



Air Conditioning TODAY



SEPTEMBER 2017 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 31, No 9

Lennox Parts Plus Grand Opening in Humble TX



Lennox Parts Plus at 2002 S Houston Ave in Humble TX pictures on page 22.

Insko Distributing held Supplier Showcases in the Houston area stores on August 15-16



Pictures on page B4.

HURRICANE HARVEY!



Rockport Texas and the entire Texas coastline from Corpus Christi to Port O'Connor became the center of news attention all across the country when Hurricane Harvey roared onto shore at approximately 10 pm on Friday August 25. Peak winds of 130 mph lead the category 4 hurricane from the shores of Rockport inland and wreaking havoc with all the south Texas communities in its path. Rockport, Port Aransas, Aransas Pass, City by the Sea, Seadrift, Port Lavaca, Corpus Christi,

Victoria, Refugio and many other communities were devastated by the strongest hurricane to hit Texas since Carla came ashore in 1961. Hurricane Harvey made some other history by being the first major hurricane to make landfall in the US since 2005 and Hurricane Wilma. It was also the first hurricane to hit Texas since Ike in 2008. Hurricane Harvey continued across Copana Bay after hitting Rockport directly, then made a second landfall north of Holiday Beach as a Category 3 hurricane. The storm wind

speeds continued to drop, but so did the speed of the storm. The slow moving tropical storm dumped tremendous amounts of rain leading to flooding the affected areas.

Hurricane Harvey and then tropical storm Harvey have caused unprecedented and extremely catastrophic flooding in the Houston area and all of southeastern Texas. More than 24" of rain has fallen in most of the affected areas, and more is expected. FEMA director Brock Long has called Harvey "the worst

disaster" in Texas history. Some estimates put the total damage around \$10 billion dollars.

As of press time for AC Today, a visit to the area by President Donald Trump is expected. Texas Governor Greg Abbott had declared a state of emergency for 50 counties and mandatory evacuations for several counties. Louisiana Governor John Bel Edwards had declared a state of emergency for the entire state and mandatory evacuations for several counties as well.

RectorSeal Launches Generous Program to Support HVACR Education

RectorSeal understands the essential role that HVACR schools play in recruiting and training the next generation of technicians. As such, they want to make certain HVACR educational programs have the tools they need to help future technicians understand proper condensate maintenance.

The RectorSeal educational program will be available for full time HVACR educational programs at community colleges, trade schools, high schools and apprenticeship programs.

Through this generous donation program, schools with HVACR programs will receive:

- A one-hour technical power point
- 3 condensate products/ switches
- 1 Mighty Pump
- A biocide or enzyme based drain treatment product

Programs will also receive a full-line HVAC catalog and one (1) each of RectorSeal's current posters and/or banners.

Members of Council of Refrigeration and Air Conditioning Educators (CARE)* will receive an additional Technician's Essential package (a \$50 value) containing:

- SS1 Directional Cleanour Tool
- Tru-Blu 1/2 pt
- RectorShield
- Sandcloth
- PVC Solvent Cement - HOT 203L 1/2 pt
- PVC Primer JIM PR-1L 1/2 pt.
- EP-400 Epoxy Putty 2 oz.
- Better Bubble

*Not a member of (CARE)? Find out more about CARE by visiting www.carehvac.org.

To ensure that these resources go to full time HVACR educational programs at community colleges, trade schools, high schools and apprenticeship programs, RectorSeal has partnered with ESCO Institute.

Instructors wanting to

receive your free products visit www.escogroup.org, click proctor login, and click resource center to order your items. Instructors without a proctor id can call 1-800-726-9696 to have a free user id and password created for the resource center.

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Daikin lower GWP refrigerant R-407H receives approval for use from the U.S. EPA SNAP Program

Orangeburg, New York- Daikin America, Inc. a subsidiary of Daikin Industries, Ltd, today announces the listing of lower global warming potential alternative R-407H for use in Retail Food Refrigeration for Remote Condenser applications by the U.S. EPA SNAP Program. Remote condenser applications include convenience stores, bakeries, supermarkets, restaurants and other systems operating between 0.3 and 5.7 cooling tons and rejecting heat outside of the evaporating environment. This marks the first of R-407H approvals in commercial and industrial refrigeration.

Daikin's non-ozone depleting, GWP 1495, non-flammable refrigerant R-407H compares favorably to R-404A which is commonly used today. Daikin R-407H achieves a COP of 106% when compared to R-404A in Medium and Low Temperature refrigeration applications while providing a near perfect match to R-404A pressure. R-407H has been classified by ASHRAE as safety group A1, and is compatible with common POE oils. Additional performance details, test results, case studies and compatibility information and commercial samples are available upon request.



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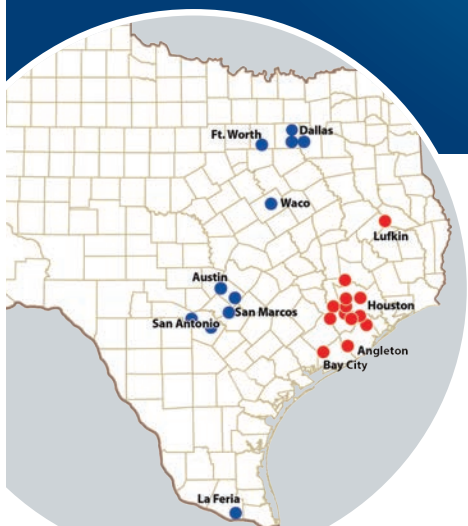
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Product News

Fujitsu General Introduces Wi-Fi Enabled Wall Mount Mini-Splits

Fujitsu General America has introduced Wi-Fi enabled, wall-mounted ductless split heating and cooling systems with efficiencies up to 33-SEER. The new 9,000 (9RLS3Y), 12,000 (12RLS3Y) and 15,000 (15RLS3Y) BTU models offer HSPF ratings of up to 14.2, making the entire line **ENERGY STAR®** rated.

All Wi-Fi enabled systems offer remote

operation using a smartphone or tablet as the remote control. One mobile device can control several indoor units.

All of the inverter wall-mount systems are available as single zone split system heat pumps, with nearly full heating capacity down to -5°F ambient and cooling operation down to 14°F.

The RLS3YH versions have condensing units with built-in base pan heaters for

high efficiency operation and extra low temperature heating with ambient temperatures down to -15°F.

With Fujitsu General's ESP technology, these systems know if residents leave the room without turning the unit off. With ESP, 20 minutes after a space is vacated, the set-temp is increased by 4°F when cooling and reduced by 8°F when heating. Then, when the



space is reoccupied, it returns to the previous operating mode. ESP prevents wasteful operation, saving energy, and can also be deactivated if chosen.

Standard features include wireless remote control, ion

deodorizing filters, sleep timer, 24-hour timer, dry mode, four-way auto louver and auto mode.

Honeywell Advanced Electrode Humidifier (HM750A100)



Honeywell's new Advanced Electrode Humidifier offers a versatile design and intuitive self-diagnostics to deliver on-demand humidification quickly and consistently. Easily installed, the humidifier works using standard water, regardless of its hardness (a non-softened cold water line is recommended). Built with consumers' connected homes in mind, the humidifier is compatible with Honeywell's latest pro-quality thermostat setups, like the Prestige IAQ and the VisionPRO 8000, meaning easy app support on the TCC and Lyric apps. Honeywell's Advanced Electrode Humidifier was available starting in mid-August 2017.

Key Product Features:

- Auto-adaptive technology, with included HumidiPRO, adjusts for changes in the weather
- Efficient, on-demand humidification
- Smallest footprint of any steam humidification product on the market
- Duct or wall installation; industry's only duct mountable steam solution enabling great replacement and new installation opportunities
- Easy, one-person installation
- Easy access wiring terminals
- Intuitive self-diagnostics to ensure the home is always comfortable
- Hinge-mounted replacement canister for easy maintenance by the homeowner
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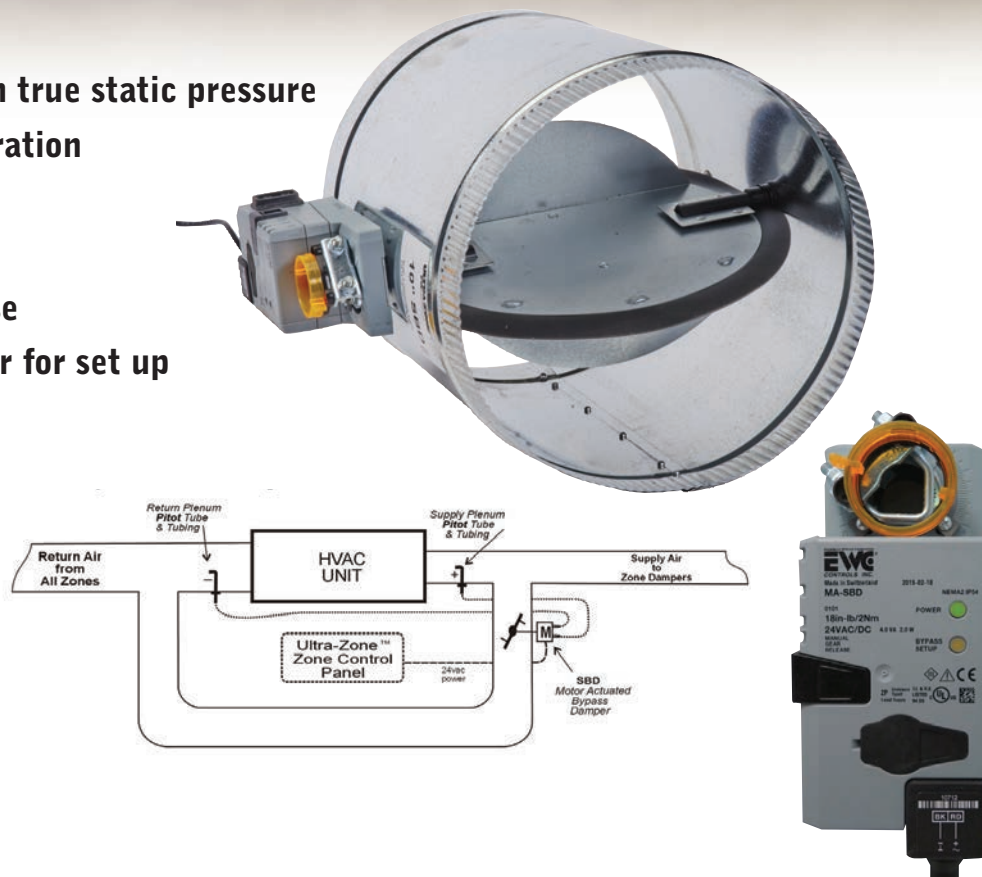
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New Branch Manager in Oklahoma for Hunton Distribution



Charlie Hunton, President and General Manager of Hunton Distribution, is pleased to announce that Rick Redieck has joined the Hunton Group as Branch Manager for the Oklahoma City territory. Rick brings with him over 10 years experience with HVAC distribution and the Trane product. The last 5 years Rick was in a management role that produced substantial share growth. "We are looking forward to Rick's leadership and expect him to hit the ground running with much success," stated Charlie Hunton.

Long before the internet, when I was about to make a large purchase, I would ask family, friends and neighbors who they would buy from. Sure, I could read the promises the companies made about their products, but I am a marketer, so I read anything a company publishes with a little bit of skepticism.

Online Reviews Changed Everything

Then along came the internet, and suddenly I didn't even need to pick up a phone to find out what my friends and family think about the newest restaurant in town, a new model car or a local heating and air conditioning company. People share their opinions on social media, on company websites and online review sites like Yelp, Trip Advisor, Angie's List and CNet to name a few.

Online reviews are big business with more and more popping up all the time. Exploring the trend and trying to figure out what the emphasis on online reviews would mean to our customers, I dove into a recent study by Bright Local here are some of the most interesting data points and what they mean for you.

84% of people trust online reviews as much as a personal recommendation

In an age when we see each other

less and less often, your customers are turning to online review sites to read about you. It is important that they find recent, positive information because 74% of consumers say that positive reviews make them trust a local business more.

So what do your customers say about you?

Don't leave it to chance. Develop a program to proactively ask for reviews in person, on the phone and in emails with links to the online review site. Make it easy for your customers to share positive information about you. The Bright Local study found that 7 out of 10 consumers will leave a review for a business if they're asked to. Based on our experience that is a little high, but even if only 1 out of 10 customers write a review, that will give you a steady stream of new information prospective customers can turn to and learn more about your business.

Don't be discouraged if you only have a few reviews right now. It isn't the quantity, but the quality which makes the biggest impact to a potential customer. When forming an opinion about a business, 90% of consumers read less than 10 reviews before forming an opinion about a business. So focus on creating great experiences and then ask for reviews.

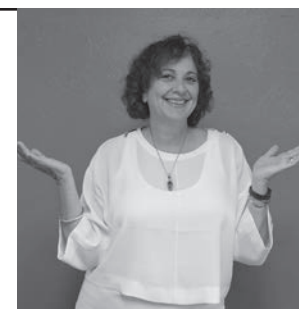
I am a numbers geek and could talk about the study line by line but I won't. If you are curious, you can read the entire report.

Local SEO Benefits of Online Reviews

In addition to the ability to convince customers you are the right choice, online reviews have another very important benefit. When a customer writes an online review they use the words and phrases other prospective customers are likely to use to search for your company. So encourage people to write reviews you can share on your website. You will increase your key word count in a natural way.

In addition, local search engines which are in the business of providing people accurate and relevant information to help them make decisions on future purchases use reviews and star ratings to answer questions. That's why Google has been actively promoting their Google online review tool. The more positive data they can collect about a company, the more likely they will be to promote that company.

The bottom line is the more online reviews of your business on external sites and your own website the better it will be for your SEO.



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.



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Fluke expands the Condition Monitoring system to include Thermal Monitoring

Maintenance managers can now visually inspect critical equipment remotely to build a real-time picture of an asset's condition

EVERETT, Wash. – Fluke Corp. has expanded the capabilities of its Condition Monitoring system to include thermal monitoring with the addition of the new Fluke® 3550 FC Thermal Imaging Sensor. Maintenance managers can now collect

a more comprehensive variety of key-indicator data — thermal imaging, voltage, current, temperature, and power — on critical equipment to build a real-time picture of an asset's condition. With the right mix of data all in one place,

managers can implement planned maintenance and decrease the frequency of preventive rounds.

Fluke Condition Monitoring is a cloud-based software platform in combination with rugged electrical, temperature, and

power quality monitoring sensors to support condition-based maintenance programs. The software aggregates data pooling measurements from Fluke wireless tools with real-time condition monitoring data and historical records for a complete picture of asset health.

Fluke Condition Monitoring gives maintenance teams a practical, scalable system that allows them to visualize live readings. This accelerates issue detection, analysis, and resolution to optimize the lifespan of critical

equipment without invasive retrofits or specialized training. Alarms can be set to notify technicians via their mobile phones when specific measurement thresholds have been hit, allowing teams to take immediate action to resolve issues.

Product News

Samsung Expands Max Heat Series

Roanoke, TX - Samsung is expanding the Max Heat heat pump and heat recovery series with commercial, light commercial, and residential products. The Max Heat product line yields an advantage for Samsung with its ability to provide enhanced heating performance. The DVM S Max Heat VRF systems are equipped with flash injection technology which supports 100% heating capacity at -13°F.

Samsung is unveiling new additions to the Max Heat series throughout 2017 including low ambient heating 1:1 high-wall systems. Currently, the Max Heat series consists of 6-24 ton heat pump VRF systems for commercial applications providing 100% heating capacity at -13°F. Residential and light commercial product offerings include ENERGY STAR® rated single zone and Free Joint Multi (FJM) multi zone systems providing high heating capacity at -13°F.

New airflow technology allows the DVM S heat pump and heat recovery units to capture an Integrated Energy Efficiency Ratio (IEER) of 40. Other system features include a built in base heater, Wi-Fi capability, and ENERGY STAR® certifications.

For technical information regarding the Samsung Max Heat series, visit www.dvmdownload.com.



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providing technical assistance; rendering interpretations/opinions on code; preparing and disseminating administrative and technical materials; and working with Department staff to establish and accomplish section objectives.

If this is a position you'd be interested in, or if you know someone who would be interested, please see more information about the posting at [https://www.tdlr.texas.gov/hresources/PrgSpcIV\(0718-17\).htm](https://www.tdlr.texas.gov/hresources/PrgSpcIV(0718-17).htm), as well as more information about working at TDLR at <https://www.tdlr.texas.gov/employ.htm>.

PHCC Educational Foundation Receives ASAE Power of A Honors for Workforce Awareness Campaign

The PHCC Educational Foundation has received national recognition for efforts to showcase the benefits of a career in the plumbing-heating-cooling (p-h-c) industry, which faces an extreme workforce shortage.

The organization earned a 2017 Power of A Silver

Award from the American Society of Association Executives (ASAE) for its national Workforce Awareness Campaign. Targeted to parents, students, educators and the transitional workforce, the goal of the campaign is to attract more than 100,000 workers to

the p-h-c industry by 2020.

"Congratulations to the PHCC Educational Foundation and their partners for their efforts to enrich and strengthen lives," says Sharon J. Swan, FASAE, CAE, chief executive officer of the American Society for Clinical Pharmacology and Therapeutics and chair of the Power of A Awards Judging Committee. "Their initiative exemplifies how we work best when we work together and how associations have a positive influence on our everyday lives in every way."

During the ongoing Workforce Awareness Campaign, the Foundation and the Plumbing-Heating-Cooling Contractors—National Association collaborate to develop various tools, templates and resources, many of which are available on a comprehensive online Workforce Development Resource Center. In addition, the organizations recently expanded youth-oriented outreach via a new website (www.phccareers.com), new videos and social media channels.

The Workforce Awareness Campaign was recognized by ASAE for not only for helping to fill the p-h-c industry's crucial skilled worker shortage today but also for ensuring that the future of the industry is equipped with skilled workers who are dedicated to the health, safety and comfort of society and the protection of the environment.

Says PHCC Educational Foundation Chairperson Craig Lewis: "We're truly involved in strengthening careers, families, our workforce, systems, structures and the world ... which is why we're so proud of ASAE's prestigious Power of A award; it truly recognizes the impact an association like ours can have on so many levels."

"A key component of the campaign is to develop materials that members and chapters can customize for local markets," said PHCC—National Association President Patrick Wallner. "We are so pleased with the success so far, as evidenced by the number of workforce recruitment programs that are being replicated across the country, and the expanded direct contact with prospective employees by members and chapters. This truly reflects the Power of an association like PHCC."

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Frost Brothers Heating and Air Installs Donated YORK Heating and Cooling Systems in Mortgage-Free Home Honoring U.S. Military Veteran

Lewisville-based A/C contractor and Johnson Controls work together for Building Homes for Heroes home dedication

On July 27, Frost Brothers Heating and Air joined other local contractors and Building Homes for Heroes at a Welcome Home ceremony in Keller, TX for Army Private Madison Hauge. The ceremony was held at 10:00 a.m. and was open to the public. Johnson Controls donated a complete YORK heating and cooling system including a touch-screen connected thermostat and Frost Brothers Heating and Air is provided installation of the system for the veteran's new home.

"The support of companies like Johnson Controls and its high-quality YORK heating

equipment contractors like Frost Brothers Heating and Air enable our organization to reach more injured veterans in need and help them begin to rebuild their lives," said Chad Gottlieb, director of construction development, Building Homes for Heroes.

Building Homes for Heroes is a national organization that recognizes the tremendous sacrifices of men and women of the United States Armed Forces by supporting the needs of severely wounded or disabled soldiers and their families. The organization strives to build or renovate quality homes and gift the homes

to severely injured veterans nationwide, mortgage free.

"Frost Brothers has been taking care of your air since 1994, and we are honored to now lend our services to a deserving veteran. We thank Private Hauge for his service to our country and are honored to work with him!" said Johnnie Frost, owner of Frost Brothers Heating and Air.

Building Homes for Heroes invites anyone wishing to volunteer or make a donation to the organization to contact Building Homes for Heroes at info@buildinghomesforheroes.org.



To learn more about the Building Homes for Heroes organization or to donate, visit www.buildinghomesforheroes.org. To learn more about Frost Brothers Heating and Air, please visit www.frostac.com or follow them on facebook at www.facebook.com/FrostAC.

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Product News

K-Flex USA Takes On Durability with Introduction of K-FLEX Titan™

New patent-pending coated,
flexible pipe insulation
designed to withstand the
outdoor elements

Youngsville, N.C.- K-FLEX USA®, a leading manufacturer of flexible, elastomeric foam insulation, is excited to introduce K-FLEX Titan™, the company's newest pipe insulation solution for HVAC and refrigeration piping. Encased in a flexible, co-extruded jacketed composite material, K-Flex Titan offers excellent flexibility, abrasion and weather resistance, making it ideal for outdoor applications.

K-FLEX Titan performs on a broad range of metal pipes and tubing used on HVAC line sets and flex hoses while K-FLEX Titan HT is ideal for use on heat pumps and solar hot water heating where higher service temperatures are expected. Its proprietary copolymer blend jacket provides excellent protection from weather and mechanical abuse as well as provides exceptional UV resistance, making the insulation well-suited for extreme temperature cycling up to 300°F.

Additionally, K-Flex Titan is an extension of, and complement to, K-FLEX USA's flexible, closed-cell foam elastomeric insulation products. Like all K-FLEX products, the expanded closed-cell structure and unique formulation inherently resists moisture vapor intrusion. Furthermore, the durable, fiber-free foam resists punctures and won't crack or flake over time.

K-FLEX Titan is available in .5-inch, .75-inch and 1-inch wall thickness, six-foot length tube form and is made in K-FLEX USA's ISO 9001 certified manufacturing facility in North Carolina.

For more additional information, including K-FLEX Titan technical specs, visit www.kflex titan.com.

It's On My Heart: New Employees

A constant cry from across the nation: can't find good employees. OK, in some cases, an employee of any kind. In Phoenix, my new home town, there is one estimate that if 1000 trained technicians came to town and were ready to work in our industry, we would not fill the gap. At least in our summer, which runs from March (97 degrees this year!) to Oct. So what can an owner do to make sure his customers are served while he grows his business and remains profitable?

Couple of ideas. First, think outside the box. Or outside our industry. In some cases, a tech with a decade of experience walking into your place to apply for a job has some bad habits. They sometimes will say "we didn't do that at the last place, here is what we did", even if that thing they did will not fly at your place. Just to digress, I said in some cases. Please understand, a tech with 10 years experience who shares your company values, can pass a drug test and has a clean driving record may be the perfect fit for your company. Then hire them. Back to my thoughts on outside the box. There are some great people in your market, people who may be working at Kinko's, a chiropractor, Starbucks, or any retail establishment. They love people, and just as important, like themselves, have a good self-image. They are not in our industry yet, but they may be a

great fit for your company. So stay alert for the person helping you at a shop or restaurant. Do they smile, engage you as they help you? Could be perfect for the office or field.

One common concern is how long will it take to train someone outside our industry, teach them what they need to know. Depends, could be 4 or 5 months, or a year before they are completely productive. My response is always the same. We must think long term. It may be that you are just one man, working out of a truck, have to get some help, they have to have experience. If that is the case, then keep looking for the experience. On the other hand, if you plan on being in business next year, and have more than a couple of techs in the field, make an effort to look for a great person that you can train in the way you want, to do business exactly the way you want it done. Plan on them being in a training role for weeks, maybe months. In closing on this subject, if you do not take action today, you may well be in the same position next year, hoping the veteran with a decade of experience who can pass a drug test and has a clean driving record and will work for \$10/hour will come thru the door. For an alternative scenario, see below.

Erv Dirks is a client who has a business in rural Wisconsin, town of 3200. Erv was getting work done on a van

when the young man asked him what it would take for him to be in the heat and air business. Erv said he would have to start at a training wage, maybe several months to get the feel for the industry. Reader's digest version, Erv brought him in, he ran with another tech for weeks, Erv then started him on doing maintenance on installs they had done in the past few years, pretty sure they would be installed correctly and problem free. If he found a problem, he called Erv, got another pair of eyes on the system. That was about a year ago when he brought him in, Erv trained him in how he wanted the work done, exactly what to do, not to do. This summer that young man was doing tune-ups for their existing customers, he turned in 19 leads that Erv sold new equipment on in one 30 day period. Doing an excellent job, last year at this time he was putting brakes on one of Erv's vans. Now he is making a lot more money, enjoys the work, gets to meet new people several times a day, life is sweet.

Another concept I have seen implemented is a way to use a life insurance policy to help retain the key employees. When you do have an employee who is making a positive difference with customers and their co-workers, keep them. Some of my clients use a whole life policy that builds cash value that can be set up as a carrot to stay with the company. It can be part of a program to

keep the productive employees, a great idea.

In Phoenix, Collins Owens is the owner of Collins Comfort Masters, been in business since 1985. Collins hires 4 college age young people, brings them into his building from 6-7:30 am three days a week for training, then the rest of the time they are on the clock as a helper. They get to learn a trade without having to spend \$9000 or more from their hard-earned savings. Collins remarked that there are many HVAC owners in Phoenix who started in his in-house program. He is open about the program, I saw it on his Facebook page. Oh, while in that area, you do have a Facebook page, do you not? Colliins has over 4900 who have liked his page, almost 4900 who follow his page. He can run a special and get immediate response.

An interesting statistic, over 70% of people who spent money on household improvements searched on Facebook for testimonials or reviews. You need to be in there, that is the new front porch. Back in the day we sat on front porches, called out as neighbors passed by, talked about what they were doing in their homes. Not so much any more, now we go to the internet, look up products and companies and do our research on our iPhone. So get on their phone.

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!"

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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

Regal Debuts Progressive New Website for Marathon® Motors

Provides engaging experience with industry-specific solutions and innovations

Beloit, Wis — Regal Beloit Corporation, a leading manufacturer of electric motors, electrical motion controls, power generation and power transmission components, announced it has launched a new Marathon® Motors website for the North American region. The new website contains significant upgrades and additional product features as part of the company's phased approach to convert all brand-specific domains to the new company-wide platform.

The Marathon Motors website design delivers a more robust product evaluation experience than the previous website. Features include: new product search filters, a competitive product cross-reference tool, expanded specs and complementary

parts information. With a new rotating 3-D format, viewers can get an enhanced look at products on the site. New navigation tools allow customers to view products based on solution and application within a specific industry.

"Our goal is to create a digital experience that provides customers access to rich product information," said Philippe de Gail, Director of Marketing, Commercial & Industrial Systems, Regal. "We specifically focused on the user experience and have expanded the available product specs on the site." To view new features, enhancements and product information on the Marathon website, visit <https://www.regalbeloit.com/Brands/Marathon-Motors>.





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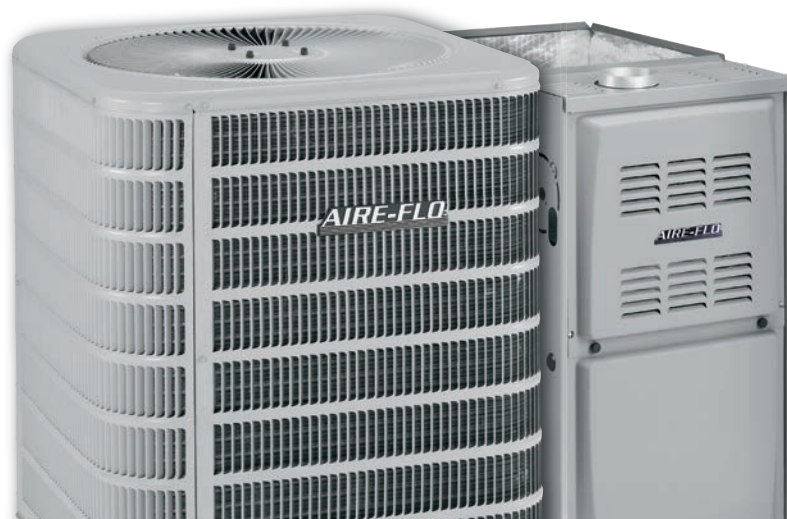
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*\$1,500 savings is calculated in replacement jobs where the Z-Series & K-Series unit matches the existing curb and no other modifications are needed, compared to a replacement unit with a different footprint, using a price of \$750 for a transition curb and \$750 to move electrical and plumbing connections. Compatibility refers to the existing curb fit and location of utility connections. It is the responsibility of the installing contractor to verify fit for each application.

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Product News

Emerson Launches Fractional Horsepower Scroll Compressors

*ZF*KA model meets DOE AWEF efficiency and EPA lower-GWP refrigerant requirements*

St. Louis — Emerson announced it has launched fractional horsepower low-temperature Copeland Scroll™ compressors that utilize liquid-injection technology to cool discharge temperatures and reduce compressor stress while also meeting upcoming federal regulatory requirements.

The Environmental Protection Agency (EPA) will be phasing out the use of R-404A in new remote condensing units for walk-in coolers and freezers (WICF) in 2018. Additionally, the Department of Energy (DOE) has proposed the enforcement of its new WICF efficiency mandate in 2020, as measured by the annual walk-in efficiency (AWEF) standard. The new Copeland Scroll ZF*KA compressor line simultaneously addresses the need for compatibility with new

refrigerants, tougher energy standards and highly reliable, smaller-capacity systems.

“In addition to achieving compliance with DOE and EPA requirements in low temperatures, the new ZF*KA fractional horsepower compressors are rated for use with new refrigerant alternatives R-448A/449A and existing lower-GWP HFCs such as R-407A,” said Allen Wicher, director of marketing, foodservice, Emerson. “Compared to its hermetic reciprocating counterparts, Copeland Scroll is also simpler for the OEM to incorporate into new designs without additional engineering, development and additional component costs.”

The ZF*KA compressors are designed for walk-in freezers relying on outdoor condensing units that will

require compressors that can mitigate the higher discharge temperatures produced when using new refrigerant alternatives in low-temperature applications. The liquid injection technology allows the compressor to cool the discharge temperature while also delivering high efficiencies and reliable performance.

For more information on Emerson's fractional horsepower compressors visit Emerson.com



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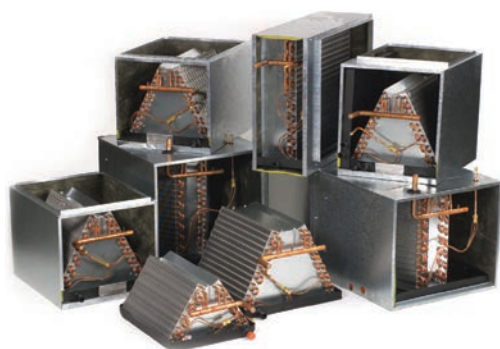
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Product News

Johnson Controls Launches Next Generation of Variable Refrigerant Flow Technology

YORK® VRF Gen II provides greater capabilities, flexibility and control

Milwaukee – Johnson Controls has launched the YORK® Variable Refrigerant Flow (VRF) Gen II, the second generation of VRF HVAC equipment for the North American market. YORK® VRF Gen II offers many significant enhancements including a re-engineered

outdoor unit line with an impressive operating range and a wider selection of single module sizes and an indoor unit line that includes re-engineered ducted units with greater static pressure, a full range of multi-port change-over boxes for heat recovery systems and enhanced controllers.

The line has an extended operating range with cooling down to an ambient outdoor temperature as low as -4°F with the low ambient kit (for server rooms or other areas that require cooling year-round) and as high as 122°F. The heating operating range extends from an ambient outdoor temperature of -13°F to

59°F. This extended operating range enables customers to select highly efficient VRF systems for more projects – including those with demanding requirements. For further flexibility, single modules are now available in 6-, 8-, 10-, 12-, 14-, and 16-ton capacities enabling heat pump or heat recovery systems up to

36 tons to be configured more economically.

In addition to offering higher-static ducted indoor units in multiple sizes, the new lineup also includes non-ducted units in more capacities. This enables equipment to be precisely sized to project specifications. The line offers a full line of change-over

box options: single-port change-over boxes in two capacities and multi-port change-over boxes with 4, 8 and 12 ports for more heat recovery system design options.

The Johnson Controls VRF Smart Gateway completes the package, offering incomparable system control. With the new gateway, VRF system point data is discovered through a fast and easy integration process. The result is full system data in familiar naming and graphic formats within the BACnet™ Building Automation Systems (BAS). This full system approach provides building owners unprecedented control.

For more information, please visit www.johnsoncontrols.com/buildings/hvac-equipment/variable-refrigerant-flow/variable-refrigerant-flow-outdoor-unit-208-230-heat-recovery.

Service Experts Acquires Aramendia Plumbing, Heating & Air in San Antonio

San Antonio, TX – Service Experts Heating & Air Conditioning LLC (“Service Experts”) today announced the acquisition of the HVAC and plumbing assets of Aramendia Plumbing, Heating & Air Ltd. (“Aramendia”), an HVAC and plumbing services company, with locations in San Antonio, Texas and McKinney, Texas (part of the Dallas-Fort Worth Metroplex). The acquisition complements Service Experts’ industry-leading heating and air conditioning services and solutions already offered in the San Antonio and McKinney markets and introduces full-service residential plumbing.

Founded in 1989, Aramendia has over 90 employees and more than 50 service vehicles. Former owner John Aramendia will lead Aramendia through the transition period.

As a Service Experts company, Aramendia will continue to operate as Aramendia from its locations on Brewster Drive in San Antonio and Powerhouse Street in McKinney, Texas. In addition to San Antonio and McKinney, Aramendia serves the communities of New Braunfels and San Marcos.

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Product News

New Johnson Controls VRF Smart Gateway provides unprecedented control for network management centers; next-generation systems increase performance

Small, yet powerful gateway brings data into Metasys® building automation system

Milwaukee – The new Variable Refrigerant Flow (VRF) Smart Gateway from Johnson Controls provides unprecedented control for network management centers. Offering fast, simple integration into the Metasys® building automation system (BAS) or any other BACnet BAS, the small, yet powerful gateway brings data into a BAS for comprehensive control of the entire system. Data is organized and available on-demand from any connected device.

The VRF Smart Gateway works over Ethernet to discover all data points from VRF indoor and outdoor units, and makes the data available for every component across the entire system through the Metasys BAS. This comprehensive point data provides greater diagnostic capabilities and system control.

Data is automatically structured and organized during the integration process, eliminating the time and costs associated with formatting. Information is displayed using familiar Metasys BAS conventions. Device and point names, graphics and summaries are



uniform and consistent with other system data. Additionally, all Metasys BAS capabilities, including the Metasys user interface and offline configuration, are available for VRF systems. The user interface features a global search, schedules and reporting.

Seamless integration with the Metasys BAS means the entire system is accessible and controllable through the BAS interface. In addition, Wi-Fi

accessibility enables communication settings to be configured and data monitored and controlled 24/7 from a laptop, smartphone or tablet.

The next-generation VRF product line will feature multiple technology advancements. Outdoor units will offer improved performance, additional module sizes and greater efficiency. Indoor units will include several sizes of multi-port change-over boxes, improved static pressure performance for ducted units, and new capacities for several style units. In addition, VRF controls will offer new features with new functionality.

The innovations built into the VRF Smart Gateway and next-generation systems will enable engineers and mechanical contractors to design, install and integrate Johnson Controls VRF systems with greater flexibility and more options, and at a lower overall system cost.

To learn more about the VRF Smart Gateway from Johnson Controls, please visit www.Johnsoncontrols.com/VRFSmartGateway.

Trane Rental Services Adds Remote Monitoring Program to Fleet of Cooling Equipment

Charlotte, N.C.– Trane®, a leading global provider of indoor comfort systems and services and a brand of Ingersoll Rand, now offers a remote monitoring program to the Trane Rental Services fleet of cooling equipment.

Trane's remote monitoring program provides peace of mind, maximization of uptime and the opportunity to "size before you buy" with analytical data on temporary rental equipment. Trane continuously monitors the rental equipment performance so desired applications are being met, allowing customers to focus on other important aspects of their business.

Trane's building professionals have the ability to remotely resolve issues that may arise, or provide immediate dispatch when needed, as well as provide and review analytical reports on the temporary rental equipment. The reports offer customers performance data on the dynamics of their operations to aid in sizing of permanent equipment.

The remote monitoring program is offered on Trane Rental's temporary cooling equipment. The rental equipment communicates with the monitoring center through a cellular modem inside a remote monitoring panel installed on the rental unit. Remote monitoring provides a secure connection which connects to Trane's Rental equipment, and not to the customer's equipment or building systems.

To learn more about the latest rental opportunities, contact your local Trane Account Manager.

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SPX Mobile Display Trailer Highlights Marley® Cooling Tower Component Advantages

*Trailer to stop at two power plant events in the
Southeast in late August*



Overland Park, Kan. – SPX Cooling Technologies, Inc., a full-line, full-service industry leader in the design and manufacture of evaporative and air-cooled heat exchangers, has outfitted an 18-foot mobile trailer with displays of field-erected cooling tower components. The mobile trailer features several Marley innovations, including the new M Series Geareducer®, Comp-DS Driveshaft, HP 7000 Fan and a broad range of heat transfer fill types.

Visitors to the trailer can see the quality and design of Marley components compared with other OEM versions in side-by-side hands-on displays. The mobile trailer also includes scaled-down cross sections of Marley F400 counterflow and F600 crossflow towers to illustrate design and component differences of each tower type.

The SPX trailer will be parked at the outside display area during the 2017 Southern Company Generation Technical Conference from Aug. 22-24, at the Birmingham-Jefferson Convention Complex in Birmingham, Alabama. Later in the month, the trailer will travel to the Duke Energy Fossil/Hydro Technical User Groups and Vendor Expo, August 29-30, at Embassy Suites in Concord, North Carolina.

SPX representatives will be on hand to demonstrate the benefits of Marley components for field-erected cooling towers. In addition to the trailer, find SPX at booth 1223A at Southern Company and booth 6 at Duke.

For more information on the cooling tower mobile trailer, visit <http://spxcooling.com/parts>.



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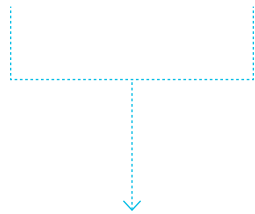


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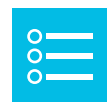
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WORKING TOGETHER



Unlike systems that only optimize the blower, *Climate Set*™ optimizes how the indoor blower and outdoor compressor work together, streamlining the system for specific applications that maximize comfort while increasing efficiency.

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

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

Lennox Parts Plus held their Grand Opening for their new store in Humble TX

Grilled steaks, Free Training classes and a free TV giveaway were all part of the event



Robin Armijo with McDaniels Metals, Robert Squyres with Hugh Cunningham HVAC and Paul Boartz with Lennox Parts Plus



Robin Armijo with McDaniels Metals shows off the very popular SST System Service Transition



Contractors were encouraged to visit with the reps



Craig Gaines with The Heyden Stanley Group



Grilled Ribeye steaks were served for lunch



Inside the new showroom in Humble



Jay Cunningham with Nu Calgon and Lisa Vasut with White Rodgers



Jim Kuchefski, Taylor Snyder and Brandi Smith with Lennox Parts Plus



Jay Cunningham with Nu Calgon



Lennox Parts Plus at 2002 S Houston Ave in Humble TX



New technology was on display by the vendors at the event



Over 15 vendors were demonstrating new products



Charlie Becker with Global and Merle Aaron Jr with Aaron Mechanical enjoy lunch with other contractors from the area



Charlie Becker with Global and Lance Lackey with AC Today



The contractors each got a gift bag to go along with lunch



The lunch was a Thumbs Up

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5.5 key strategies for making it through the slow season

By Todd Liles

Service companies are bad at saving money. This is doubly true for the HVAC company and the HVAC Tech. The Summer is a time for feast. Yet, it only takes a change in the weather to leave many service techs searching for the change in their couch cushions.

I worked with a Service Tech, let's call him "Ralph," that was great at sales. It was common for him to earn \$3,000 a week in commissions during Summer and Winter. Yet, he was always broke during the Fall and Spring. He was making well over \$150,000 for a complete year, yet he was broke half the time.

By comparison, I made about \$36,000 my first year as a tech in 2001. On \$36,000 a year I was able to pay my bills, put my wife through college, and put back a small amount into my savings.

Today, I have a business that is 100%

debt free, and the only personal debt I have is my home. By the end of this year, I will have my home paid for as well. Even though my financial life isn't marked by the same seasons as your life, I still have ups and downs. Sometimes those downs are very low. Without these 5.5 key strategies, I would be in big trouble.

#1 – Save 25% of Your Paycheck During the Busy Season

You probably make somewhere between 60% to 75% of your total income in 6 to 7 months of the year. That's when you should be putting back cash! Don't spend that money just because you have it. Save it! You will need it during the slow season.

#2 – Don't Give All of Your Money to Restaurants

Restaurants offer so many benefits to the busy person. It's easy. It's fast. It's a great

place to relax with friends and family. It is also extremely costly! I can speak from personal experience on this topic. You can easily waste your savings on going out to eat.

Culture the money saving habit of eating at home. Not only will it save you money, but it is healthy for the body and mind. *Spending time at home with your family is a great bonding experience.

#3 – You Don't Need that New Car or Boat

You will be tempted to go get that new toy while you have the money. DON'T DO IT!!!

Why have a car note that will follow you around like a puppy during the slow season? It will beg to be fed, even when you don't have the money.

And for those of you that would buy a boat, "What are you thinking!?" Boats are for people that have ample time, plenty of money to waste, and no debt. If you qualify, then get you one! If you don't, run away quickly from the thought of owning a boat.

#4 – Create a Monthly Budget

Most people don't do budgets because it scares them. They think they are overly complicated things that only people with a business degree can understand. This is simply not true. You can do a budget!

All you have to do is account for the amount of money that comes in, and goes out. If you get to the end of the list and have a positive number, then that can go into savings. If you get to the end and have a negative number, then you are going to have to pull from savings.

If you would like to have a list of all the

budget items needed, then check out Dave Ramsey's website.

#5 – Read Financial Peace by Dave Ramsey

It is not an exaggeration to say that Dave Ramsey changed my life. Before I got my finances together, I was contemplating defaulting on a car loan. I was terrified. Convinced that I was going to fail at financial success. That's where Dave came into the picture. He told me to do simple things that I could do:

"Save more than you spend."

"Stop getting into debt up to your eyeballs."

If you can't afford the Dave Ramsey book, then get all of his free goodies on his website.

#5.5 – Attend a Training Seminar

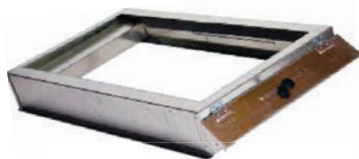
This may seem counter intuitive because training requires an investment of money. However, if the program does it's job well, then you should always receive a return greater than the investment.

It just happens to be that PRESS PLAY does an amazing job boosting performance for our clients. We also back our programs with my personal promise, "I will give you back your money if PRESS PLAY doesn't produce a significant return on your investment." – Todd Liles

Great training will also give you a motivational boost when you need it most.

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

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Armstrong Offers New “Solution Outlines” for Gaining Up To 80% in Energy Savings

Toronto – Armstrong Fluid Technology has published two new *Solution Outline* documents designed to help building owners, design engineers and contractors realize up to 80% energy savings and 65% installed cost savings on their HVAC systems.

The first *Solution Outline* entitled *Intelligent Variable Speed Pumps* details how intelligent variable speed pumps with Sensorless technology can provide HVAC systems with the lowest life cost by consuming only the energy required. The 12-page document features detailed charts, graphs and explanations of how HVAC professionals can achieve the highest value pumping system for their individual installations.

The second *Solutions Outline* (*Tango Intelligent Variable Speed Pump*) expands on the first by explaining how Tango

Pumps with built-in Parallel Sensorless Pump Control can further reduce the first installed costs as well as lifetime costs by more than 30% compared to traditional approaches. The six-page document also uses detailed charts and graphs to illustrate how Design Envelope Tango Pumps can help building owners cut their energy costs while saving up to 75% of mechanical room space.

Both *Solutions Outlines* are available free-of-charge at http://armstrongfluidtechnology.com/~media/documents/sales-and-marketing/solution-outlines/100-11_designenvelope_brochure.pdf?la=en and http://armstrongfluidtechnology.com/~media/documents/sales-and-marketing/solution-outlines/100-20_designenvelope_tango_solutionoutline.pdf?la=en.

Friedrich Stars in FYI’s “You Can’t Turn That Into A House” TV Series

Episode Case Study: The School Bus Merger Makeover

The Project:

It took a bull ranch, two old buses and some serious blow torching to convert two 30-year-old derelict vehicles into a modern, comfortable hang-out space. On this episode of “You Can’t Turn That Into A House,” the team gets schooled on how to best turn two rusty yellow school buses into a restful retreat for a family of busy ranch hands. It’s a teachable moment as these castoff vehicles are transformed into a modern, livable structure, comfortable enough to host 20-person gatherings.

The Challenge:

Transforming two old run-down school buses formerly used to store hay (and shelter the occasional critter) by merging them together and installing all the comforts of home in just eight days may seem like an insurmountable challenge. But most demanding of all: how to make the space comfortable, cool and restful for hard-working Texas ranchers so that at the end of each long day, the buses truly feel like home.

Spotlight on Friedrich:

With thin metal, lots of windows and very little insulation, the bus conversion became a lesson on the difference a great heating and cooling solution can make. Friedrich provided a multi-zone ductless system for the project, including two wall mounted units delivering 9,000 Btu. That was especially important in the bus’s bedroom, where a good night’s sleep meant making sure consistent, comfortable temperatures could be achieved.

Thoughts from the Experts:

“The bus conversion essentially created two wings, and a long, open floor plan,” said Chris Magee, Friedrich product expert who worked with the “You Can’t Turn That Into A House” crew during each of the show’s 13 projects. “Our ductless system was a perfect option because it offers great flexibility. By being able to locate the two wall-mounted units at either end of the buses, where they were needed the most, it helped ensure overall comfort throughout the entire space.”

About FYI’s “You Can’t Turn That Into A House”

Two Missouri brothers, Taimoor and Rehan, are traveling the country, rewriting the rules of home design by taking on the most unconventional, most bizarre, most dangerous run-down structures and transforming them into surprising, ingenious and luxurious dream homes. Whether renovating an old carnival trailer into a mobile guest house, turning an industrial garbage dumpster into a luxurious lake-front retreat, or fusing two rundown school buses together to form one unique structure, there’s no job they won’t take on.

With Taimoor’s business savvy, Rehan’s artistic talent, and help from their lifelong friend turned contractor Kyle, this close-knit team has joined forces to turn dreams into reality by creating the most eccentric properties and proving everyone wrong who says, “You Can’t Turn That Into A House.” New episodes air Saturdays at 9:30pm ET on FYI.

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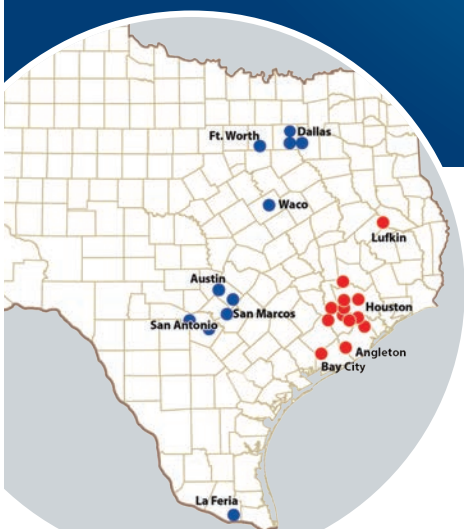
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Insco Distributing held Supplier Showcases in the Houston area stores on August 15 and 16



Bates Air Conditioning



Bob Hutchinson and Sergio Navarrete both TM Insco



Insco Distributing at 14900 Hempstead Road in Houston



Kevin Baust and Dan Schlund with Mitsubishi Electric



Robert Epps, Alan Young, Xavier Gonzalez and Robert Villa at the Hempstead Insco location



Wolf Robeson TM Insco, Shawn Eric Tech Service Manager Insco, Erik Gray Mitsubishi Electric and Dwayne Miculka TM Insco

Product News

ABB® Jokab Safety™ Pluto™ Safety PLC Features Hot-Swap Capabilities for In-The-Field Replacement

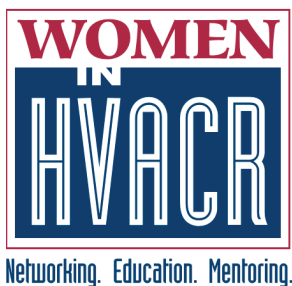


The ABB® Jokab Safety™ Pluto™ safety programmable logic controller (PLC) features an advanced design that enables hot swapping for replacement with just the removal of the old terminal caps and a push of a button.

In addition to being able to hot swap an old Pluto safety PLC for a new one with little more than the removal and replacement of terminal caps, the replacement Pluto safety PLC can reload the program within seconds with the push of a button. These features are available in network, stand-alone, ASI and analog versions.

The Jokab Safety Pluto safety PLC supports traditional dual-channel and ABB DynLink dynamic-pulse architectures.

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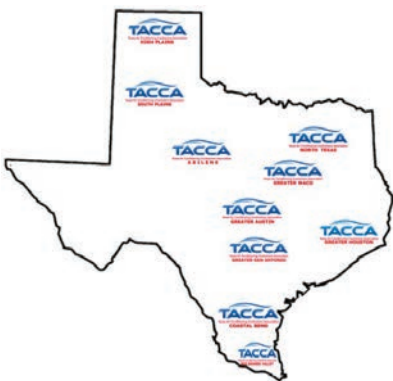
Greater Waco

High Plains

North Texas

Rio Grande Valley

South Plains



HB 3029 Implementation Process Set to Begin

HB 3029, which will change the Technician Certification in Texas, will begin its journey through the Department of Licensing and Regulation implementation process starting in the Fall of 2017. The current plan is to have the new requirements readily available by April 2018 and full implementation by September 2018. TACCA will be active in the process and working with the TDLR very closely to deliver a quality certification that will become an industry enhancement. The goal of HB 3029 is to help deliver a career path opportunity for ALL HVAC/R technicians across Texas.

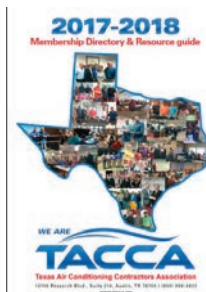


More than 40 Austin Area Contractors and Affiliates attended the TACCA Greater Austin August Monthly Chapter Meeting with Robert Domin, Chief Commercial Mechanical Inspector for the City of Austin



Two GREAT events upcoming...the TACCA Greater San Antonio 24th Annual Fishing Tournament and the TACCA North Texas Annual Clay Shoot...GET INVOLVED, SUPPORT YOUR LOCAL TACCA CHAPTER! Visit www.taccagreatersanantonio.org or www.taccanorthtexas.org for more details on how you can HAVE FUN!

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



The 2017/2018 TACCA Membership Directory is NOW available electronically on www.tacca.org.

This is a great resource to find quality contractors and affiliates across the state.

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Sept 21 - Lubbock

Sept 23 - Houston

License Prep:

Sep 16/17 - Houston

Oct 6/7 - Red Oak (DFW Area)

Oct 28/29 - San Antonio

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

Carrier Donates More Than 500 Air Conditioning and Heating Systems to Habitat for Humanity

Atlanta — This summer, homeowners across the United States will beat the heat with the help of Carrier ductless home comfort systems and Habitat for Humanity. Carrier has donated more than 500 systems to Habitat and they will be installed in homes throughout the country to provide cooling when it's hot and heating when it's cold. Carrier is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp.

Carrier and United Technologies have sponsored Habitat home builds across the country and thousands of employees have volunteered their time to support the construction.

"The generosity of companies like Carrier helps families improve their lives and achieve strength, stability and self-reliance through shelter," said Colleen Finn Ridenhour, senior vice president of Development at Habitat for Humanity International. "We are grateful for the support of Carrier and its employees to help make a difference in the lives of families across the country."

Carrier has been working with local Habitat organizations and Carrier Factory Authorized Dealers nationwide throughout this year to install the donated systems.

Carrier ductless systems can be applied to almost any space and are efficient to operate. The expanded Carrier offerings of ductless and VRF products are applied for home remodels, upgrading the comfort level in a single room or whole home, whether a homeowner is renovating or working with a builder for new construction.

Carrier has donated ductless systems to Habitat organizations in the following metropolitan areas:

- Atlanta, Georgia
- Bay St. Louis, Mississippi
- Dallas, Texas
- Gulfport, Mississippi



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Many Happy Families.





For more than 20 years, Carrier has supported Habitat for Humanity organizations to help families in need of decent, affordable housing. Understanding the power of air conditioning to keep people comfortable at home, Carrier is donating comfort systems to Habitat for homes nationwide so more families can enjoy a better quality of life.

- Hartford, Connecticut
- Houston, Texas
- Los Angeles, California
- Oakland, California
- Oklahoma City, Oklahoma
- Palm Beach County, Florida
- Philadelphia, Pennsylvania
- South Bend, Indiana
- Syracuse, New York
- Tucson, Arizona

For more information about Carrier, visit www.carrierductless.com or follow this campaign on Twitter and Facebook.

JB & Associates Extended Warranties named on Inc. 5000 List Of America's Fastest Growing Companies

Irving, Texas - JB & Associates Extended Warranties, the national leader in Extended Service Contracts for HVAC/Plumbing Contractors and Distributors, has been named to Inc. Magazine Annual Inc. 5000 ranking of America's fastest-growing private companies. The list represents a comprehensive look at the most important segment of the economy—America's independent-minded entrepreneurs.

"JB & Associates is honored to be named to the Inc. 5000 list for the first time," Said CEO, Jeff Bohannon. "To be included in this list is a significant achievement for JB&A and we could not be more thrilled to be among the top 5000 companies in the United States. We are very grateful to the thousands of contractors and distributors across the country who utilize our service to provide a stable and affordable warranty solution to their customers."

The Inc. 5000 is ranked according to percentage revenue growth from 2014 through 2016. Companies must have been U.S.-based, privately held, for profit and independent. Each year for 36 years, INC. has recognized the fastest-growing private companies in America, and this year's set of winners places the bar very high indeed. Companies that made the list, on average, have grown sixfold since 2013.



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Thirty-Six States and D.C. Add Construction Jobs Between July 2016 & 2017 But Only Half Of The States Added Jobs Between June And July

California & Oregon Add Most Jobs for the Year; Iowa & South Dakota Have Largest Drops; California & Oklahoma Top Monthly List; Georgia & New Mexico Have Biggest Drops for the Month

Thirty-six states and the District of Columbia added construction jobs between July 2016 and July 2017, yet only half the states added construction jobs between June and July amid declining public-sector investments in infrastructure and other construction projects, according to an analysis by the Associated General Contractors of America of Labor Department data released today. Association officials said firms in parts of the country that build infrastructure projects are seeing less demand for their services amid overall declines in public-sector spending.

"Despite growing private-sector demand, it appears that construction employment in some parts of the country is being brought down by declining public-

sector investments," said Ken Simonson, chief economist for the association. "Some of these declines will be offset thanks to recently enacted state infrastructure funding increases, but stagnant federal investments are not helping."

California added the most construction jobs (51,000 jobs, 6.6 percent) during the past year. Other states adding a high number of new construction jobs for the past 12 months include Florida (35,800 jobs, 7.5 percent); Louisiana (13,900 jobs, 9.8 percent); Oregon (11,900 jobs, 13.2 percent) and Texas (10,400 jobs, 1.5 percent). Oregon added the highest percentage of new construction jobs during the past year, followed by Nevada (12.8 percent, 9,700 jobs); Rhode Island (12.7 percent, 2,300 jobs)

and New Hampshire (11.8 percent, 3,000 jobs).

Thirteen states and the District of Columbia shed construction jobs between July 2016 and July 2017 while construction employment was unchanged in North Dakota. Iowa lost the highest number of construction jobs (-4,400 jobs, -5.4 percent), followed by Illinois (-4,300 jobs, -2.0 percent) and North Carolina (-2,500 jobs, -1.2 percent). South Dakota lost the highest percentage for the year (-5.6 percent, -1,400 jobs) followed by Iowa and Mississippi (-3.9 percent, -1,700 jobs).

Among the 25 states that added construction jobs between June and July, California added more than any other state (8,200 jobs, 1.0 percent), followed by Florida (5,500 jobs, 1.1

percent). Oklahoma (3.4 percent, 2,700 jobs) added the highest percentage of construction jobs for the month, followed by Maine (2.4 percent, 700 jobs); and Missouri (2.3 percent, 2,700 jobs).

Twenty-four states and D.C. lost construction jobs between June and July while construction employment was unchanged in Rhode Island. Georgia (-3,200 jobs, -1.8 percent) lost the most construction jobs for the month. Other states losing a high number of construction jobs include Pennsylvania (-2,900 jobs, -1.2 percent); North Carolina (-2,400

jobs, -1.2 percent) and Iowa (-2,300 jobs, -2.9 percent). New Mexico (-3.9 percent, -1,800 jobs) lost the highest percentage of construction jobs during the past month, followed by Vermont (-3.3 percent, -500 jobs); Wyoming (-2.9 percent, -600 jobs) and Iowa.

Association officials urged Congress and the administration to act quickly to make needed new investments in the country's aging infrastructure to offset declining public-sector investments in construction. In particular, they urged officials to consider including new infrastructure

investments as part of a tax reform measures expected this fall. New investments in infrastructure will not only help boost construction employment, but they will also make the broader economy more efficient, helping all businesses improve.

"Washington officials can fund needed improvements to our infrastructure and help spur more robust economic growth by including public works funding as part of their tax reform efforts," Stephen E. Sandherr, chief executive officer for the association, said.

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The spotlight



Danfoss names Ashwani Girdhar new Canadian sales manager to support its heating business



Emerson has announced the retirement of Regional Sales Manager Joe Wilson from White-Rodgers

Hunton Services Awarded El Dorado Nitrogen's Principal Supplier Partnership Award



Houston, TX - El Dorado Nitrogen, a member of the American Chemistry Council, has awarded Hunton Services with a Principal Supplier Partnership Award for 2016. Hunton was notified of this honor on July 28th, 2017, and was presented in person with the award on August 17, 2017 at a luncheon commending Hunton's initiatives that align with the council's Responsible Care Program regarding health, safety, security, and environmental protection.

"One of our objectives

is continual improvement of our ability to make nitric acid reliably. With the support of Hunton Services, we have been able to meet our objective. The quality of Hunton Services equipment, along with a dedicated support team to maintain the equipment with very high up time has been great. Every aspect of service we received from Hunton Services employees has been outstanding," stated Plant Manager, Jerry Davis in his award letter.

Jerry also highlighted

Hunton's responsiveness and dependability as he presented the award.

Gary Campbell, manager of Hunton's rental efforts in partnership with Trane Rental Services, played an essential role in this success. "We are very grateful for this opportunity to prove ourselves, and we will continue to provide value and exceptional customer service to El Dorado Nitrogen as we move forward. We are honored and touched by this gracious token of appreciation."

Chemours Responds to EPA 2015 Ruling to Regulate HFCs

Chemours supports EPA's authority under the Clean Air Act to change the status of high-GWP alternatives to unacceptable

Wilmington, DE - The Chemours Company (Chemours) (NYSE: CC), a global chemistry company with leading market positions in titanium technologies, fluoroproducts and chemical solutions, expresses its disappointment with the decision by the U.S. Court of Appeals for the D.C. Circuit regarding EPA's Significant New Alternatives Policy (SNAP) program Rule 20. Chemours believes EPA properly used its existing authority under the Clean Air Act and followed the

required process to compare the impact of alternatives on human health and the environment before changing the status of high global warming potential (GWP) alternatives to unacceptable.

In the US, CO2 Greenhouse Gas carbon credits remain in place which offer incentives to US automakers to transition to a low-GWP refrigerant. Currently, over 50% of the market has transitioned to HFO-1234yf, and we expect this transition to continue so that automakers can take advantage of the

credits. Chemours supports the continued reduction of greenhouse gas emissions and the global frame-work of climate change regulations and incentives already in place. This includes the European Union MAC Directive and F-Gas Regulations, and US CO2 Greenhouse Gas carbon credits for US automakers which will continue to drive the need for low-GWP products. The company is currently reviewing the court's ruling and assessing its options which could include an appeal of this ruling.

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CALENDAR OF EVENTS

Insco's September/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 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, September 13th – York Commercial Controls SSE from 8:30am – 5pm Insco's South Houston Training Facility | Only \$100

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

IFMA's World Workplace Conference and Expo set for October 18-20 in Houston

Early savings end August 25

Houston, Texas – Facility management (FM) professionals have until Aug. 25 to save US\$100 on registration for the International Facility Management Association (IFMA) flagship event: the World Workplace Conference and Expo. The conference, presented by IFMA in collaboration with the Royal Institution of Chartered Surveyors (RICS), will be held in Houston, Texas, USA, on Oct. 18-20.

2017 marks the first time in the event's more than 20-year history that it will be held in the home city of IFMA's Service Center of Excellence global headquarters. Just as Houston has been a key staging point for humanity's exploration of outer space, World Workplace in Houston will be the launching point for FM professionals into exciting new dimensions of discovery.

Registration for World Workplace is currently open at www.worldworkplace.org. Members of the press are invited to attend the conference and expo free of charge.

What: IFMA's World Workplace Conference and Expo

When: Oct. 18-20, 2017

Where: George R. Brown Convention Center, 1001 Avenida de las Americas, Houston, Texas, USA

How: Media should RSVP to jed.link@ifma.org for credentials and to arrange interviews.

World Workplace is the original all-encompassing learning and networking event on facilities and how to manage them. There's program value for FM professionals at every point of their careers and across all types of facilities. Although many have tried to imitate its success, World Workplace remains the gold standard for discovering new ideas and technology impacting the FM industry. The 2017 conference theme, "We are FM: A Universe of Possibilities" promises inspiration and education as the global FM community emerges as a unified force for the future of the built environment.

HVAC Excellence Announces 2018 Conference Sessions

HVAC Excellence is pleased to announce the sessions, presenters and schedule for the 2018 National HVACR Educators and Trainers Conference.

The HVAC Excellence team understands and embraces changes in the HVACR industry and have put together a blockbuster conference schedule that reflects these changes.

HFO Refrigerants, ductless mini-splits, cloud-based remote diagnostic tools and variable capacity systems are just a few of the 50+ session topics that will be offered as part of this three-day, high-energy, must-attend event.

For a complete list of sessions, presenters, exhibitors, the schedule, or to register, visit www.esocogroup.org and click on the conference link.



REFRIGERATION ASSOCIATION OF SAN ANTONIO

Mark your Calendars:

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

Location: Radisson Hotel North, Fossil Creek, Fort Worth, Texas.

2540 Meacham Blvd. Ft Worth, TX 76106

Main Events for Thursday September 28

8hr CE Class, Nate and TDLR CEU

Tour- Historic Grapevine

Evening Trade Expo and reception.

Friday September 29

CM Prep Class

Brazing Principles

Mitsubishi Troubleshooting

CM, CMS, and NATE Testing

Friday Night Dinner W/ DJ

Saturday September 30

International Business Meeting

Luncheon

SWRA Aux. Pre-Conf. Business Mtg

SWRA Business Meeting

Dinner and International Officer Installation

RSES International will also hold their Annual Business at this time. **More details to follow.**

The 68th SWRA RSES Annual Educational Conference and Business Meeting will be hosted by the Refrigeration Association of San Antonio.

Location: El Tropicano Hotel

March 1, 2 and 3, 2018



The speaker for the evening was Robert Boesch of Aspen Pumps who talked about mini-split condensate pumps. Boesch was presented with his Certificate of Appreciation by Gary Edmund CMS. Thank you, Robert, for your very informative presentation.

New Epa Certification Exams

Again, we would like to mention that technicians who do not have their EPA Certification yet, should get it as soon as possible.

The new EPA exams will include the new refrigerants and R-410A as well as hydrocarbons.

The new exam will also contain the change of leak percentages in appliances and will require recordkeeping.



Join Us For an
RSES MEETING

AT

Bayland Community Center
6400 Bissonet St.
Houston, Texas 77074
713-541-9951

September 12, 2017 6 to 8 pm

This month's education session will be a discussion of digital tools with a special emphasis on manometers.

Using manometer for air flow is important year round, checking gas pressure is another use on gas heating units. Presenter Jim Malone, CMS with ReCapco has been a member of the Cowtown Chapter for 28 years. Deputy Director Region 10, past President SWRA, 33 years as Mfg. Rep. tools, instruments, motors & compressors. Certified CO tester and combustion analysts, 22 years as tech, field trainer, service Mgr., a RSES and NATE Proctor.

This should be a great presentation you will not want to miss!

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



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

ASHRAE Assists College Students with Tuition through Society Scholarships

Atlanta – ASHRAE has announced the recipients of 33 Society scholarships, totaling \$164,000 for the 2017-18 academic year.

"The ASHRAE Society scholarship program was launched to both encourage and reward students who pursue STEM education and demonstrate active engagement in innovative research, which may lead us to a better world," says 2017-2018 ASHRAE President Bjarne W. Olesen. "We are eager to support the next generation of engineers as they shape our future."

The students, all pursuing an undergraduate degree in engineering or technology leading to a career within the HVAC&R industry, will receive the following undergraduate ASHRAE scholarships:

The following awards provide a \$10,000 scholarship:

- **Willis H. Carrier Scholarships:** \$10,000 each for one year, Elena Gowdy, architectural engineering, Pennsylvania State University and Sarah Drummey, architectural engineering, University of Nebraska. The scholarship was established by the Carrier Corp. in memory of its founder, who installed the world's first scientifically designed air-conditioning system.
- **Reuben Trane Scholarships:** \$10,000 each to be awarded

over two years, Claire Feind, mechanical engineering, Texas A&M University; Mark Jirak, mechanical engineering, Minnesota State University; and Karan Kedia, mechanical engineering, Purdue University. The scholarship was established by the Trane Co. in memory its founder, an innovative engineer, inventor and business executive, who held 28 patents.

The following awards provide one-year \$5,000 scholarships:

- **Lynn G. Bellenger Engineering Scholarship:** Briana Basile, architectural engineering, Pennsylvania State University. The scholarship recognizes female undergraduate engineering students and is named in memory of the Society's first female president.
- **Lynn G. Bellenger Engineering Technology Scholarship:** Justine Labrador, HVACR Technology & Energy Mgmt., Ferris State University. The scholarship recognizes female undergraduate engineering technology students.
- **Region IV Benny Bootle Scholarship:** Kristin O'Brien, mechanical engineering, Clemson University. The scholarship is named for a former Region IV chair and regional director on the ASHRAE Board of Directors.
- **James R. Bullock Jr. Scholarship:** Brandon Hines, mechanical engineering, North Carolina State University. The scholarship is named in honor of Bullock Jr., P.E., Life Member of ASHRAE, who serves as president of Environmental Air Systems Inc.
- **Frank M. Coda Scholarship:** Timothy Grider, mechanical engineering, University of Tennessee. The scholarship was created in memory of ASHRAE's former executive vice president, who served from 1981-2004.
- **Duane Hanson Scholarship:** Callie Clark, civil & environmental engineering, University of California. The scholarship was established by Gayner Engineers and is named for the company's former president.
- **Gordon V.R. Holness Scholarship:** Karolina Czerwinski, mechanical engineering, City College of New York. The scholarship is named in honor of ASHRAE Presidential Member Holness, P.E., Fellow ASHRAE, Life Member, who served as president in 2009-10.
- **David C.J. Peters Scholarship:** Mary Taylor, architectural engineering, Pennsylvania State University. The scholarship was created by Southland Industries to honor Peters, an advocate of recruiting quality.
- **Alwin B. Newton Scholarship:** Michelle Ragan, architectural engineering, Kansas State University. The scholarship is named for an industry pioneer and ASHRAE Fellow who was granted 219 patents.
- **General Scholarship:** Casey Bertelsman, architectural engineering, Kansas State University.
- **Legacy Scholarship:** Paul McNeely, mechanical engineering, North Carolina State University.
- **Engineering Technology Scholarships:** Justin Dean, HVAC&R technology, Ferris State University; John Gissona, HVACR design technology, Pennsylvania College of Technology; and Lakshya Garg, network engineering technology, Purdue University.
- **Freshman Engineering Scholarship:** Tyler McCubbins,

mechanical engineering, University of Tennessee.

The following awards provide one-year \$3,000 scholarships:

- **Henry Adams Scholarship:** Michael Akinseloyin, mechanical engineering, University of Lagos. The scholarship was established by Henry Adams, Inc. in memory of its founder, a charter member and sixth president of ASHRAE's predecessor society, ASHVE, established in 1899.
- **ASHRAE Central New York Chapter King-Traugott Scholarship:** Mohammad Farooq, mechanical engineering, City College of New York. The scholarship is named in memory of ASHRAE Life Members Fritz Traugott, Ph.D., Fellow ASHRAE, and Harry King.
- **ASHRAE New Jersey Chapter Scholarship:** Keenan Baltunis, mechanical engineering, Rochester Institute of Technology.
- **J. Richard Mehalick Scholarship:** Jordan Myers, mechanical engineering, University of Pittsburgh. The scholarship is named in memory of an ASHRAE member who was a graduate of the University of Pittsburgh and oversaw development of air conditioning equipment used in commercial, military, aerospace and transportation applications.
- **Donald E. Nichols Scholarship:** Hayden Rhymer, mechanical engineering, Tennessee Technological University. The scholarship is named for a former ASHRAE vice president and graduate of Tennessee Technological University.
- **ASHRAE Minnesota Chapter Peter Potvin Scholarship:** Subhan Khalid, mechanical engineering, Minnesota State University. The scholarship is named in memory of a former president of the Minnesota Chapter.
- **ASHRAE Region I Setty Family Foundation Scholarship:** Jerod Sutcliffe, mechanical engineering, University of Hartford. The scholarship is named in honor of Boggarm Setty, Fellow ASHRAE, Life Member.
- **ASHRAE Region III Setty Family Foundation Scholarship:** Jonathan Shoup, mechanical engineering, Grove City College.
- **ASHRAE Region VIII Scholarship:** Darin Epperson, mechanical engineering, University of Texas.

• **High School Senior Scholarships:** Nicholas Koch, mechanical engineering technology, University of Dayton; Joshua Fox, HVACR design technology, Pennsylvania College of Technology; Thomas Guilfoil, air conditioning engineering technology, State University of New York - Canton; and Esteban Garcia Ponte, engineering, Clemson University.

Over the course of 29 years, ASHRAE has awarded nearly \$2 million of scholarship money to nearly 400 students. Through its scholarships, ASHRAE seeks to motivate students to pursue an engineering or technology career in the HVAC&R field.

Applications are now being accepted for the Society's 2018-19 undergraduate engineering, engineering technology, regional/chapter, and university-specific scholarships. The deadline is Dec. 1, 2017. Visit www.ashrae.org/scholarships for complete eligibility requirements and application materials.

NOTICE OF PLUMBER, PIPEFITTER, HVAC APPRENTICESHIP OPPORTUNITY

Plumbers & Pipefitters Local 142 J.A.T.C. Will accept applications for apprenticeship beginning September 26 thru October 6, 2017, M-F, from 8:00 -11:30 a.m. and 1:00 - 4:00 p.m. at the address listed below.

Apprenticeship is the Earn-While-You Learn training program. Attend evening school and work during the day. No tuition or fees required for training. No financial debt for your career training.

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MINIMUM QUALIFICATIONS: Must be 18 years of age when applying. Must have a high school diploma (or be a graduating senior in May 2018) or have a GED. A certified birth certificate and official sealed high school transcript or GED grades are required to complete the application. DD-214 needed for Veterans. Driver's License or Photo ID. All applicants under the age of 26 must register for Selective Service or provide proof of ineligibility or prior registration.

Equal opportunity will be offered without regard to sex, race, color or national origin.

<http://www.local142.org/apprenticeship/>

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HARDI Coordinates Introduction of Bipartisan HVAC Expensing Bill

Washington, DC – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has announced its endorsement of H.R. 3515, the HVAC Expensing and Technology (HEAT) Act introduced by Reps. Pat Tiberi, R-Ohio, and Ron Kind, D-Wis. The HEAT Act would allow for commercial building owners to expense qualified HVACR equipment under Section 179 business expensing.

With a Democrat and Republican co-sponsoring this bill, there is an opportunity for bipartisan support to carry it through the legislative process. The bipartisan 2015 PATH Act signed by President Obama expanded and made permanent Section 179 expensing and removed an exclusion which prohibited

the expensing of HVACR products, but there were classification issues with the IRS that prevented the provision for expensing HVACR units from taking effect. The HEAT Act would fix this discrepancy and allow small businesses to invest the capital necessary to bring down their utility costs and energy consumption.

The HVACR industry innovates their products and makes them more energy-efficient on a regular basis. By allowing expensing of HVAC units, small businesses can keep up with the rate of technological innovation and generate cost savings that can be reinvested back towards growth initiatives.

"This issue was the top priority for HARDI at our Congressional Fly-in in

May, and we are excited to see this tangible progress in solving this problem for small businesses across the country," said HARDI CEO Talbot Gee. "The HEAT Act fixes the HVACR discrepancy with the IRS, and can be seen as a technical correction that both sides of the aisle can get behind."

"This legislation is good not just for the HVACR industry, but for small businesses in general," said HARDI President Tom Roberts of cfm Distributors. "Reps. Tiberi and Kind have been working together with us on this bill, so we extend our gratitude for their leadership on this issue and are enthusiastic about this start of the policy-making process and the path forward to making the HEAT Act law."

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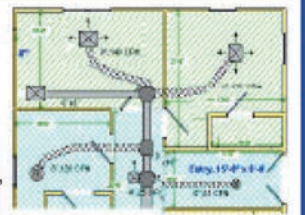
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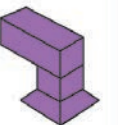
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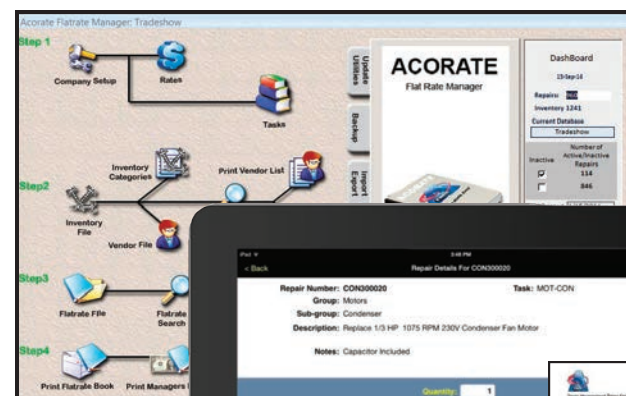
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