey."

"Brands have to successfully manage thousands of



transactions throughout the year from manufacturing through installation and billing in order to achieve high rankings in our evaluation process," said Bill Justus, vice president of Supply Chain Services for David Weekley Homes "The length and breadth of our process means you can't talk your way to good scores. Through their actions, our friends at Trane have once again proven themselves to be world-class in

delivering quality and service to our company."

Surveys are completed by over 1,000 David Weekley staff members at all levels regarding their interactions with the organizations being assessed. The home builder distinguishes its survey process by holding manufacturers accountable for the performance of the entire supply channel from product production through delivery and even installation. Additionally, the survey seeks input from all roles within the quality and delivery channels at David Weekley Homes.

The survey requires engagement and a commitment to improve from those participating. Organizations which receiving ratings of under 8 on a 10 point scale (with 10 being the highest possible score) are directed to contact the specific rater to discuss the reasons and determine corrective action plans involving both parties.

During 2016, Trane received a score of 9.69 for quality and 9.69 for service. (Trane received the A,A award in 2005-2008, 2011, 2012, 2015 and 2016). Trane received the single A award in service in 2013.



**Right products.  
Right features.  
Right price.**

Aspen Manufacturing, headquartered in Humble, Texas, has witnessed the extent of the devastation, disruption and suffering caused by Hurricane Harvey. Our hearts and thoughts are with our extended Aspen family which includes employees, customers and suppliers. We know many of them live and work locally in the impacted areas so our concern is for the safety and well-being of their families, neighbors and friends.

We are very proud and thankful for our employees and their efforts giving back to our community during this period and appreciate our business partners' best wishes, kind words, and support. We were extremely fortunate not to have any flooding damage to our manufacturing facility and office. Within a week of the hurricane, we resumed our regular production schedule and experienced minimal disruption to our services and lead-times.

373 Atascocita Rd. Humble, TX 77396 Phone: 281.441.6500 Toll Free: 800.423.9007 Fax: 281.441.6510 [www.aspenmfg.com](http://www.aspenmfg.com)

**Evaporator Coils – Light Commercial Coils  
Air Handlers – Manufactured Home Products**

## In Storms' Devastating Wake, Goodman Launches Operation Returning Comfort

*Program Designed to Help Flood-Ravaged Homeowners Replace HVAC Quickly*

**Houston** – With thousands of homeowners facing serious financial challenges to rebuild in the wake of Hurricanes Harvey and Irma, a special program called “Operation Returning Comfort” is offering substantial, verified discounts on Goodman[Symbol] brand heating and air conditioning systems from participating, local Goodman dealers.

“Operation Returning Comfort began as a way to help support the flooded communities of coastal Texas and Houston, the city where Goodman began 35 years ago and is still our home,” said Jeff Underwood, vice president of marketing for Goodman. “Goodman and its employees, friends and community experienced the devastation from Harvey, and our hearts go out to those suffering from this disaster. After Hurricane Irma slammed into Central and South Florida, a quick decision was made to extend the relief program.”

Operation Returning Comfort will provide substantial discounts to help homeowners replace damaged heating, ventilation and air conditioning (HVAC) systems as quickly as possible.

“Many Goodman employees and dealers live in areas hit by these massive storms and they, too, have experienced flooding and

other problems,” said Underwood. “Operation Returning Comfort is just one small way that the company can work together with independent dealers to help. We understand that a large number of homeowners will be faced with large, unplanned expenses as they recover from the aftermath of Harvey and Irma.”

Operation Returning Comfort pricing discounts are designed to pass savings directly to an affected homeowner. All local, independent Goodman dealers in the Harvey-damaged Houston region are eligible to participate.

To ensure that homeowners receive the discount, Goodman’s Homeowner Support team will make random calls to homeowners to confirm they received the appropriate pricing. In addition, the local Goodman dealer and affected homeowner are required to complete and sign a participation form that confirms the installation.

### Hidden Dangers

“While flooding ruins a home’s furnishing, structure and personal belongings, it also can leave behind hidden dangers to HVAC systems,” Underwood explained. “Appearances

can be deceiving. Even if the HVAC system is energized and appears to be working when you return home, it is likely that the system will not operate properly, will not deliver the performance that you expect and may cease to function shortly after it appeared to be working.”

It is highly recommended that homeowners with flooded houses have a qualified HVAC technician inspect the home’s heating and cooling system before using it, said Underwood.

“The outdoor unit might look the same as it did prior to the flood, but there are many hidden concerns that may not be obvious to the untrained eye,” he said. “Simply stated, your heating and cooling system was not designed to operate under water.”

If the unit was running when flooding occurred, there could be severe electrical shorts, damaged electrical components, and safety features that are no longer operable that may not be visible.

Indoor components are also affected by flood damage. Flood waters can corrode electrical components and cause similar damage to the outdoor unit. Also, gas furnaces have gas valves and other components that should be inspected before operating the unit.



### Taking Action

To take advantage of this special program, homeowners can contact their local, participating HVAC dealer for full details. To find an independent Goodman dealer, visit <http://www.goodmanmfg.com/support/find-a-dealer>.

“A long road lies ahead for the restoration and reconstruction that will allow families to return to living normal lives,” said Underwood. “Goodman is a native Texan with strong ties to Florida, and we hope Operation Returning Comfort can help communities get their home lives back to normal as quickly as possible.”

All Goodman heating and cooling systems are designed, engineered and assembled in the United States. Most the units are assembled in Waller, Texas, just outside Houston. For more about Goodman, visit [www.goodmanmfg.com](http://www.goodmanmfg.com).

## BERKEYS Air Conditioning, Plumbing & Electrical Calls for Donations to Help Hurricane Harvey Victims

**Dallas-** BERKEYS Air Conditioning, Plumbing & Electric, a Dallas-based company that also has a sister company in Houston, is collecting donations to help victims of Hurricane Harvey.

Berkeys customer service reps Brandi Tyson and Angie Beatty came up with the idea for the drive. Berkeys employees will be taking all donations to Trusted World, an area nonprofit taking weekly truckloads of donations to areas devastated by Hurricane Harvey. BERKEYS will be accepting donations until Houston is no longer in need. The most needed donations:

New and packaged underwear, socks, toiletries, feminine hygiene products, diapers, wipes and baby formula. Drop location: 2875 Market Loop Southlake, TX, 76092

**JOHNSTONE SUPPLY**

**Touchdown**

with *Danfoss*

**Purchase \$100.00 or more of Danfoss Products and earn an entry to win 1 of 2 prizes:**

**Prize 1**  
4 Texans football tickets to the Texans vs. 49ers game on December 10, 2017.

**Prize 2**  
2 NFL Jerseys of your choice (up to \$150.00 EA).

**Promotion Valid in Houston, Beaumont, Stafford, & Katy Location**

**October 1, 2017 – November 30, 2017**

**MAKE IT EZ WITH NATIONAL WHOLESALE SUPPLY**

**NWS National Wholesale Supply, Inc.**

**HEATING & AIR CONDITIONING SALES**

**BENNY MARTINEZ**  
HVAC SALES MANAGER  
AT NWS IN  
FORT WORTH

**Proudly Made In The USA**

**Designed for Homeowner Convenience and Dealer Success**

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

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



***M&M Manufacturing, Inc.***

***WE ARE  
A CARING COMMUNITY  
CREATING COMFORT***



***HOW CAN OUR COMMUNITY SERVE YOU?***

# MORRISON

---

## SUPPLY COMPANY

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

## Introducing the game changer in home comfort.

### FEATURING SMARTSENSE™ TECHNOLOGY

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



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



**smartsense**  
TECHNOLOGY

**Comfortmaker®**  
Air Conditioning & Heating

Comfort with Confidence.



**Texas Air Conditioning Contractors Association**

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

## Training Opportunities

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

### Online Continuing Education

TACCA Members  
**\$49.00**

Industry Partners  
**\$60.00**

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

**Oct 7 - Denton**

**Oct 14 - Houston  
Hurst**

**Oct 21 - Austin  
Rio Grande Valley**

**Oct 28 - Burleson  
Corpus Christi**

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

**Oct 6/7 - Red Oak (DFW Area)**  
**Oct 28/29 - San Antonio**  
**Nov 4/5 - Austin**  
**Nov 11/12 - Houston**

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



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

**CHOOSE THE RIGHT INSULATION THE FIRST TIME!**

## AEROCEL® EPDM

**EPDM High Performance Rubber**

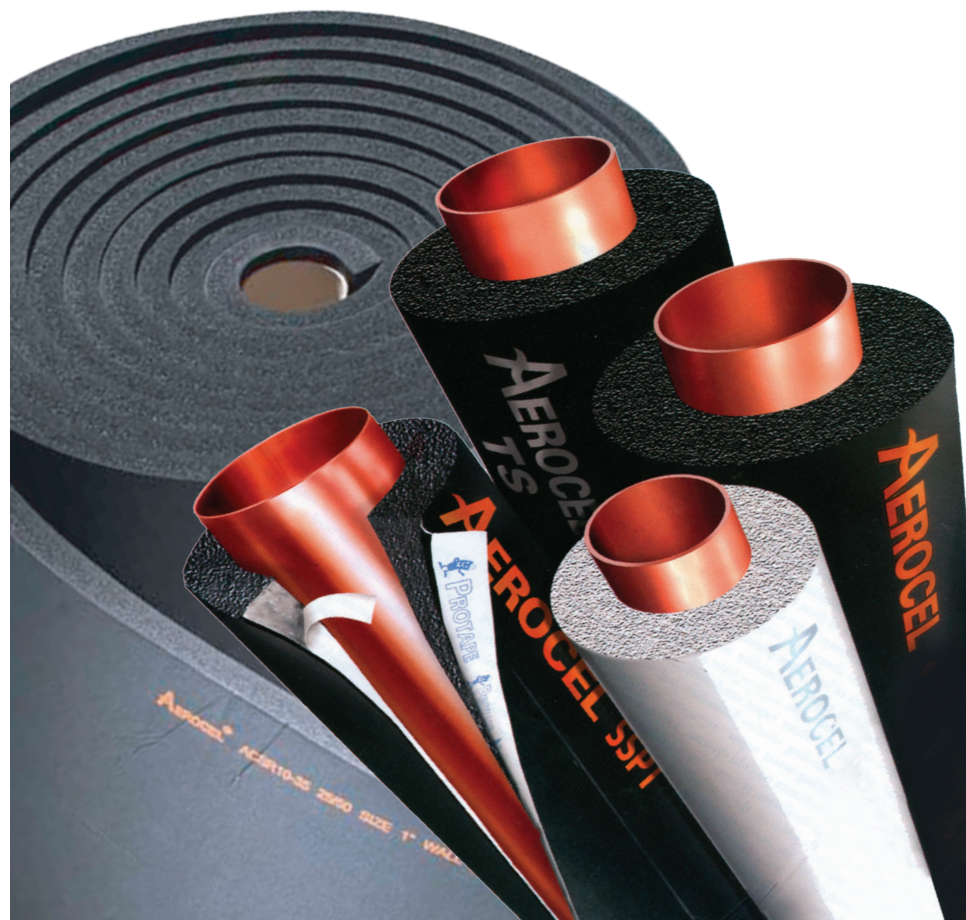
**Works when and where other elastomeric insulation fails.**

- **High Temperatures – up to 300° F**  
Solar, radiant, low pressure steam
- **Low Temperatures – down to -297° F**  
Stays flexible in cold.  
The cooler, the better the insulation power.
- **Dual Temperature Systems**  
Chilled water / Hot water systems
- **High Moisture / Humidity Environments**  
The most resistant rubber to moisture intrusion.
- **Mold & Mildew**  
No substance in EPDM, biocides not required.  
Will not support mold or mildew growth.
- **Outdoors**  
No additional weather protection needed.
- **Superior Fire Response Properties**  
ASTM E 84 25/50 Flame and Smoke Rated,  
Exclusive – ASTM C635 Self-Extinguishing.

Get the whole story at [www.aeroflexusa.com](http://www.aeroflexusa.com)  
or call 1-866-AEROCEL (1-866-237-6235)



**Safe. Easy. Insist on Aerocel.**



Contact Aeroflex today at 1-866-237-6235 (1-866-AEROCEL)  
Or visit our website: [www.aeroflexusa.com](http://www.aeroflexusa.com)

## 3 Powerful Keys to Making More Money with Options

By Todd Liles

People like options. Options represent the power of choice. That's why options work so well in boosting average tickets.

Presenting options to homeowners is easy. When you know how to do it well, your Air Conditioning sales will skyrocket. Best of all, the sale will be natural, and low pressure.

I'm going to cover 3 simple keys to presenting options. These 3 options will make you more money, and require little work.

### 3 Simple and Powerful Keys to Presenting Options

#### #1—Create Packages

Have you ever bought a meal from McDonald's? That's a package. Instead of pricing out the drink, fries, and burger separately, they give it to you as a meal.

This works because of simplicity. It's one decision to make, as opposed to 3 decisions.

You can do this same technique with your repair and add-on options.

Let's say that you had 4 different repairs for the homeowner to consider. Instead of showing each one independently, you "package" the repairs. Now, the client can focus on the work as a package, instead of as separate repairs.

Don't stop with one package though, because that may cause closing issues. Move to the next key.

#### #2—Present 3 to 4 Options

You will want to present 3 to 4 options, or "packages" to your client. Why? Because 1 package is no choice at all. And 2 options is either too cheap or too expensive. 3 to 4 is just right.

Now that you have your first option / package created, moving to the next package is very simple.

Here are two approaches you can take:

**Remove 1:** Simply remove one of the recommendations from your first package. Write that out as option #2. Repeat that process until you have 3 to 4 options.

**Downgrade:** Let's say your first option has some items that can be downgraded. Such as going from a high-end thermostat to a mid-grade thermostat. In that case, you can create a second option with the downgrade.

You can also mix these two approaches together to create options. The key is to stay flexible.

#### Go from Highest to Lowest

This approach works well. When you show the highest option first, then the other option doesn't look so expensive. It's the basic law of contrast.

What I have learned by using this in the field, is that it makes the 2nd option easier to sell.

So, make sure your client

has something to say no too. If you think your client would benefit best from a 16 SEER High Efficiency Heat-pump, then have a more expensive option listed before the 16 SEER Package. Something that would be super easy to say "No" too. Then, you'll sell more High Efficiency Heat-pumps!

**Training Classes** will be offered in Austin, TX November 6th-9th. If you're interested in boosting your Average Tickets, Service Agreements, Leads and Replacements; then call us at 512-333-4133 to discover more.

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

## Product News

### New Bryan® Steam Free Flex Condensing Boiler

A new condensing boiler is available from Bryan® Steam LLC, Free Flex. The Free Flex Ultra-High Efficiency Commercial Condensing Boiler offers a thermal efficiency of 95% and features Bryan's weld-free design. Free Flex permits field access to the heat exchanger for cleaning and an unprecedented tube replacement, making it the only repairable condensing boiler available. Free Flex is also available in knockdown configurations to fit where

other packaged boilers cannot and will operate in Low Flow, Variable-Primary or traditional Primary/Secondary designs. Other features include: 1-3MBH, a competitive installed footprint, a state-of-the-art control system, and Bryan's Thermal Shock Lifetime Guarantee.

Bryan Steam, originators of the "Flexible Water Tube" design, offers a broad range of Steam and Water boilers including: gas, oil, gas/oil fired boilers, and electric boilers. Low NOx, knockdown, and outdoor weather protection are available on most boilers. The "Flexible Water Tube" design provides fast, natural internal circulation for maximum heat transfer and operating efficiency. Bryan Steam also manufactures indirect water heaters, pool heaters, feed systems and related boiler equipment.



Curb Adapters Package Curbs Metal Building Curbs Fan Curbs Filter Curbs

### Complete Curb Products

During the Month of October, CCP is donating **5%** of the proceeds from all standard orders, including our Certified Wind-Load Rated Package Curbs and **15%** from emergency manufacturing orders, due to damage caused by the Devastation left by Hurricane Harvey, throughout the Gulf Coast Region.

**WE ARE STRONGER TOGETHER.**



### Complete Curb Products

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

"Our People Make a Better Curb"



Hoods Equipment Supports Vibration Isolation Rails Spring Isolators



CONSTRUCTION  
DATA

TEXAS  
HVAC/R  
TEST PREPARATION



**3 DAY LIVE INSTRUCTED**

### SCHEDULE

HOUSTON  
IRVING  
HOUSTON

Oct 19 - 21  
Nov 9 - 11  
Dec 7 - 9

HELPING TEXANS SUCCEED  
FOR OVER 20  
YEARS

**888-500-PASS**

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

# LUXAIRE® CHARGE SMART™

## UNPRECEDENTED TECHNOLOGY

Built-in Charge View™ monitoring reinvents the way you'll evaluate the system charge: no additional gauges, sensors or accessories required.

Luxaire® Charge Smart™ enables faster installations and more efficient yearly maintenance of our Acclimate™ Variable Capacity Residential Systems. By simply removing two screws, built-in Charge Smart™ monitoring helps ensure units are charged correctly when installed, giving the homeowner peace of mind and allowing contractors to determine system refrigerant charge measurements more quickly — all without disconnecting or attaching anything to the unit.

### Easier installation process:

Charge Smart™ shortens installation time by building in the tool necessary to confirm the unit is properly charged.

### Streamlined verification:

A digital screen on the back of the unit quickly displays refrigerant pressures and temperatures contractors need to evaluate the system charge — all without connecting any additional gauges, sensors or accessories. If the screen shows a frowning face, the system requires attention. But if the screen shows a smiling face, the system is operating correctly.

### Faster maintenance:

By making pressure and temperature information available by simply removing an access panel, homeowners can expect faster maintenance or service calls, increasing contractor productivity.

### Integrated monitoring:

Charge Smart™ sends an alert to the homeowner and shows the technician if the system requires adjustment. The digital screen displays high side pressure, liquid temperature, low side pressure and suction temperature. With this information, Charge Smart™ provides direct readout of both system subcooling and superheat.



### The rigorously tested, high-efficiency residential split system with built-in, advanced charge monitoring:

Luxaire® ensures faster, more accurate installations with Charge Smart™ — standard in our Acclimate™ Series of variable capacity outdoor units. In the future, should the refrigerant charge require attention, an alert is sent to the homeowner. And if the homeowner has the contractor monitoring the system, the servicing contractor will also be alerted.

Solar Supply is proud to serve as the region's Luxaire® distributor. Visit [Luxaire.com/solarsupply](http://Luxaire.com/solarsupply)



GET COMPLETE DETAILS AT A SOLAR SUPPLY LOCATION NEAR YOU.

**ALABAMA:** Daphne, Dothan

**ARKANSAS:** El Dorado

**LOUISIANA:** Alexandria, Baton Rouge, Gonzales, Gretna, Hammond, Harahan, Houma, LaPlace, Lafayette, Lake Charles, Leesville, Mandeville, Monroe, Natchitoches, New Iberia,

Opelousas, Ruston, Shreveport, Slidell

**MISSISSIPPI:** Gulfport, Hattiesburg, McComb, Meridian, Natchez, Ridgeland, Vicksburg

**TEXAS:** Abilene, Angelton, Beaumont, Brenham, Brownsville, Brownwood/Early, Bryan, Cleburne, Conroe, Corpus Christi, Galveston,

Harlingen, Houston, Houston N.W., Houston S.E., Houston S.W., Humble, Huntsville, Lufkin, Marshall, McAllen, McKinney, Nacogdoches, Orange, Paris, Port Arthur, San Marcos, Sherman, Temple, Texarkana, Victoria, Waco

# We're Here to Help.

Insco Distributing, Inc. and York® are dedicated to helping those affected by Hurricane Harvey rebuild and return to the lives they had before the storm.

*johnsoncontrols.com/harvey*



## Hurricane Harvey Consumer Relief Rebate

York is offering special consumer rebates for persons within the Texas FEMA Disaster Area (DR-4332).

**Up To \$400 on Complete York® Systems**  
**\$100 on Guardian® 407c Condensers**

## R22 Replacement Solution

Guardian® R-407C systems are a cost-effective, high-efficiency option for replacing hurricane damaged HVAC units. These systems provide a simpler alternative versus a complete indoor and outdoor system or a major retrofit.

**In Stock and Available Now at Insco.**



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



Abilene | Arlington | Austin | Brownsville | Corpus Christi | Dallas | Desoto | Del Rio | Denton | El Paso | Fort Worth | Garland | Georgetown | Grapevine  
Harlingen | Houston | Kerrville | Laredo | Lubbock | McAllen | New Braunfels | San Angelo | San Antonio | Tyler | Victoria | Wichita Falls | Oklahoma City

# THE NAME THAT DEFINED OUTDOOR LIVING

## HAS REDEFINED INDOOR LIVING

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

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



#### AUSTIN

10620 Metric Blvd, 78758  
customer@johnstonesupply55.com  
Phone: (512) 834-0346 Fax: (512) 834-8103

#### AUSTIN (SOUTH)

4114 Todd Lane, 78744  
customer@johnstonesupply55.com  
Phone: (512) 440-7229 Fax: (512) 440-7254

#### BEAUMONT

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

#### BROWNSVILLE

4635 Mar St, 78521  
tim.stephens@johnstonesupply.com  
Phone: (956) 838-0542 Fax: (956) 838-1439

#### CORPUS CHRISTI

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

#### CORPUS CHRISTI (2)

8051 South Padre Island Dr, 78412  
tim.stephens@johnstonesupply.com  
Phone: (361) 986-0613 Fax: (361) 980-1404

#### HOUSTON

2120 Shepherd Drive, 77007  
Phone: (713) 868-8967 Fax: (713) 868-3045

#### HOUSTON

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

#### HOUSTON

8304 Westpark, 77063  
Phone: (713) 952-4601 Fax: (713) 952-0865

#### HOUSTON

15631 Blue Ash, #160, 77090  
Phone: (281) 872-5200 Fax: (281) 872-4848

#### HOUSTON

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

#### KATY

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

#### LA FERIA

13422 E. Expressway 83, 78559  
tim.stephens@johnstonesupply.com  
Phone: (956) 797-2035 Fax: (956) 797-2542

#### LAREDO

4114 Airpark Dr #4A, 78041  
Tim.stephens@johnstonesupply.com  
Phone: (956) 727-2235 Fax: (956) 727-226

#### LONGVIEW

347 West Cotton St, 75601  
store181@johnstonesupply.com  
Phone: (903) 234-1321 Fax: (903) 234-1327

#### LUBBOCK

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

#### PHARR

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

#### SAN ANTONIO

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

#### SAN ANTONIO

6900 Alamo Downs, Ste. 140, 78238  
store162@johnstonesupply.com  
Phone: (210) 680-6500 Fax: (210) 680-6570

#### SAN ANTONIO

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

#### STAFFORD

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

#### VICTORIA

405 ½ Water Street, 77901  
tim.stephens@johnstonesupply.com  
Phone: (361) 574-8349 Fax: (361) 574-8359

# SAMSUNG HVAC of America 2017 Annual Partner Summit Awards Dinner

*The event was held at the Hilton Anatole Hotel in Dallas on September 18, 2017*



*Blake Wynter (L) with SAMSUNG presents Shearer Supply Brian Bahn, Jon McKee and Grant Barrick with the Media Partner Award with Russell Tavolacci (R)*



*Francis Heo, Pat Wieckowski, Myung Jin Jung, Ryan Rothstein and Jason Kim*



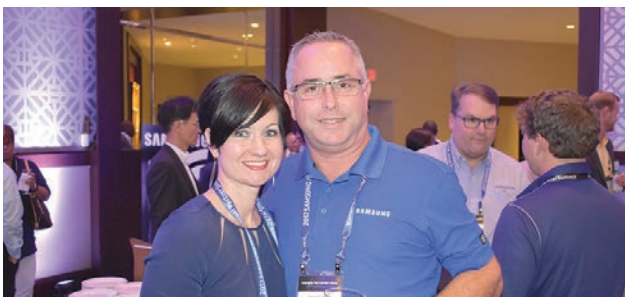
*Pinnacle Award Winner Michigan Air Products*



*Gary Stern, Ron Hartzheim and Russell Tavolacci*



*Hon Hong, Richard Boivin, Matteo Napoli and Anthony Jonkov*



*Blake Wynter and Steve Parker both with SAMSUNG*



*Sean Kim, John Shannon and David Yu all with SAMSUNG*



*Senior VP and COO of SAMSUNG Russell Tavolacci addresses the crowd*



*Adrian and Lexie Gunder with the Adrian Gunder Group*



*Pete Quinn, Joe Vincenti and Jason Winter*

**PERMANENTLY SEALS LEAKS**

**IMPECCABLE SAFETY RECORD & PERFORMANCE**

- Safe delivery tool with high-end materials and high pressure capability
- Zero reaction to moisture

**SUPERIOR QUALITY CONTROL**

- On-site manufacturing & professionals
- Manufactured in U.S.A.
- OEM approved

A CSW Industrials Company

AC LEAK FREEZE PRO

2017 DEALER DESIGN AWARDS  
SILVER

RectorSeal® 2601 Spenwick Drive - Houston, TX 77055 800-231-3345 [rectorseal.com](http://rectorseal.com) A CSW Industrials Company

RectorSeal, the logos and other trademarks are property of RectorSeal, LLC, its affiliates or its licensors and are protected by copyright, trademark and other intellectual property laws, and may not be used without permission. RectorSeal reserves the right to change specifications without prior notice. © 2012-2017 RectorSeal. All rights reserved. R50014-0717

# The only thing that's changed, is everything.



## YORK® AFFINITY™ PREMIUM RESIDENTIAL SYSTEMS



The first high-efficiency residential split systems  
to feature built-in *Charge Assurance™*.

Whoever said "some things never change" obviously wasn't in the HVAC industry. YORK® knows the importance of keeping our products at the leading edge. The Affinity™ series is smarter, more connected and more efficient than ever before. Built-in *Charge Assurance™* and *Climate Set™* technologies will change your business and your profitability. See how YORK® has revolutionized the industry at [YORK.com/Affinity](http://YORK.com/Affinity)

Solar Supply is proud to serve as  
the region's York® distributor.  
Visit [solarsupply.us](http://solarsupply.us)

 **YORK®**  
INSTALL CONFIDENCE

Get complete details at a Solar Supply location near you.

**Arkansas:** El Dorado

**Louisiana:** Alexandria, Baton Rouge, Gonzales, Gretna, Jefferson, Hammond, Harahan, Houma, LaPlace, Lafayette, Lake Charles, Leesville, Mandeville, Monroe, Natchitoches, New Iberia, Opelousas, Ruston, Shreveport, Slidell

**Mississippi:** Gulfport, Hattiesburg, McComb, Meridian, Natchez, Ridgeland, Vicksburg

**Texas:** Abilene, Brownwood, Lufkin, Marshall, Nacogdoches, Texarkana

**SOLAR**

Dealer Appreciation



# SAVE THE DATE

Join us for drinks, dinner,  
and a good time courtesy  
of Century and York!



## SAN ANTONIO TUESDAY, NOVEMBER 7<sup>TH</sup>

5:30 -9:30 PM | AT THE HISTORIC SUNSET STATION  
Casino Games, Drinks, Dinner and Prizes just minutes from the famous San Antonio Riverwalk

## LA FERIA WEDNESDAY, NOVEMBER 8<sup>TH</sup>

TIME TBD | OFFSHORE FISHING EXCURSION  
Lunch, Beverages, and a great experience are included!

## AUSTIN THURSDAY, NOVEMBER 9<sup>TH</sup>

5:30 -9:30 PM | AUSTIN RIVERBOAT TOUR  
Riverboat cruising with Casino Games, Drinks, Dinner and Prizes

## DALLAS THURSDAY, NOVEMBER 16<sup>TH</sup>

5:30 -9:30 PM | AT EDDIE DEEN'S RANCH  
Wild West night with Casino Games, Entertainment, Drinks, and Dinner

Contact your Sales Rep for details.

### VISIT ANY OF OUR 24 TEXAS LOCATIONS TODAY

YORK BRANCHES DALLAS | RICHARDSON | MESQUITE | FORT WORTH | WACO | CEDAR PARK | SOUTH AUSTIN | SAN MARCOS | SAN ANTONIO | WEST SAN ANTONIO | LA FERIA  
RUUD BRANCHES ANGLETON | BAY CITY | CONROE | LUFKIN | HUMBLE | KATY | LEAGUE CITY HOUSTON AREA: WINKLER | BELTWAY | GULFTON | BARKER CYPRESS | WEST 43RD | STUEBNER

CENTURYAC.COM

# Carrier Enterprise held their Annual Birds and Birdies Dove Hunt and Golf Tournament

*The all day event was held in south San Antonio on September 7th*



Andrew Houle, Josh Gavos, A Deimel and Tim Truitt



Brian Hammons, Josh Bailey and Clint Dodge



Trevor Feldstein, Cody Ringer, Chris Stokes and L Vradenburg



David Hiller, Eric Lent, John Gill, Johnny Bernal and Eric Bernal with D and CAC Service

Available from



...and more to come!

## Introducing the SST™: System Service Transition™

The **FUTURE** of Coil and Furnace Maintenance and Servicing Capability

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

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

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

### Advantages

- No More** Removing Coils From the Furnace or Cutting Open the Coil Box
- No More** Limited View of the Heat Exchanger for Testing and Inspection
- No More** Dripping or Spilling Coil Cleaner on the Heat Exchanger
- No More** Being Unable to Clean into the Apex of the Coil
- No More** Block Offs Robbing System Performance and Air Flow

### Key Benefits

- **Room to Work:** Additional Clearance of Coil From Furnace
- **Removable Door:** Easy Instant Access to Coil and Heat Exchanger
- **Test for Coil Leaks in Minutes**
- **Heavy Gauge Cabinet:** Insulated Walls (R6 or R8)
- **Pre-Assembled:** No Cutting or Field Fabricating



**888.994.4424**

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

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



Earl Burleson, John Good, Justin Williams and Brandon Stepp



Edgar Gonzales



Jay and Edgar Gomez



Jonathan Yelitz County Wide



Ronnie Oefinger, Ryan Oefinger, Alan Brown and Nolan Brown



Champion AC Crew

## Rheem and Gemaire held a Dove Hunt and Raffle to benefit Harvey Relief

*Over 100 contractors participated from Texas and 3 surrounding states. Over \$17,000 was raised from the event and raffle with Rheem providing matching funds to Hurricane Harvey relief efforts.*



## Daikin Expands Harrison Energy Partners' Territory to Oklahoma City

**Oklahoma City**— In July, Daikin announced its new relationship with Harrison Energy Partners (HEP), the largest commercial and industrial HVAC firm in Arkansas, as the authorized manufacturer's representative in central, northwest and western Arkansas, and eastern Oklahoma. Effective immediately, Daikin is pleased to extend that territory into western Oklahoma, including Oklahoma City and the surrounding region.

With strengths in HVAC applications, owner sales, system service, controls and energy services, HEP helps customers efficiently maintain comfort in their buildings. HEP's breadth of solutions and energy expertise significantly expands Daikin's ability to serve its customers in this extended territory, where HEP will represent Daikin's full portfolio including chillers, air handlers, packaged rooftop units, water source heat pumps, Variable Refrigerant Volume (VRV®) systems, and Intelligent Solutions®.

HEP's CEO, Bill Harrison, is eager to bring HEP's strengths into this new market. "Oklahoma is a natural fit for HEP, and we are thrilled our relationship with Daikin has allowed for such an expansion. Oklahoma City's rich talent will serve as a great complement to our mission of delivering commercial HVAC excellence at a superior value so we are always our client's first choice. We are committed to building superior teams, equipped with proper resources, to serve Oklahoma through our Tulsa and Oklahoma City offices."

Daikin Applied's EVP of Sales, Marketing and Aftermarket, Kirk Thorne, is confident that expanding HEP's territory to the Oklahoma City region will propel Daikin's sales in that market. "HEP has been recognized repeatedly not just for having the best HVAC talent in the markets where they operate, but for being a top employer. We can build on that strength to be an unmatched force in HVAC systems and solutions in Oklahoma City."

Daikin would like to thank Engineered Equipment Inc., its previous equipment representative in the territory, for its contribution to Daikin during its tenure as the Daikin representative.

# EVERY STEP UP IS ANOTHER REASON TO LOVE THE COMPACT, LIGHTWEIGHT YJ-LTE.

## THE LIGHTWEIGHT YELLOW JACKET® YJ-LTE™ REFRIGERANT RECOVERY SYSTEM



◀ The YJ-LTE Refrigerant Recovery System is nothing less than the smallest, lightest and most powerful unit in its class. There's never been so much time, and cost-saving innovation packed into such a compact, small package. We're talking built-in purge circuit, superior condenser performance and single valve operation. It may be small, but it's built to handle the biggest (and tallest) recovery jobs you can throw at it.

**FIND OUT MORE AT [YELLOWJACKET.COM](http://YELLOWJACKET.COM).**

Made in the U.S.A.



# Game Changer.



3.2"w x 3.2"h x .9"d (Shown at actual size)

## Introducing the innovative Explorer Mini.®

It's the most affordable WiFi thermostat on the market today.

- ✓ Built-in WiFi
- ✓ 7-day programmable and multi-stage control
- ✓ Small, compact size and simple to install
- ✓ Compatible with Amazon® Alexa
- ✓ Global changes w/Skyport
- ✓ Dry contact equipped
- ✓ Free Skyport Mobile App
- ✓ Title 24, OpenADR 2.0b compliant
- ✓ Full API available
- ✓ Residential, commercial and fan coil models



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





**Inco**  
Distributing, Inc.

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

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



Cleanup after Harvey is going to take a long time. Easy to install IDS products from Bosch will help you get more customers back to normal faster.

18 SEER Air Source Heat Pump

- ▶ Only 2 condenser sizes to choose from, 3 and 5 ton
- ▶ Small foot print
- ▶ Use 24v thermostat of your choice
- ▶ Only 4 wires to condenser to operate as a heat pump or 2 wires for A/C
- ▶ Works with existing indoor equipment that has mechanical 410a TXV and no microchannel air coils
- ▶ Industry Leading Humidity Control: compresss modulates to maintain 47 degree (standard) or 37 degree air coil (advanced cooling mode) from start-up
- ▶ 85 Step Inverter Driven Compressor, with a low amp start-up (1.5 amps)
- ▶ 10 year part and 90 day labor. no registration required

Model	Lenght	Width	Height	Weight
BOVA036	29"	29"	25"	157lbs
BOVA060	29"	29"	33"	201lbs



Bosch ABC Contractors additional 1 year parts & labor warranty for registered installations

Steve Wood  
Central/South TX  
512-422-6058  
stev@swshvac.com

Randy Burg  
Houtson/Southeast TX  
713-306-4897  
randy@swshvac.com

Warren Finney  
DFW/West & NE TX  
817-929-9526  
warren@swshvac.com

Scott Taylor  
ARK/OK/N. LA/N. MS  
501-416-4413  
scott@swshvac.com

CJ Davis  
S. LA/S. MS  
337-991-6149  
CJ@swshvac.com



**Texas Air Conditioning  
Contractors Association**

**13706 Research #214**

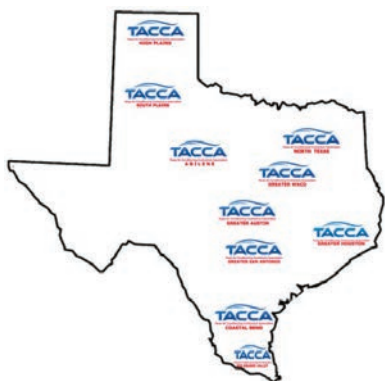
**Austin, Texas 78750**

**800.998.HVAC (4822)**

**www.tacca.org**

**TACCA Local Chapters**

*Abilene  
Coastal Bend  
Greater Austin  
Greater Houston  
Greater San Antonio  
Greater Waco  
High Plains  
North Texas  
Rio Grande Valley  
South Plains*



TACCA Welcomes the following new members.  
Thank you for your support!

**Fred's AC - Brownsville**

**Turner Services - Burleson**

## TACCA/ACCA Partner on Hurricane Relief Efforts

The devastating effects of Hurricane Harvey have been felt by millions of Texans along the Texas Gulf Coast. More than 300 TACCA and ACCA contractor and affiliate members have been affected by Hurricane Harvey. These members, many of whom had employees and family who lost EVERYTHING in the storm, will be working to put their lives back together for days, weeks, months and years to come. TACCA is asking EVERY Member and Contracting friend and affiliate to help contribute to the ACCA Disaster Relief Fund. This Fund will help TACCA and ACCA Members to begin to re-piece their lives so that they can continue to be the strong leaders and employers that they have been for so many years within the Texas HVAC/R community. Your help is urgently needed, please contribute today to the ACCA Disaster Relief Fund.

Contact TACCA at 800.998.4822 or [todd@tacca.org](mailto:todd@tacca.org) to contribute to Texas Contractors!

## Emergency Help for TDLR Licensees—HVAC/R License Holders

**Governor Greg Abbott's disaster proclamation includes the following Texas counties:** Angelina, Aransas, Atascosa, Austin, Bastrop, Bee, Bexar, Brazoria, Brazos, Burleson, Caldwell, Calhoun, Cameron, Chambers, Colorado, Comal, DeWitt, Fayette, Fort Bend, Galveston, Goliad, Gonzales, Grimes, Guadalupe, Hardin, Harris, Jackson, Jasper, Jefferson, Jim Wells, Karnes, Kerr, Kleberg, Lavaca, Lee, Leon, Liberty, Live Oak, Madison, Matagorda, Montgomery, Newton, Nueces, Orange, Polk, Refugio, San Jacinto, Sabine, San Patricio, Trinity, Tyler, Victoria, Walker, Waller, Washington, Wharton, Willacy, and Wilson.

In coordination with the Governor's proclamation, TDLR is implementing fast-track licensing procedures for all eligible TDLR licensees in the affected counties to help them recover and return to work as quickly as possible. The following procedures are in effect for the duration of the declared disaster period and any extensions:

**License expiration dates automatically extended.** All eligible licensees in the affected counties currently in the renewal period will have their license expiration dates automatically extended by 60 days. Check your license status online.

**Late fees and license replacement fees waived.** TDLR will waive renewal late fees and offer replacement licenses at no cost for all eligible licensees in the affected counties. Contact TDLR at [recovery@tdlr.texas.gov](mailto:recovery@tdlr.texas.gov) or 1-800-803-9202 to order a duplicate license at no cost.

**Continuing education (CE) requirements automatically waived.** All eligible licensees in the affected counties may renew without completing continuing education requirements.

**Extended grace period for expired licenses.** Licensees in the affected area with licenses expired beyond the usual expiration limits will be allowed to renew.

Visit [www.tdlr.texas.gov/harveyresponse](http://www.tdlr.texas.gov/harveyresponse) for more information.

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

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

**CE Classes:**

Oct 7 - Denton  
Oct 14 - Houston  
Hurst  
Oct 21 - Austin  
Rio Grande Valley  
Oct 28 - Burleson  
Corpus Christi

**License Prep:**

Oct 6/7 - Red Oak (DFW Area)  
Oct 28/29 - San Antonio  
Nov 4/5 - Austin  
Nov 11/12 - Houston

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

### Texas Air Conditioning Contractors Association

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

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

Visit us at [www.tacca.org](http://www.tacca.org), or call 800.998.HVAC (4822) to become one of the more than 5000 contractors across Texas who receive our information.

# ***Make Plans to Attend the***

*First Come  
First Serve.*

# ***Locke***<sup>®</sup> SUPPLY CO.

*All Sales  
Are Final!*

## ***Dent, Damage & Discontinued Sale***

*Two days only!*

*Thursday, October 19, 2017 and Friday, October 20, 2017, 7<sup>AM</sup> to 4<sup>PM</sup>*

*Locke Supply distribution Center*

*1300 SE. 82nd St., Oklahoma City, OK 73149*

- ★ **Hundreds of discontinued faucets, including American Standard & Delta!**
- ★ **Huge assortment of DeWalt & Milwaukee power tools & accessories!**
- ★ **Surplus of Engle tumblers, powder coat & stainless!**
- ★ **Assortment of Toilets, kitchen sinks and lavatories!**
- ★ **Plus many plumbing, electrical & HVAC parts & accessories. Too many to list!**

- ★ **Huge selection of ALLIED Commercial, Armstrong Air & Concord equipment!**

**ALLIED**<sup>™</sup>  
Commercial

**ARMSTRONG**  
**AIR**<sup>®</sup> The Professional's Choice

*Quantities are limited.  
First come first served  
basis. Hurry in for the  
**BEST BUYS!***

*Locke  
credit  
personnel  
will be on  
hand.*

*Bring your  
trailer!  
Merchandise  
won't last long!*

Heating and cooling equipment sold to licensed contractors only! All sales are final!!

*(Character, Customer Service, Employee Owned)*

# ***Attention Contractors!***

Some of these items are discontinued models and  
or current inventory items which have  
some damage.

**The price you pay is as is pricing**

**No returns**

Your invoice will be noted and or stamped

**ALL SALES FINAL  
NO FURTHER DISCOUNTS**

**Methods of payment accepted:**

Cash, Check (Approved),  
Credit card, Approved account

**Credit representatives will be present!**

Sale items must be picked up by 4:00 PM the day  
of the sale.

**Locke<sup>®</sup>**  
**SUPPLY CO.**

*Character, Customer Service, Employee Owned*

*Character, Customer Service, Employee Owned*



LET US HELP YOU GET YOUR CUSTOMERS BACK ON THEIR FEET.



Special Relief Financing  
**60 MONTHS, 6.99% APR**  
**WITH NO PAYMENT, NO INTEREST FOR THE FIRST THREE MONTHS\***

*Offer now available until Nov 17th.*

**HOUSTON**

- Houston (Northwest)**  
11717 Windfern Road, #100  
Houston, TX 77064  
713-856-7564
- The Woodlands**  
600 Spring Hills Dr.  
Spring, TX 77386  
832-562-4000
- Katy**  
21301 Park Row Dr, Suite 420  
Katy, TX 77449  
832-464-3850
- Humble**  
2002 S Houston Ave,  
Humble, TX 77396  
346-600-7170
- Houston (Southwest)**  
11727 W. Same Houston Pkwy. S.  
Houston, TX 77031  
281-561-8520
- Webster**  
12554 Galveston Rd., Suite B-200  
Webster, TX 77598  
281-218-6762



**CORPUS CHRISTI**

- Corpus Christi**  
441 Sun Belt Drive, Suite J  
Corpus Christi, TX 78408  
361-249-9366



*Find your nearest location online at the LennoxPROs store locator.*

*Please inquire with your Lennox TM for dealer costs.*



## The spotlight



**Jürgen Fischer** President of Danfoss Cooling will be on the UN Initiative Panel Cooling for All



**Robert Fly** has joined the Coastal HVAC Supply sales team

# Friedrich Rushes 200 A/C Units To Aid Aransas County Emergency Responders In Wake Of Hurricane Harvey Devastation

## Local Officials Say Need for Aid is Huge in Small Coastal Communities Hit by Harvey

San Antonio, Texas—200 Friedrich Chill room air conditioners, totaling 10,400-pounds of window A/C units worth an estimated \$55,000 were loaded up and delivered to Rockport, a town almost completely devastated by Hurricane and Tropical Storm Harvey.

The Friedrich A/C units were used by the Rockport Volunteer Fire Department, which was struggling to provide shelter for emergency responders in the area, including law enforcement officers, volunteer firefighters and emergency medical personnel and dispatchers, after many have lost their own homes and businesses.

“The destruction is unfathomable and the community desperately

needs help, so we’re doing everything we can to keep our local emergency responders in the area,” said Gillian Tate, volunteer firefighter. “Those of us that still have homes standing in the area must get them up and running as soon as possible with water, showers, and air conditioning, to provide adequate shelter for our emergency responders so they can continue to provide assistance and support for so many here who need it.”

“Friedrich contacted us and asked, ‘tell us what you need,’” said Tate. “I said we have an urgent need for 50 A/C units, but we could really use 200. They said, ‘consider it done.’”

Because freight transportation to the area

was severely limited due to the extensive storm damage, Friedrich employee volunteers handled the transportation and delivery themselves, making the 175-mile journey to deliver the units directly to the Rockport Volunteer Fire Department. Local officials there coordinated the distribution of the units to emergency responders throughout the county, based on individual needs.

“With a nearly 140-year history in Texas and so many strong ties to these communities, we are grateful to be able to lend a hand and hope that it will provide some relief to those who are suffering so much right now,” said Chuck Campbell, CEO of Friedrich.



## WOMEN IN HVACR WORKSHOP @ HARDI ANNUAL CONFERENCE

**JOIN US!**

**SATURDAY DECEMBER 2ND**

**2:00 PM - 5:30 PM**

**ARIA RESORT & CASINO**

**LAS VEGAS, NV**

**WWW.WOMENINHVACR.COM**



**NOVA**

**HARDI**  
ANNUAL CONFERENCE

CALENDAR OF EVENTS

Insco's October 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 instruction at our four state-of-the-art training facilities located in Houston, Grapevine, McAllen & San Antonio. We also offer local training at our branches or off-site facilities throughout Texas and Oklahoma City. 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: [insco.com/training](http://insco.com/training) to see the complete schedule of classes.

Abilene

Thursday, October 5th – Troubleshooting the Refrigerant System from 8am – 12pm located at the Hampton Inn 3526 W Lake Rd in Abilene | Only \$80

Grapevine

Tuesday, October 10th – Commercial Commissioning from 8am – 12pm located at Insco's Grapevine Training Facility | Only \$80

Tuesday, October 17th – Evacuation, Brazing & Torch Safety from 8am – 12pm located at Insco's Grapevine Training Facility | Only \$80

Tuesday, October 24th – 80% Gas Furnaces from 8am – 12pm located at Insco's Grapevine Training Facility | Only \$80

Tuesday, October 31st & Wednesday, November 1st – Mitsubishi M & P Series 2 Day Service Course from 8am – 5pm located at Insco's Grapevine Training Facility | Only \$200

Houston

Wednesday, October 4th – Airflow Fundamentals from 8:30am – 12:30pm located at Insco's South Houston Training Facility | Only \$80

Wednesday, October 18th & Thursday, October 19th – Mitsubishi M & P Series 2 Day Service Course from 8:30am – 5pm located at Insco's South Houston Training Facility | Only \$200

Lubbock

Tuesday, October 3rd – Troubleshooting the Refrigerant System from 8am – 12pm located at Insco in Lubbock | Only \$80

Round Rock

Wednesday, October 11th – Air Properties and Measurements from 8am – 12pm located at the Wingate by Wyndham in Round Rock | Only \$80

San Antonio

Wednesday, October 4th – Air Properties and Measurements from 8am – 12pm located at Insco's San Antonio Training Facility | Only \$80

Coburn's Training Schedule

Understanding Humidity Issues and Size Kitchen Hood Makeup Air

HVAC **Trainer Rick** Kincel will provide the HVAC contractor with valuable information in understanding air and its properties. Many technicians understand how the HVAC works but don't understand what it really does to the air and how it affects comfort. Students will receive a dry erase 11 x 17 Psychrometric chart to use in class and later on the jobsite to identify if their systems are actually operating the way they were designed.

HVAC contractors are now being held responsible to size the Makeup air for Kitchen Hoods over 400 CFM. Newer hood exhaust air quantities are being rated at 1000, 1200, or even larger causing the home to go into a negative pressure and have the HVAC contractor wondering why his AC is not working. This class will give the contractor a tool to size the Makeup air properly with a Loose, Tight, All electric, Natural Gas, Foam, or Stick construction home and the problems that will happen if you guess the sizing wrong.

**A must attend class** for any HVAC personnel, Owners and Service Technicians.

Contact your local Coburn's Salesperson to register, or for more info.  
All class will begin at 9:00 am and are about 4 hours long.

October

3 Lake Charles  
4 Lafayette  
5 Eunice  
6 Houma  
10 Harahan  
11 Covington

12 Baton Rouge  
13 Gulfport  
23 Lufkin  
25 Tyler  
26 Longview  
27 Shreveport  
31 W Monroe

November

1 Tupelo  
2 Memphis  
6 Hattiesburg  
7 Jackson  
8 Alexandria  
9 Beaumont

Understanding How to Charge Micro Systems and Understand how to Braze and Pull Correct Vacuum

HVAC Trainer **Jody LaPoint** will provide the HVAC contractor with valuable information in understanding how to charge micro channel systems. Many technicians understand how to charge copper tube fin coil systems but don't understand the micro channel system. Students will receive a training material and a subcool/superheat slide chart.

Also, HVAC contractors are going to learn how to correctly braze, pull a proper vacuum and read the QRD on Nortek systems

**A must attend class** for any HVAC personnel, Owners and Service Technicians.

Contact your local Coburn's Salesperson to register, or for more info.  
All class will begin at 9:00 am and are about 4 hours long.

October

3- Jackson, MS  
4- Greenwood, MS  
5- Memphis, TN  
6- Tupelo, MS  
10- Tyler, TX

11- Longview, TX  
12- Lufkin, TX  
13- Beaumont, TX  
17- Lake Charles, LA  
18- Lafayette, LA  
19- Eunice, LA

20- Alexandria, LA  
31- Galveston, TX

November

1- Houston, TX  
2- Liberty, TX

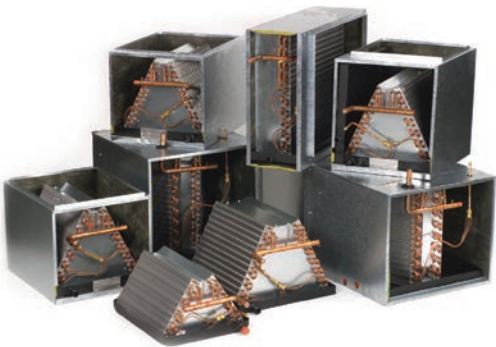
UNITED A/C SUPPLY  
HVAC WHOLESALER

Serving the Industry for 33 years

ONE STOP DOES IT ALL!



Proudly offering  
all sizes of  
ASPEN COILS



Specialized Parts and Supplies

- Grilles • Controls • Motors • Coils
- All Types of Refrigeration

More in Stock than Anybody Else!

We take our time with ALL customers.

After Hours Help Available.



CALL OR  
STOP IN  
TODAY

9920 Westpark

Houston, Tx 77063

713-952-5191

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

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



Texas Air Conditioning Contractors Association

Texas HVAC/R License Prep Course

Oct 6/7 - Red Oak (DFW Area)

Oct 28/29 - San Antonio

Nov 4/5 - Austin

Nov 11/12 - Houston

Time: 8:00 am till 5:00 pm

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

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

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

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

# Coburn's Supply held their Annual Summer Sales Classic and Banquet in New Orleans

*The event was held at The Royal Sonesta Hotel on September 23rd*



Highest Increase in HVAC stores were Baton Rouge Airline, Harahan LA, Tupelo MS and Baton Rouge Choctaw L-R Jeremy Minor, Scotty Daniels and Donald Maloney



Highest Increase in Tools and Chemicals were Baton Rouge Airline, Shreveport LA, Ruston LA and Baton Rouge Choctaw L-R Joel Robinson, Ray Minor, Derrick Wisham and Scotty Daniels



M&M Manufacturing had highest sales in Tyler and highest increase in Ruston LA L-R Joel Robinson, AJ Maloney, Bill Geyser, Seth Priester, Randy Weaver, Darren Tramel, Donald Maloney



Glasfloss had highest sales in Tyler and highest increase in Athens. L-R Pat Tolbert, Andy Faggard, Willie Mayes, Randy Weaver and Donald Maloney



NuCalgon had highest sales in Tyler and highest increase in Tupelo MS



Parker had highest sales in Tyler and highest increase in Baytown L-R Frank Wilson, Danny Keating, Bill Geyser, Randy Weaver and Donald Maloney



Honeywell had highest sales in Baytown and highest increase in Baytown L-R AJ Maloney, Dan Davis, Jim Fuller and Donald Maloney



Sure Comfort had highest sales in Huntsville and highest increase in Huntsville L-R Bill Geyser, AJ Maloney, Scott Dennig, Dustin Babin, and Donald Maloney



The Awards presenters were Patrick Maloney and Michael Maloney from Coburn's Supply



The vendors standing all contributed to Coburn Cares, a non profit set up to help the storm and flood victims



RGF had highest sales in Longview L-R AJ Maloney, Rene Luna, Jimmy Newhouser, Darren Tramel and Donald Maloney

**REGISTER ONLINE FOR OUR GOLF TOURNAMENT!  
OCTOBER 17 AT CLEAR CREEK GOLF COURSE**

**TACCAGH.ORG**



presents the 2017  
END OF SUMMER

**BBQ GALA**

**NOVEMBER 14**

**SEPTEMBER 19, 2017 | 6PM-9PM**

**SPJST LODGE #88**

**1435 BEALL HOUSTON, TEXAS 77008**

**\$35 PER PERSON**

**ENJOY BBQ & BEER**

**AS WE CELEBRATE ANOTHER YEAR!**

*& don't forget  
about our raffle!*

Purchase from our  
online calendar!

## FEATURING:

- CUSTOM MADE PAIR OF BOOTS BY PARKER CUSTOM BOOTS
- \$2,000 AIRLINE VOUCHER
- AR-15 GUN
- HIS & HER SERIES 2 APPLE WATCH



## Court Grants AHRI's Motion to Intervene in NRDC v DOE Lawsuit

**Arlington, Va.** — On Friday, August 25, the U.S. District Court for the Northern District of California granted the Air-Conditioning, Heating, and Refrigeration Institute's (AHRI) motion to intervene as a defendant in two identical federal lawsuits: one filed by the Natural Resources Defense Council, Sierra Club, Consumer Federation of America, and Texas Ratepayers' Organization to Save Energy; the other by eleven states and one city. AHRI filed its motion to intervene in order to protect its members' interest in a proper interpretation of the Department of Energy's (DOE) Error Correction Rule. Plaintiffs in these two actions seek to narrow the scope of the Error Correction Rule, and to use the Rule improperly to limit DOE's discretion to correct or reconsider proposed rules before they become final.

"We are pleased that the court has granted us intervenor status in this important case," said AHRI President and CEO Stephen Yurek. "The Error Correction Rule resulted from our settlement with DOE in prior litigation, and it is

critical that manufacturers are represented in any proceedings that would determine DOE's ability to modify or withdraw pre-published rules."

The lawsuits seek to mandate that DOE finalize four pre-published energy efficiency rules — including energy efficiency standards for commercial packaged boilers — that were released at the end of the Obama Administration. With the change in administration and the subsequent imposition of a regulatory freeze during a 45-day required public review period mandated by DOE's Error Correction Rule, several of the draft rules have not yet been published in the Federal Register.

District Judge Vince Chhabria has ordered the plaintiffs to file a consolidated complaint by September 8, and then for AHRI and the government to file a consolidated answer by September 22. He has also ordered all parties to attend a case management conference.

The Error Correction Rule was published in 2016 as the result of a settlement of AHRI's

lawsuit against DOE pertaining to walk-in cooler and freezer standards. The Rule requires DOE to pre-publish proposed rules at least 45 days before they become final to allow parties to submit proposed corrections. AHRI and its industry partners have advocated a broad interpretation of what constitutes an "error," warranting reconsideration of the substance of a pre-published rule, and they contend that DOE has broad authority to modify or even withdraw proposed rules before they become final. In the suits, however, the plaintiffs argue that, under the Error Correction Rule, pre-published rules can only be changed to correct typographical errors or mathematical mistakes and must be published at the close of the 45-day review period.

"We believe these cases raise important issues about regulatory certainty for manufacturers and stakeholder engagement in DOE's rulemaking process," said Yurek. "We look forward to briefing the issues and working with all the parties in these cases to ensure that our members' views are represented."

## Product News

### Bosch Thermotechnology Corp. Introduces Bosch Connected Control BCC100 Thermostat

*New system features Wi-Fi connectivity, weather access, a touch screen display and programmable options*



**Londonderry, N.H.** —

Bosch Thermotechnology announced an expansion today of its extensive portfolio with its new Bosch Connected Control (BCC100). The BCC100 is a full-color, 5-inch, touch-screen thermostat that brings convenience and functionality to the home with Wi-Fi connectivity, allowing remote monitoring and control of home HVAC systems.

The Bosch Connected Control saves energy and money by automatically turning the heating and cooling on and off to maintain temperature while

homeowners are out of the house. The BCC100 is programmable, giving users the option to either follow factory-loaded presets or create their own, personalized schedule. Its intuitive scheduling menu helps maintain the most comfortable environment, with a dedicated terminal for humidifying or dehumidifying functions. The BCC100 is compatible with the majority of HVAC systems on the market.

"As a trusted manufacturer of HVAC products, we created an integrated approach to heating and cooling solutions with the Bosch Connected Control," said Goncalo Costa, Product Director at Bosch Thermotechnology. "Our approach links the thermostat directly to the

HVAC equipment, giving homeowners more control over ambient temperatures."

Additionally, the BCC100 app allows users to monitor and control all of their thermostat settings remotely. Users can adjust the schedule on the go, or set it to "vacation mode" to save energy while they are away. With the BCC100's ability to display local weather forecasts, users can plan ahead and program accordingly.

With the free BCC100 app, available with any compatible iOS and Android device, users can connect to an unlimited number of thermostats and manage up to four schedules per thermostat. While the thermostat is Wi-Fi accessible, it's also designed to allow offline access.

For more information, visit <http://bosch-climate.us/bcc100>

# 24TH ANNUAL FISHING TOURNAMENT

## NEW DATE!

# OCTOBER 27 & 28

# CORPUS CHRISTI, TX

REGISTER ONLINE AT  
[TACCAGREATERSANANTONIO.ORG](http://TACCAGREATERSANANTONIO.ORG)  
BY OCTOBER 18

## MEMBER MEETING

THURSDAY,  
OCTOBER 19,  
11:30 AM – 1PM

HOW YOU CAN PROTECT  
YOUR COMPANY FROM  
COMPUTER TERRORISM –  
RANSOMWARE ATTACKS

HACKERS ARE OUT  
TO SHUT DOWN  
YOUR BUSINESS!

where:

OLD SAN FRANCISCO STEAKHOUSE  
10223 SAHARA DR,  
SAN ANTONIO, TX 78216

---

REGISTER ONLINE AT  
[TACCAGREATERSANANTONIO.ORG](http://TACCAGREATERSANANTONIO.ORG)

## ABC Home & Commercial Services in Austin TX Receives Excellence Award from Lennox® Industries



Jason Rios from Lennox presenting the award to the ABC team L to R Matt Burns, Bobby Jenkins, Adam Turnipseed, and Jason Rios

**Austin, TX** – ABC Home & Commercial Services recently received the Lennox Ultimate Comfort Partner of Year Award from Lennox Industries, an international heating and air conditioning equipment manufacturer.

Jason Rios, Lennox' District Manager, presented the award to ABC Home & Commercial Services on Tuesday, September 5th.

The Lennox® Partner of the Year Award, presented in each Lennox® sales district, honors Dealers who are industry and market leaders committed to the Lennox® brand. These Dealers have grown their business consistently while developing and training their employees to deliver outstanding customer service. ABC is the winner from the

western United States region, spanning from California to Texas.

Established in 1949, ABC Home & Commercial Services employs over 30 HVAC specialists and services Austin, San Antonio, and Corpus Christi in Texas for HVAC needs.

"I am very proud of our HVAC team for being recognized," says Bobby Jenkins, owner of ABC Home and Commercial Services. "Our team of highly trained, friendly service specialists are committed to exceptional customer satisfaction and experience each and every time."

A worldwide leader in home comfort, Lennox® Industries markets its air conditioning and heating products through a network of more than 7,000 North American dealers.

## Product News

### Rheem Releases A New Line of Furnaces and Receives Prestigious Awards

Rheem has the only furnace line-up to hit 98%+ AFUE across an entire product family

**Atlanta** --- Rheem is proud to announce the launch of the new Prestige® Series EcoNet® Enabled Modulating Upflow Gas Furnace. The R98V attains PlusOne™ Energy Efficiency of 98%+ AFUE across the entire family and matches the industry high of 98.7% which saves energy and money.

The R98V comes with the PlusOne® Diagnostics 7-Segment LED on all units to make it easy to service and diagnose and the PlusOne® Ignition System which includes the Direct Spark Ignition (DSI) for reliability and longevity. This furnace has built-in service and safety features like the PlusOne® Water Management System with patented Blocked Drain Sensor that forces the furnace to shut down if the drain gets

blocked. When connected to the Rheem-exclusive EcoNet Control Center, the R98V furnace will display important service and maintenance information that can also be accessed on the homeowner's smart device.

The Rheem Prestige Series family of furnaces have been named the ENERGY STAR® Most Efficient by the Environmental Protection Agency (EPA) for two consecutive years (2016 and 2017). In addition, the R97V model recently won the ACHR News 2017 Silver Dealer Design Award in the HVAC High Efficiency Residential Equipment category.

The R98V comes with a 10-year parts warranty and a limited lifetime heat exchanger warranty.



House Bill 3029, passed by the 85th Texas Legislature, amended Occupations Code, Chapter 1302, relating to air conditioning and refrigeration contracting and the education and certification of air conditioning and refrigeration technicians. House Bill 3029 and the changes to Chapter 1302 became effective September 1, 2017.

TDLR encourages all persons interested in the Air Conditioning and Refrigeration program to review the updated Occupations

Code, Chapter 1302 at: <https://www.tdlr.texas.gov/acr/acrlaw.htm>

The Air Conditioning and Refrigeration Contractors Advisory Board is scheduled to meet Wednesday, October 25, 2017 at 10:00 a.m. in the 1st Floor Public Meeting Room of TDLR's North Campus Building, located at 1106 Clayton Lane, Suite 125E, in Austin. When the agenda and staff reports are available, they will be posted online. The meeting will be broadcast on TDLR's YouTube channel.





**Distributor Benefits:**

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

**Needs only 27" x 19" Floor Space**

**Contractor Benefits:**

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make **\$100.00** profit per install



*Always get the best!*

**Sold at your local distributor!**  
If not, call:  
**(704) 892-5399 or**  
**[www.attictent.com](http://www.attictent.com)**

**CONTINUING EDUCATION**

**LIVE OR ONLINE**



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

TDLR Provider #1142



**(888) 500-PASS**

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

**CHANGE OF ADDRESS?**

Don't forget to let us know to continue receiving your complimentary copy of *Air Conditioning Today*

Fax us at 830.627.0614 or go online to [www.ac-today.com](http://www.ac-today.com)

## RGF's Rapid Recovery Unit Wins Dealer Designer Award

**Riviera Beach, FL** – RGF Environmental Group, Inc., the leader in IAQ and innovative technologies, was recognized once again for excellence in product design in the 14th annual Dealer Designer Awards Program sponsored by The ACHR News magazine. An independent panel of contractors acted as judges in the contest that had 81 entries. The company's Rapid Recovery Air Purification and Odor Destruction System (RRU)® was awarded the Bronze Dealer Design Award for Innovative IAQ technology. This is the company's eighth award over the past five years.

The RRU utilizes RGF's patented PHI-Cell® technology, which produces an advanced oxidation plasma similar to nature's oxidizers. This process features a broad-spectrum UV light and a quad-metallic target that combine to generate nature's friendly oxidizers: hydroperoxides, hydroxides and super oxide ions, to kill microbes and reduce odors and gases in the space while being completely safe for occupants. These are called friendly oxidizers, which return to oxygen and hydrogen after making contact and destroying pathogens. The RRU system comes standard with an internal fan and an odor absorbing media filter, which enhances the speed and efficacy of the system by reducing gross particulates such as pollen. Filtration, however, is not the core method utilized to reduce or eliminate pathogens and odors, but it is the advanced



oxidizers, created by the PHI-Cell® that actively treat the air external to the unit.

Ideal for duct cleaning, the portable RRU-16-DS option comes with a flexible hose assembly on the end cap, which enables maintenance personnel or HVAC contractors to attach the hose into the return air vent. In doing so, the hydroperoxide molecules can be distributed throughout the entire HVAC system to greatly reduce mold, bacterial growth, odors and gases. Once the unit is activated, it will quickly and efficiently clean the ducting, in as little as 30 minutes for an average size home.

This latest award is the result of RGF's award-winning engineering and vertically integrated "Made in the USA" manufacturing and assembly process. Since RGF designs their own products, they can produce far superior products in quality and performance than other companies in the corresponding HVAC/IAQ marketplace.

"RGF's Rapid Recovery Unit® is the ideal solution to resolve malodor issues of all types and can be used to rapidly and effectively treat many problem areas during daily maintenance and

housekeeping operations within occupied spaces. The luxury hotel, cruise ship, property management and HVAC industries have taken a proactive approach in utilizing RRUs to sanitize, disinfect and deodorize guest rooms and suites, common areas, meeting and function rooms, and to sanitize vents and ducting after regular duct cleaning," said Walter Ellis, executive vice president and general manager of RGF Environmental Group, Inc.

RGF manufactures over 500 environmental products and has a 32-year history of providing the world with the safest air, water and food without the use of chemicals. RGF holds numerous other patents and patents-pending and previously invented the Guardian Air PHI-Cell (Photohydroionization) and patent-pending REME-Halo both for the HVAC industry. RGF's Advanced Oxidation Systems are proven and tested to be extremely effective in destroying mold, odors, bacteria and viruses while also being completely safe for occupants, and the REME-Halo has the added benefit of reducing particulates.

For additional information visit : <http://www.rgf.com/air-purification>.

## See the Latest HVACR Innovations, Products and Technologies at the Highly-Anticipated 2018 AHR Expo in Chicago

*Showcase features hundreds of products and technologies for contractors, engineers, facility managers, OEMs and other HVACR industry professionals*

**Westport, Conn.** – The future of HVACR will be on display in January when hundreds of new and upgraded products and technologies for the HVACR industry will be featured at the 2018 AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) in Chicago.

The 2018 AHR Expo will be held Jan. 22-24, 2018 at McCormick Place in Chicago.

Exhibitors will be displaying an impressive variety of new or enhanced HVACR-related products, systems and technologies across every facet of the industry, from complete systems engineered for large commercial and industrial buildings to labor-saving tools and profit-generating services for residential contractors.

With 2,000+ exhibitors, 100+ seminars and product presentations, and more than 65,000 attendees, the Show provides a unique forum for the entire HVACR industry, from product designers and engineers to installers and end-users, to come together and share ideas, discover new products, and find solutions to technical problems.

Some of the exhibits that contractors, engineers and other attendees can look forward to include:

- VFDs (variable frequency drives) for HVAC applications—specifically designed for building automation applications, helping minimize energy costs and maximizing occupant comfort
- Upgraded Wi-Fi-connected thermostat technology that allows for control via iOS or Android apps, plus

email notifications and advanced voice control

- A digitally controlled mixing valve that provides fast, accurate temperature control for domestic hot water applications
- New bionic impeller technology with a special blade design, modeled after the tubercles on a whale to ensure an optimized airflow angle and reduced flow separation on the blade surface
- A self-contained HVAC system for hazardous locations, designed to prevent an explosion by using only non-arcing components installed in a small, light increased safety enclosure
- An oscilloscope for testing motor shaft voltages, allowing contractors to determine if motors are at risk of premature bearing failure due to bearing currents
- New electrical test meter technology for reliable, true-RMS measurements in crowded junction boxes or along conductors with inaccessible ends points, saving time, minimizing potential errors, and greatly reducing the possibility of arc flash
- Software that allows engineers and designers to create air systems including both air handlers and rooftop units, including the tools to design complex hydronic, steam, plumbing and VRF (variable refrigerant flow) systems along with control schematics

- An array of tools, including heavy-duty wire strippers built with the durability of pliers and the sharpness and precision of a wire stripper; thermal imaging technology with Wi-Fi that uses a slim IR camera with an integrated touch-screen; a handheld particle counter for indoor air quality investigations; and a copper line cleaning tool that removes contaminants from existing refrigeration and air conditioning lines

This is only a sample of the huge array of innovations to be highlighted at the 2018 AHR Expo. For more information including a searchable directory of exhibitors and product categories and to register, visit [ahrexpo.com](http://ahrexpo.com).

### About AHR Expo

The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) is the world's largest HVACR event, drawing in more than 2,000 exhibitors and 65,000+ attendees every year. Since 1930, the Show has provided a unique forum for the entire HVACR industry, including OEMs; engineers; contractors; manufacturers; distributors; commercial, industrial and institutional facility operators; and educators to come together and discover the latest products, learn about new technologies and develop mutually beneficial business relationships. This year's Show, co-sponsored by ASHRAE and AHRI, will be held Jan. 22-24, 2018 at McCormick Place, Chicago, and is held concurrently with ASHRAE's Winter Conference.

### Want to SAVE on CRANE costs?



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

(972) 939-3231

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

BUY

SELL



GLASS MASTER  
FACTORY TRAINED  
30+ YEARS EXPERIENCE

CALL TED 210-912-7669

PARTS

SERVICE

For a

**FREE**

Subscription to

**Air Conditioning  
TODAY**

visit our  
website  
[ac-today.com](http://ac-today.com)  
or call

830-627-0605

# Focus

## Big Crane Work Small Crane Price

Alternative A-Frame



U.S. Patent

Read latest reviews online at  
**www.A-AFrame.com**  
404-538-4274 • rpl33@yahoo.com

NEW LOWER PRICING &amp; FREE SHIPPING\*

\*FREE SHIPPING to the lower 48 United States

Crane Operators  
CALL TODAY

- 3500 lb. Capacity
- Durable, Compact, Portable
- Expands to 11'6" Height
- Large, Swiveling & Locking Tires

## CASTILLO TRAINING

•TDLR 8 HR CE CLASSES•

Law, TESP, Basic Manual J, Codes, OSHA & Safety

Tuesday October 3, 2017

Location: **Johnson Supply San Antonio**

1050 Arion Parkway

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

Saturday October 21, 2017

TDLR No. 1362 Class No. 15545

Location: **Pharr, Johnstone Supply** October 10

• License Prep Classes • call for ongoing dates

• EPA Online Exams • call for dates

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

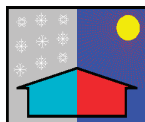
silverfox0001@earthlink.net [www.castillotraining.com](http://www.castillotraining.com)

•NATE Training Classes•  
**COMING SOON**

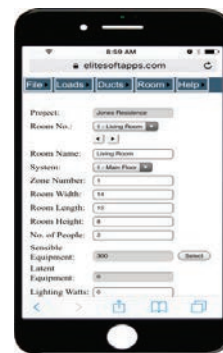
## Elite Software

### Over 20 Hvac Design Programs!

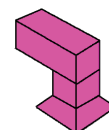
Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigeration, More!

**New!**

**Rhvac Online \$49/up** ACCA approved Manual J, D, and S calculations. **Works on phones, tablets, iPads, and computers**



**\$199/up** To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing

**Register for Free Trial Version!****www.elitesoft.com****800-648-9523**

## ACORATE Flat Rate Software

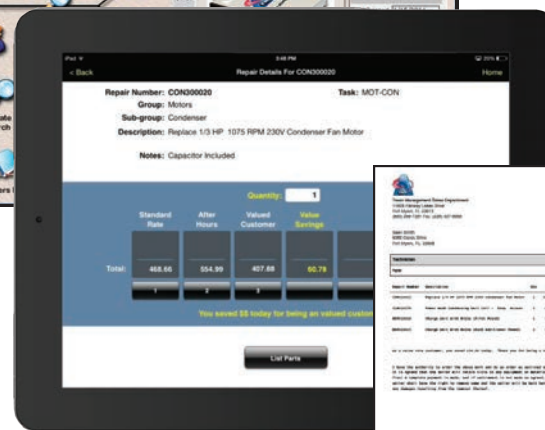
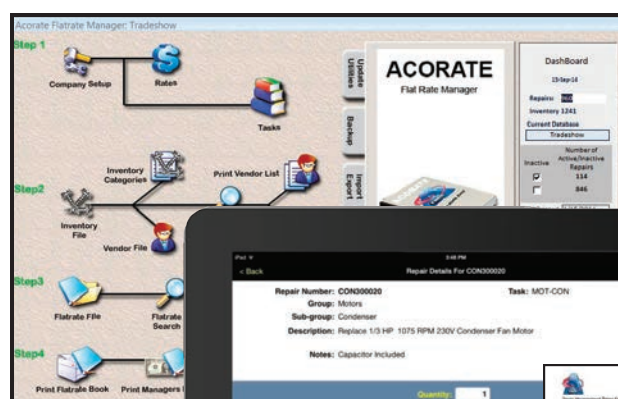
*No ongoing monthly fees required!*

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



**Team Management Systems, Inc.**

[www.acorate.com](http://www.acorate.com) ♦ [sales@acorate.com](mailto:sales@acorate.com) ♦ (800) 299-7351



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

COME MEET THE COMPANIES  
WHO ARE INVENTING

# THE FUTURE OF HVACR



## AHREXPO®

Register for free ▶ [ahrexpo.com](http://ahrexpo.com)

**CHICAGO** MCCORMICK PLACE • JAN 22-24, 2018



**65,000+**  
Industry  
Professionals

**2,000+**  
Manufacturers  
& Suppliers

- ▶ See Thousands of New Products
- ▶ Attend Seminars & ASHRAE Winter Conference
- ▶ Earn Professional Credits

CO-SPONSORS

