



Air Conditioning TODAY



FEBRUARY 2018 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 32, No 2

AHR EXPO



Carl Pollex, Troy Evans, Brian Humes, Marjorie McAllister and Scott Madden at their CPS Products booths.
More pictures on page B2

AHR EXPO in Chicago Expected to Break Many Records



WHVACR Mixer in Chicago during the AHR EXPO



Lauren Roberts, Patti Ellingson, Colleen Leppert, Colleen Keyworth, Karen Lamy DeSousa and Molly Person attended.
More pictures on page B6

With the 2018 AHR EXPO just concluded, the Chicago show is predicted to be the biggest show yet. This year's show, which ended on Wednesday January 24th, is set to surpass last year's show in Las Vegas by about 6%. This year's AHR EXPO exhibits filled more than 530,000 net square feet, which is more than 12 acres. The total show filled up more than 24 acres in Chicago's

McCormick Place, which is known as the largest convention center in the United States. Around 2150 exhibitors for 2018 breaks the old mark by 150 set in 2017. The total attendance record set last year in Las Vegas at nearly 70,000 is also expected to fall. The 2018 AHR EXPO is the 70th edition of the show. The visitors to the 2018 show saw the latest and established HVACR and related

products. The EXPO had three distinct product sections within the show floor: Building Automation and Control Showcase; Software Center; Indoor Air Quality Association Pavilion. The 2018 show also had the largest educational program ever. The AHR Expo App made attending the show and managing your time much easier. For more information visit www.ahrexpo.com

Final Tax Legislation Will Lower Rates For Construction Firms, Spur Economic Growth And Benefit Construction Employers For Years

Construction Official Notes that Final Measure Included a Number of Key Improvements After the Association Waged an Aggressive Education and Outreach Effort Targeting Key Members of Congress

The chief executive officer of the Associated General Contractors of America, Stephen E. Sandherr, released the following statement regarding final passage of federal tax reform:

"Today, Congress passed comprehensive tax reform legislation that will lower rates, spur economic growth and impact construction businesses for years to come. However, this process did not start as well as it ended for the construction industry. (See chart http://images.magnetmail.net/images/clients/agca/attach/1218_House_Senate_Tax_Reform_Comparison_v6.pdf for details on the final bill)

"Initially, the tax reform bill provided little relief for many construction firms organized as pass-throughs, such as S-corps, limited liability corporations

and partnerships; eliminated Private Activity Bonds, essential to the financing of transportation infrastructure, low-income housing and other public construction and public-private partnership projects; and repealed the Historic Tax Credit, critical to the private construction market for the rehabilitation and renovation of historic buildings.

"AGC continued to fight for a better outcome for the construction industry by undertaking a rigorous direct lobbying campaign. Our efforts included connecting construction company CFOs and CPAs with tax writers, and generating thousands of pro-construction messages from members to key legislators. Our efforts helped convince members of Congress to ultimately reduce the corporate rate by 14 points; lower

individual and pass through rates; double the estate and gift tax exclusion to \$11 million; ensure the tax-exempt status of Private Activity Bonds remained untouched; and prevent full repeal of the Historic Tax Credit.

"That stated, there is still much work to be done in our nation's capital in the New Year. Though Congress missed

an opportunity to address the long-term solvency of the Highway Trust Fund via tax reform, we remain focused on ensuring that this administration keeps its promise to rebuild the nation's infrastructure. And, we are committed to efforts to modernize multiemployer pension plans for the future, among other priorities for the industry.

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Product News

Rheem Produces First Residential Furnace to be Certified Under Rule 1111

The Rheem® Ultra Low NOx furnace beats the competition to comply with strict California mandate

Atlanta – Rheem is the first manufacturer to have a residential gas-fired furnace that is certified by the South Coast Air Quality Management District (SCAQMD) for Rule 1111. SCAQMD created the California mandate to reduce nitrogen oxide (NOx) in natural gas-fired, fan-type central furnaces from 40 nanograms per joule to 14 nanograms per joule.

The new Rheem® Ultra Low NOx Gas Furnace has met the expected reduced NOx emissions and will decrease NOx emissions by 65 per cent from the current standard, a significant milestone that illustrates Rheem's leadership and commitment to manufacturing the most environmentally friendly and responsible products.

An article from the

March/April 2017 SCAQMD Advisor notes the certification was achieved after a source test performed last June that demonstrated the model operated well below the emissions limit at all stages of firing, in particular during start-up.

"We are proud to be the first manufacturer to create a product that is not only compliant with the new NOx requirements, but is an environmental game changer," said Ryan Teschner, Product Manager, Furnaces, Rheem. "It was a five-year challenge for our engineers and product developers to lower emissions by that much and we are excited to get it on the market soon."

The Rheem Ultra Low NOx Gas Furnace will be released before the proposed Rule 1111 compliance date.

I know what you are thinking. I just got used to Facebook and now they are changing the rules. Sorry, but that is the truth.

On Thursday, January 10, Facebook announced changes to its algorithm to increase engagement by showing more content from friends and family members and less from publishers and businesses.

So what does that mean to you? Expect to see a fall-off in your Facebook interaction. If you are already only reaching about 10% of your fans it is hard to imagine it could fall much further, but it will unless you take aggressive steps to prevent that.

Here's what you can do:

- You and members of your staff must **share company posts on personal timelines**. If you are not active on Facebook, now is the time to start. The more people like and share your content, the more likely Facebook will be to share it with others.

- Your post must have

Facebook is Changing Again

"meaningful dialogue" in the comments. Don't just post a picture and assume you are done. You will need to have someone from your team post a question in the comments, and ask others to respond. Facebook is trying to increase engagement so that is where you need to put your attention.

- **Increase human interest** stories. Share photos and stories about employees, clients, and vendors. **Tag individuals** or encourage them to tag themselves. Treat Facebook like a company scrapbook with funny stories and pictures of life inside your business.

- **Embrace video**. It is time to stop being camera shy and try out Facebook live. Live videos, don't need to be perfect, they simply need to be genuine. So take the camera to a job site, or around the shop. Let people know you will be broadcasting live, and then save it to your newsfeed so they can watch it when you are done.

- Pictures, pictures, pictures. Basically, posts

without images will not be shown to followers. While original photography is best, invest in a few great stock images to add life to every post.

- **Boost posts**. It is time to face facts. The days of huge organic reach are over. Facebook is an **advertising platform**. You need to be prepared to advertise.

- **Drive customers to your email newsletter**. At the end of the day, you need to own your community. Facebook is a great way to reach new prospects, but then you need to drive them to your website and your email list so you can define the terms of your communication going forward.

The issue is Facebook is going to change their rules again and again. You need to stay informed and be ready to flex your marketing program to meet your objectives, not theirs.

Have questions? We have answers. www.roundpeg.biz/



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.

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Product News

Testo 440 Air Velocity and IAQ Meter



Sparta, NJ— Testo takes the air flow/climate world by storm with the testo 440 air velocity & IAQ meter. The testo 440 combines a compact handheld measuring instrument with user-friendly menus and wireless probes for the versatile and convenient measurement of all air conditioning and ventilation parameters. This innovation combines

everything that makes air velocity & IAQ measurement technology so successful -- intuitive operation, precise measurement values and an extensive probe range -- and expands on these advantages using the convenience of wireless connectivity.

More applications with less equipment

The testo 440 probes

are available for air velocity, temperature, humidity, turbulence, CO₂, CO and light intensity. The wireless Bluetooth probes ensure more freedom of movement while taking measurements and save space in the measurement case. In addition to this, a probe handle can be universally combined with all corresponding probes and

probe attachments. Customers have the choice between a universal handle in wireless or fixed-cable form. This allows you to switch, in seconds, from an indoor air quality measurement to a volume flow measurement at a vent.

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The large display of the testo 440 shows up to 3 measurement values

simultaneously. It also allows easy configuration of the measurements as well as a view of your results at a glance. The instruments memory can record up to 7500 measurement points.

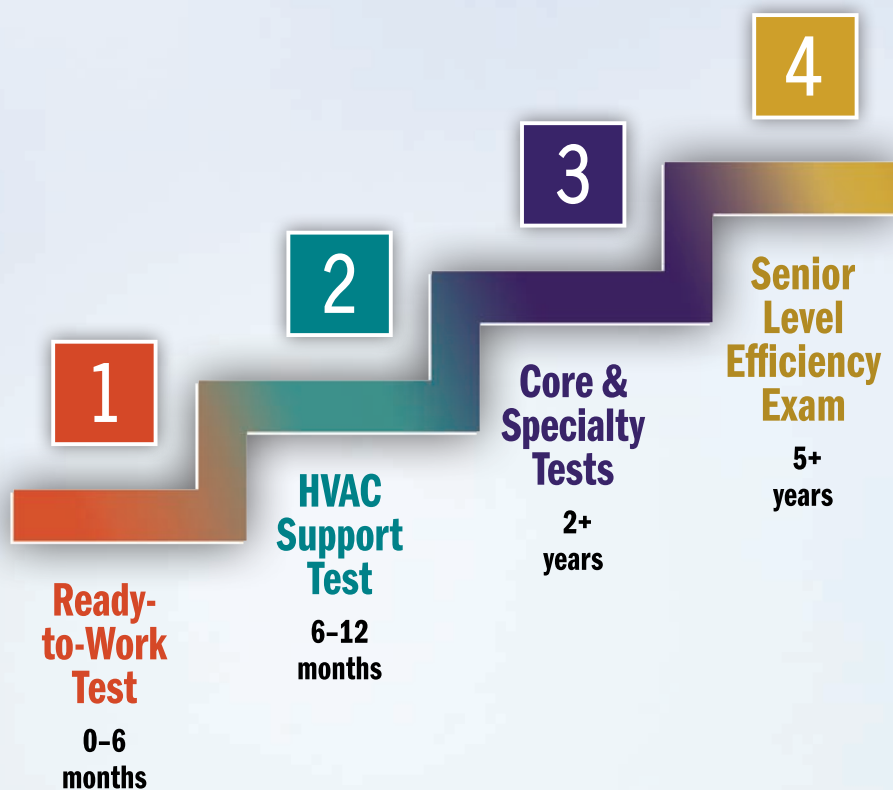
Kits and model versions

The testo 440 multi-function measuring instrument is available in two versions. There is the standard testo 440 and also the testo 440 dP model which has an additional, integrated differential pressure sensor. This makes measurements at filters as well as Pitot tube and k-factor measurements possible. Pre-configured kits consisting of measuring instruments, probes and accessories are available for the most important areas of application (incl. ducts, vents, indoor air quality and ventilation/air conditioning measurements in laboratories).

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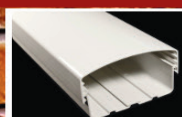
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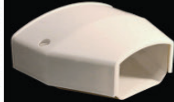
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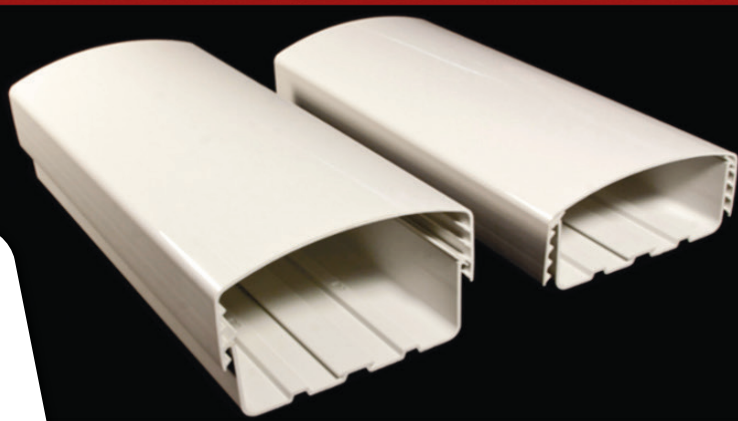


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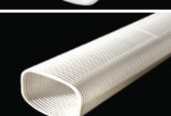
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The Role of GVWR and GCWR in Specifying Work Trucks

By Bob Raybuck
Director of Technical Services
NTEA

Often, GVWR and gross vehicle weight (GVW) are thought to be the same, but they are not. A truck's GVWR is the maximum weight rating established by the chassis manufacturer. GVW is the total weight of the truck and payload at a point in time.

There's a common misconception that a truck's GVWR is determined by adding gross axle weight ratings (GAWRs) together for all axles. Although this was a common way of calculating GVWR many years ago, it's no longer an accurate method. The chassis manufacturer task of establishing a vehicle GVWR is much more difficult today due to advancement of safety system standards and how vehicles meet these requirements. This is why many trucks have a GVWR much lower than the combined axle ratings. It is not uncommon for a truck with a GVWR of 19,500 pounds to have a front axle rated at 7,500 pounds and a rear axle rated at 14,700 pounds. Safety standards that apply to braking, vehicle stability, and chassis manufacturer internal standards for durability, dynamic stability and handling can restrict GVWR even though the sum of the axle ratings exceeds 22,000 pounds. In this instance, the OEM set the GVWR at 19,500 pounds based on test results and vehicle dynamic performance to ensure a safe, reliable truck.

A specific vehicle's GCWR is based on parameters established by chassis manufacturers. The manufacturer makes an assessment in accordance with SAE International test protocols, determining maximum GCWR. Additionally, the OEM runs stringent tests based on internal requirements which may include testing total GCWR braking capability using only the towing vehicle chassis braking system. As noted in the previous article, GCWR is the total weight of the truck pulling the trailer and the trailer itself. The truck chassis dictates proper GCWR for safe operation of the combination truck and trailer.

When end users and fleets are looking to either purchase or specify the proper chassis for their needs, different driver qualifications and regulations are part of the process. A key driver qualification is the commercial driver's license rule, better known as CDL. Many fleets prefer to specify their chassis in a way that allows drivers without a CDL license to operate their vehicles. Federal CDL requirements help clarify what's considered a non-CDL truck and how GVWR comes into play. Each individual state may have more stringent CDL licensing requirements. However, every state must follow federal requirements as a baseline. One element in federal CDL operator requirements is a vehicle's GVWR. The federal requirement specifies that, when a vehicle has a GVWR of 26,000 pounds or less, the operator does not need a CDL license. However, this does not mean the truck GVW can be loaded above the GVWR of 26,000 pounds and operated by a non-CDL driver. Federal requirements state the GVW must, in addition, be 26,000 pounds or less. CDL requirements become more confusing when the vehicle is towing a trailer.

There are three key aspects to consider when assessing CDL operator requirements for commercial work trucks involved in towing a trailer: truck GVWR, trailer GVWR and GCWR of the truck-trailer combination. Trailer GVWR is most critical to determining when a CDL is

required. When a trailer has a GVWR of 10,001 pounds or more and the combined GCWR of the truck and trailer is 26,001 pounds or more, a CDL is required by the operator. For example, if a trailer has a GVWR of 11,500 pounds and is towed by a truck with a GVWR of 15,000 pounds, resulting in a GCWR of 26,500 pounds, then the operator must have a CDL.

In contrast, when the trailer in the truck-trailer combination has a GVWR of 10,000 pounds or less, the CDL requirements allow for a greater GCWR for both the truck and trailer without requiring a CDL license. For example, a truck with a GVWR of 26,000 pounds or less can tow a trailer with a GVWR of 10,000 pounds or less and not require the operator to have a CDL under federal requirements. However, CDL requirements mandate that the truck and trailer GVW not exceed 26,000 pounds and 10,000 pounds, respectively. In short, the truck and trailer cannot be overloaded.

When determining the truck and trailer combination(s) that end customers or fleets want, it's important to understand which combination(s) will require a CDL or know how to specify and load trucks and trailers properly to remain within CDL weight limitations. There's a common perception that a truck's original GVWR can be changed to avoid CDL requirements. Even though there are provisions in the vehicle certification rules that allow the company finishing the new incomplete vehicle (final-stage manufacturer) to determine the vehicle's final GVWR, the final-stage manufacturer is typically reluctant to make changes to the original GVWR without guidance from the incomplete vehicle manufacturer.

Many incomplete medium-duty vehicle manufacturers include GVWR information as part of the Vehicle Identification Number (VIN) coding in the vehicle description section (4-8) and, therefore, will not change an incomplete vehicle's GVWR after it is manufactured as the VIN would need to be updated. Many incomplete vehicle OEMs will provide guidance about changing GVWR for a VIN-specific new incomplete chassis through their dealer network; however, they make the final-stage manufacturer the responsible party. Many times, altering GVWR requires changing key components (such as tires, suspensions or even axles). If a company claims it can change GVWR, consider asking about the organization's approach to testing, engineering analysis and certification documentation to ensure ongoing compliance.

As a company or fleet, you're placing your employees in these vehicles. It is very important to company wellbeing and employee safety to make sure the trucks you purchase are designed for their intended purposes and GVWR and GCWR are specified properly for safe, efficient operation.

Learn more

To learn more about the tools, resources and solutions available exclusively to members, visit ntea.com/memberbenefits.

Visit worktruckshow.com/fleets to explore the many sessions, events and opportunities for fleets at The Work Truck Show® 2018 (March 6-9, 2018 in Indianapolis, Indiana). Green Truck Summit and Fleet Technical Congress — held in conjunction with North America's largest work truck event — will address fleet-specific issues.



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Ingersoll Rand and Mitsubishi Electric Corporation to Establish Joint Venture for Ductless and Variable Refrigerant Flow Heating and Air Conditioning Systems in the U.S. and Select Latin America Countries

Swords, Ireland and Tokyo, Japan -- Ingersoll-Rand plc and Mitsubishi Electric Corporation are pleased to announce they have entered into an agreement to establish a 50 percent-50 percent joint venture (JV) pending global antitrust review.

The new joint venture will include marketing, sales and distribution of ductless and VRF heating and air conditioning systems through Ingersoll Rand's Trane and American Standard commercial and residential channels, and existing Mitsubishi Electric distributors and representatives in the United States and select countries in Latin America.

The systems sold by the joint venture will be highly efficient, variable-speed mini-split, multi-split, and VRF air conditioners and heat pumps for homes, light commercial and commercial applications. The joint venture will distribute products with the

Trane or American Standard brand and the Mitsubishi Electric corporate logo to Ingersoll Rand channels. The joint venture will also continue to serve Mitsubishi Electric US distributors and representatives with Mitsubishi Electric branded product.

The joint venture will be a leading provider of ductless and VRF systems in the United States and select countries in Latin America. It will bring together Ingersoll Rand's leadership in heating and air conditioning and its extensive Trane and American Standard residential and commercial distribution network with Mitsubishi Electric's innovative and technologically advanced mini-split, multi-split, and VRF products, recognized brand and channel expertise.

Pending favorable global antitrust reviews and customary closing conditions, the new joint venture is

expected to be operational in the first half of 2018. A chief executive officer will be named from Mitsubishi Electric, a chief financial officer will be named from Ingersoll Rand, and the business will operate from headquarters in Suwanee, Georgia. Ingersoll Rand and Mitsubishi Electric US, Inc., a subsidiary of Mitsubishi Electric Corporation, will have equal ownership. The financial terms of the deal were not disclosed and are not material.

Ingersoll Rand: Forward-Looking Statements

This news release includes "forward-looking statements," which are statements that are not historical facts, including, but not limited to, statements that relate to our intent to form a joint venture with Mitsubishi Electric, the expected benefits of the proposed joint venture; the timing of the commencement of operations of the joint venture,

and projected size, scale and success of the joint venture. The forward-looking statements in this news release are based on current expectations and assumptions that are subject to risks and uncertainties, many of which are outside of our control, and could cause results to materially differ from expectations. Such risks and uncertainties, include, but are not limited to: Ingersoll Rand's ability to timely obtain, if ever, necessary regulatory approvals of the proposed joint venture; the ability to fully realize the expected benefits of the joint venture; and/or business conditions that may impact the companies in connection with the proposed joint venture. Additional factors that could cause such differences can be found in our Form 10-K for the year ended December 31, 2016, and subsequent reports on Form 10-Q and other SEC filings. Ingersoll Rand assumes no obligation to update these forward-looking statements.

Rees Scholarship Foundation Awards \$74,000 to Aid Aspiring HVACR Technicians

Arlington, Va. -- The Clifford H. "Ted" Rees, Jr. Scholarship Foundation, a 501(c)(3) charitable foundation of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), and the Air Conditioning Contractors of America (ACCA), today announced scholarship awards totaling \$74,000 to 40 students, including one military veteran program recipient, studying to become technicians in the HVACR and water heating industry.

"We are pleased to award scholarships to these qualified and dedicated students and veterans, and we hope to eventually welcome them into the industry," said AHRI President and CEO Stephen Yurek. "Each year, the Foundation provides aid to an increasing number of recipients, helping to promote careers in the industry and fill good-paying jobs that cannot be outsourced."

"Developing quality workers is a critical initiative that everyone in our industry is working together to accomplish," said ACCA President and CEO Paul T. Stalknecht. "We are proud to partner with the Rees Scholarship Foundation and AHRI to give these hard-working students and veterans scholarships to help them continue their education, which will develop into a strong workforce for our industry's future."

HVACR and Water Heating Technician Program Recipients (partial list):

Adrain Behn, Green Country Technology Center, Okmulgee, OK
Christian Castillo, Tyler Junior College West Campus, Tyler, TX
Dwoodson Fuller, Green Country Technology Center, Okmulgee, OK
Jeffrey Headrick, Tyler Junior College, Tyler, TX
Jessy Garcia Olivia, Tulsa Tech Center, Tulsa, OK
Luis Cervantes, Lone Star College, Houston, TX
Philip Fernandez, South Central Louisiana Technical College, Reserve, LA
Rex Allbritton Jr., Green Country Technical Institute, Okmulgee, OK
Ruben Carreon, Tyler Junior College, Tyler, TX
Zachary Hutto, Green Country Technology Center, Okmulgee, OK



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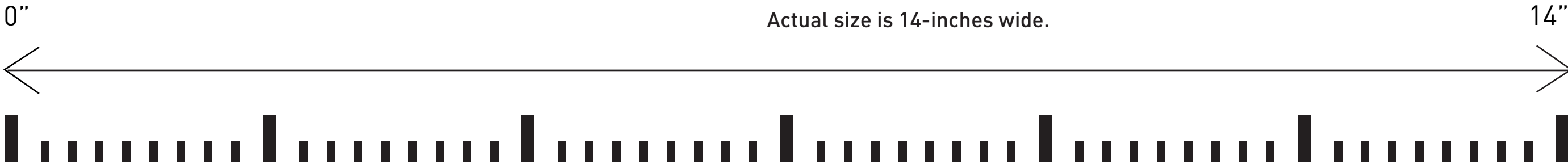
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Product News

YORK® YZ Magnetic Bearing Centrifugal Chiller is first chiller optimized for ultimate performance with new, low-GWP refrigerant

New chiller delivers up to 35 percent annual energy savings, reduced maintenance costs and widest operating envelope in industry



Milwaukee – Johnson Controls introduces the YORK® YZ Magnetic Bearing Centrifugal Chiller, the first chiller fully optimized for ultimate performance with a next generation low-

global warming potential (GWP) refrigerant—R-1233zd(E). Chosen for its efficiency, safety, availability, low environmental impact and cost, nonflammable R-1233zd(E) has an ultra-

low GWP of 1 and is readily available from refrigerant manufacturers.

Johnson Controls used a holistic approach to system design and engineering, optimizing every component

around a carefully selected next generation refrigerant for ultimate performance. The YORK® YZ chiller uses an integral, variable speed drive and advanced magnetic bearing technology

that features a single moving assembly suspended in a magnetic field that does not require lubrication. This technology requires 80 percent fewer moving parts than traditional oil- or refrigerant-lubricated drivelines. The result is enhanced reliability, reduced maintenance and improved efficiency. Compared to traditional fixed-speed oil-bearing chillers, the YZ delivers up to 35 percent annual energy savings.

The YZ chiller can deliver significant energy savings and lower operating costs by taking advantage of the off-design conditions where chillers operate 99 percent of the time. The YZ operates with entering condenser water temperature as low as 40°F (4.5°C), providing enhanced performance in every operating condition and the widest operating envelope in the industry. The YORK® YZ uses an optimized single stage design to provide industry-leading real-world energy efficiency. The chiller can also operate with condenser temperatures below the evaporator temperatures, eliminating the need for a water-side economizer, which simplifies the system, requires less mechanical room space and saves money on components, piping, controls and maintenance.

The YZ chiller brings together groundbreaking YORK® innovations refined over decades of real-world use to create a revolution in chiller design and optimization. It represents a solution from the chiller experts, who like to think of the YORK® YZ chiller as tomorrow's chiller, available today.

To learn more about the YORK® YZ Magnetic Bearing Centrifugal Chiller, visit www.YORK.com/Next.

The chiller will be on display at Mostra Convegno Expocomfort in March and China Refrigeration & Heating in April.

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ACCA Hosting MIX® Group Event at Washington, D.C. Conference

Arlington, VA – The Air Conditioning Contractors of America (ACCA) announces that Dean Brainard of NEXUS, LLC., is facilitating the ACCA MIX Group networking event at the ACCA Annual Conference on February 13, 2018 in Washington, D.C.

ACCA's Management Information Exchange (MIX) Group program is one of

the association's premier contractor benefits. HVAC contractors involved in MIX Groups share business information, including marketing and sales strategies, business operations, key performance indicators, and other financial metrics with each other.

"ACCA is excited Dean is leading this year's MIXer event

at the annual conference," said Paul T. Stalknecht, ACCA president and CEO. "Dean is well-known in the contracting industry and is going to lead a great "speed-networking" event for contractors. For those who want to be involved in the industry's premier networking and business-to-business learning venue, ACCA's 2018 MIXer is the

place to be."

Dean Brainard, founder of NEXUS, LLC., has more than 30 years of consulting, training, and management experience. He specializes in collaborative training, coaching and facilitation processes that empower business leaders to achieve critical business outcomes.

Brainard said, "Our goal

for the 2018 ACCA MIXer is to spark conversations between contractors who want to engage in a MIX Group and existing MIX Groups who are recruiting new members. Current and former ACCA Board Officers, Bobby Ring, Laura DiFilippo, Dave Kyle, and Dan Weis will share the benefits and expectations of being a MIX group member.

This networking experience could be the first step in one of the most valuable decisions a business owner can make for their business."

To read more about the 2018 ACCA MIXer, visit www.ie3show.com/blog/. Additional information and registration information for ACCA's Annual Conference can be found at www.ie3show.com.

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RGF's 2017 result represents 24 years of consecutive year-over-year revenue growth as the company enters its 33rd year of research, development and manufacturing operations in West Palm Beach, Florida. The company's successful adoption of its patented PHI based technologies in air purification and non-chemical food sanitation have resulted in a market leading position in these emerging markets. Combining dominance in core focus, growth markets with rapidly expanding vertical manufacturing capabilities, and an appetite for complementary acquisitions, RGF is preparing for many more years of like growth. For more information visit www.rgf.com

Construction Employers Add 30,000 Jobs in December and 210,000 in 2017; Hourly Earnings Rise 3.0 Percent as Sector Competes to Attract Workers

Industry Employment Reaches Nine-Year High and Unemployment Rate Falls to 5.9 Percent; Association Officials Say Most Construction Firms Predict they Will Continue Adding Jobs in 2018 Amid Strong Demand

Construction employment increased by 30,000 jobs in December to the highest level since September 2008, according to an analysis of new government data by the Associated General Contractors of America. Association officials said that, according to an outlook the association released earlier this week, most firms expect to continue adding jobs this year amid expectations demand for construction will expand.

"Employment and pay in construction have risen more rapidly over the past year than in the economy overall, as the supply of unemployed, experienced workers continues to shrink," said Ken Simonson, the association's chief economist. "Construction pay is now almost 10 percent higher than the private-sector average. Nevertheless, contractors report increasing difficulty filling many types of hourly craft and salaried openings, given the low rate of unemployment throughout the economy, including construction."

Construction employment totaled 6,993,000 in December, a gain of 30,000 for the month and 210,000, or 3.1 percent, for all of 2017. The economist pointed out that the full-year growth rate in industry jobs was more than double the 1.4 percent rise in total nonfarm payroll employment.

Residential construction—comprising residential building and specialty trade contractors—added 18,200 jobs in December and 86,400 jobs, or 3.2 percent, over the past 12 months. Nonresidential construction (building, specialty trades, and heavy and civil engineering construction) employment increased by 11,800 jobs in December and

123,100 positions, or 3.0 percent, over 12 months.

The number of unemployed jobseekers with recent construction experience fell to 554,000 in December, down from 670,000 in December 2016, while the unemployment rate in construction dropped to 5.9 percent last month from 7.4 percent a year earlier. The rate and number of unemployed were the lowest for December in the 17-year history of the series. These declines show how difficult it has become for the industry to find experienced workers, Simonson said.

Average hourly earnings in the industry climbed to \$29.24, a rise of 3.0 percent from a year earlier. That was a steeper increase than for the total private sector, which rose 2.5 percent to an average of \$26.63 per hour. The economist noted that construction pays 9.8 percent more per hour than the average nonfarm private-sector job in the United States.

The new jobs figures come as 75 percent of firms that responded to a survey organized by the association and Sage Construction & Real Estate report they plan to expand their headcount in 2018. One reason most firms plan to add staff is that contractors are the most optimistic they have been about growing demand for their services since the association first began preparing its annual outlook in 2009.

"Most construction firms plan to add workers during 2018 as demand for all types of construction continues to expand," said Stephen E. Sandherr, the association's chief executive officer. "The biggest challenge they face will be finding qualified workers to hire as the labor market continues to tighten."

AHRI Launches All-New Online Certification Directory

AHRI Directory of Certified Product Performance gets major upgrade

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today announced the launch of its upgraded Directory of Certified Product Performance, a real-time online directory that includes more than 7.2 million listings of all AHRI Certified® products.

"AHRI's online directory was more than ten years old, and in need of an upgrade to support expanding reporting requirements as regulators at the federal, state, and local levels increasingly relied upon AHRI for accurate and unbiased data on equipment performance," said AHRI President and CEO Stephen Yurek. "The directory that went live today was built from the ground up -- with significant input from participants and end users -- to support our needs for years to come."

The new directory features simplified searches, improved security, multilingual support, and mobile access. These improvements address concerns reported by all types of users of the directory, including consumers, contractors, and manufacturers.

"We conducted focus group meetings with directory users, and engaged with our certification program participants throughout this process to ensure our upgraded directory offers our 3.7 million annual users a smooth and informative experience," said Yurek.

Visit AHRI's Directory of Certified Product Performance at www.ahridirectory.org.



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National Construction Group Provides Nearly \$200,000 to Texas Construction Workers to Help Cover Damages Incurred During Hurricane Harvey

The AGC Charities Inc., the charitable arm of the Associated General Contractors of America, is providing 83 construction workers in Texas with a total of \$195,000 in donated funds to help cover losses they incurred as a result of Hurricane Harvey. The checks, which amount to \$2,350 per construction workers, are intended to help employees of firms that belong to the association cover the costs of uninsured and uncompensated damages caused by the storm.

AGC Charities organized a nationwide fundraising campaign in the wake of Hurricane Harvey and the flooding that followed to help provide grants for employees of member firms impacted by the storm. Daniel noted that the charitable group received an "overwhelming" response

and raised over \$195,000 dollars. The 83 grants are being awarded to individuals who work for firms that belong to the association who suffered significant, uncompensated Hurricane-related damages.

Dozens of construction firms, individuals and chapters of the association contributed to the effort. The AGC of Houston was the largest single donor, providing \$50,000 for victims of Hurricane Harvey as well as another \$50,000 for victims in Puerto Rico of Hurricane Maria. Other significant donors include the John & Alice Powers Foundation, the Oregon-Columbia Chapter of AGC and the AGC of Washington State.

The association president presented many of the checks in person today during visits to a number of

Houston construction firms, including to 8 employees of Pulice Construction. He is also distributing checks tonight during a visit to the annual dinner of the AGC of Southeast Texas in Beaumont, where he will present checks to 14 employees of firms that belong to the local chapter.

Daniel noted that the national association created AGC Charities a decade ago to provide a single place where contractors could come together to help communities and the industry. In addition to providing the hurricane assistance grants, the charitable group also recognizes construction firms' good deeds, arranges an annual charitable construction project known as Operation Opening Doors.

For more information about AGC Charities Inc. visit www.agccharities.org.

HVAC Excellence announces that the Central Louisiana Technical Community College in Natchitoches, Louisiana has been granted accreditation of their Heating, Ventilation, Air Conditioning and Refrigeration program



Steve Allen, M.A., LEED AP (HVAC Excellence), Randy Troutman (Instructor), Dr. James Crisp (HVAC Excellence), Laurie Morrow (Campus Dean), Dr. Jimmy Sawtelle (Chancellor)

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It's On My Heart: Hard Times

Have you ever been really cold? We lived in Colorado for about 12 years, followed our grandson up there when he was 3. But that is another story. I have been outside in -26. Mike and I were on the back deck, he had a cup of coffee in one hand. Told me, watch this, and threw the cup of coffee into the air. It instantly vaporized, turned into crystals, floated down right in front of our eyes. That is cold.

My article this month is based on a book I read, *Endurance, Shackleton's Incredible Voyage*. The book is a true story, complete with photos of the expedition of Ernest Shackleton trying to cross the Antarctic by foot in 1915. He never made it. His ship, the *Endurance*, was frozen in the harsh winter seas, locked in a death grip 60 miles short of his intended destination. His ship crushed by the ice, Shackleton realized he would never make it to the Antarctic, in fact he was not supposed to be back to home base till the next February. No one was coming to rescue them.

What would you do, if your original goal was completely shut off, not obtainable. Fret, worry, sit down with the management team, talk it out? Shackleton changed the goal, almost immediately. His new goal, to get the men home safely. Every. Single. Man.

Back to the cold. The Antarctic has the lowest recorded temperature on earth, -127 degrees. The crew of 27 (plus one stowaway made it 28) were in this sort of environment for almost 2 years! No radio, no way to get a message home, they were marooned on a ship stuck in the ice for months. When the ice crushed their ship, they built a camp on a huge ice flow that drifted where ever the ice carried them. For months. At one point, Shackleton was in his tent, middle of the night, just couldn't sleep. He got up, went outside, and realized why he was awake. The ice was cracking right under their camp, in fact, right under his feet. He sounded an alarm, began to grab men out of the tents, pushing or throwing them over onto the larger piece of ice. One poor crewman fell into the ice-cold water, he grabbed him and pulled him to safety. No time to construct a plan, he just had to react.

Later, they find themselves on a small island, with very little food and a couple of lifeboats, 22-foot-long lifeboats. Shackleton made a decision to try a rescue trip to an island 800 miles away in this little boat with a dozen men on board. In the midst of winter. With very little provisions. And no dry clothes. It don't get much worse.

Except it does. To attempt an 800-mile voyage across a winter ocean to land at a island only 25 miles across is a feat in itself even with modern electronic navigation. But to attempt that with only a sextant in weather that hid the stars for days at a time, it was a daunting task.

Read the book, or call me, I will tell you what happens next. I will tell you now, this is one of the best examples of grace under pressure and leadership ever. How does this apply to our business?

Several ways. First of all, a leader is tested most when all roads to the business goals are crushed. Maybe an economic turn shuts down a market you are involved in. Perhaps an illness or accident takes a key employee out of commission for months, maybe forever. A new competitor comes in with more advertising money, bigger budgets, and takes some of your business away. Maybe Amazon starts doing home repair work. Or all four happen at once, the perfect storm. What you as the company leader do or don't do can make the difference in the company survival or actually gaining market share.

Understand, I am not talking about just having a backup plan. I am talking about the events that turn your

company from forward progress to trying to stay alive. So the lessons from *Endurance* are many, but here are a few to start your thinking.

1. Never lose sight of the ultimate goal, be ready to change short term objectives if needed.
2. Set personal examples with your behavior during a crisis.
3. Stay optimistic, but realistic.
4. Stay healthy, you must be at your best, mentally and physically.
5. Let the team know, they are all important, every single person.
6. Don't let the team get into small struggles as to who is more important.
7. Keep a sense of humor, even in tough times.
8. Be ready to take a business move that may have significant risk.
9. And never give up, always another path available.

This article is based on a book about the book, called *Lessons from the Edge*, written by Paul Kessler. Sat next to him on a flight last year, we made small talk, ended up giving him one of my books, he gave me one of his. Funny how life puts us in places that turn out to be gift.

Thanks for listening, we will talk later.



Jim Hinshaw

Upon graduating from the University of Missouri at Rolla, Hinshaw started his career in the air conditioning industry. Hinshaw's background includes positions as a manufacturer's rep, President of one of the oldest and largest air conditioning companies in Arizona, residential start-up specialist for the Carrier Corporation, and an officer in a Carrier owned service agency.

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

the company for improved profitability, all phases of the business.

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

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

And now as an AUTHOR: "For those who might be interested, he has a collection of writings from the last 10 years. Stories of how one person can ruin a relationship with a customer, and how one can repair it! Stories of the loss of service in America, and how you can improve customer service today. Go to the following link for full details on how to make this collection yours!"

www.blurb.com/bookstore/detail/2223484 to check out the book – first 15 pages are free, sample before you buy!

For more information please contact him at Sales Improvement Professionals, Inc., 1281 E. Magnolia, #D-145, Fort Collins, CO 80524; Office Pho: 970-635-5675; Cell Pho: 602-369-8097, or visit www.siptraining.com; or on Facebook: Sales Improvement Professionals, Inc

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HARDI Distributors Report 9.1 Percent Revenue Increase in November



Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 9.1 percent in November 2017.

The average annualized growth for the 12 months through November 2017 was 6.4 percent.

“9.1% growth looks good because there was the same number of billing days as November 2016 when sales were up 10.9%. The comparison was not easy,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Three of the regions produced double-digit growth despite being up against low teens growth last November.”

“That makes two consecutive months near 10 percent gains after the late summer

swoon,” said HARDI Senior Economist Connor Lokar. “Demand early in the new year will be supported by healthy consumer spending, but we are trimming our outlook for new housing construction.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now over 47 days. “The DSO is up from the low 40s at the end of the summer and this is normal,” said Loftus. “47 is comparable to last year. We expect the ratio to remain in the 47 to 49 range the next couple months.”

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

include products not directly associated with the HVACR industry.

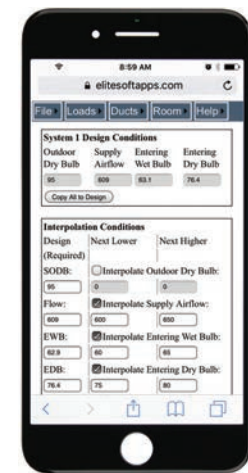
ABOUT HARDI

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

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

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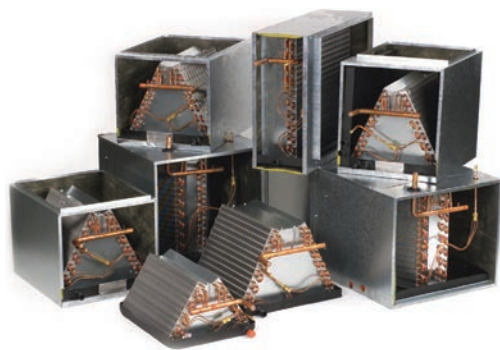
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The 8 Financial KPIs for a Residential Service Company

By Todd Liles

You're probably like most business owners that came from the trade. You're awesome at the technical and sales aspects of the business but you probably don't like the numbers. You want to know how your business is doing but don't want to go through a bunch of reports and statements to get it.

We hear you. That's why we made it simple. Super simple even.

You can understand the health of your business by knowing just 8 numbers other than your sales. You already know your sales. You just need to know these eight numbers as a percentage of your sales. (*Percent of Sales Calculation reminder: Category totals divided by total sales.*)

Here's those 8 numbers and the "Good" and "OK" amounts for each.

Financial: Super Simple Style

#1: Labor - Good 15%. OK 17%.

This includes all your of field labor.

#2: Materials - Good at 15%. OK 17%.

This includes all the parts, equipment, and supplies you use on jobs.

#3: Trucks - Good 5%. OK 7%.

This includes all your truck expenses like fuel, oil changes, maintenance, and repairs. This does not include paying note payments for trucks.

#4: Advertising - Good 6%. OK 8%.

This includes all marketing and advertising expenses.

#5: Overhead Labor - Good 8%. OK 10%.

This is all wages for office, management, and salaried workers.

#6: Operating Expenses - Good 20%. OK 22%.

This includes office expenses, rent, utilities, training, etc.

#7: Other Expenses - Good 10%. OK 12%.

This includes commissions, subcontractors, and everything else not in another category above.

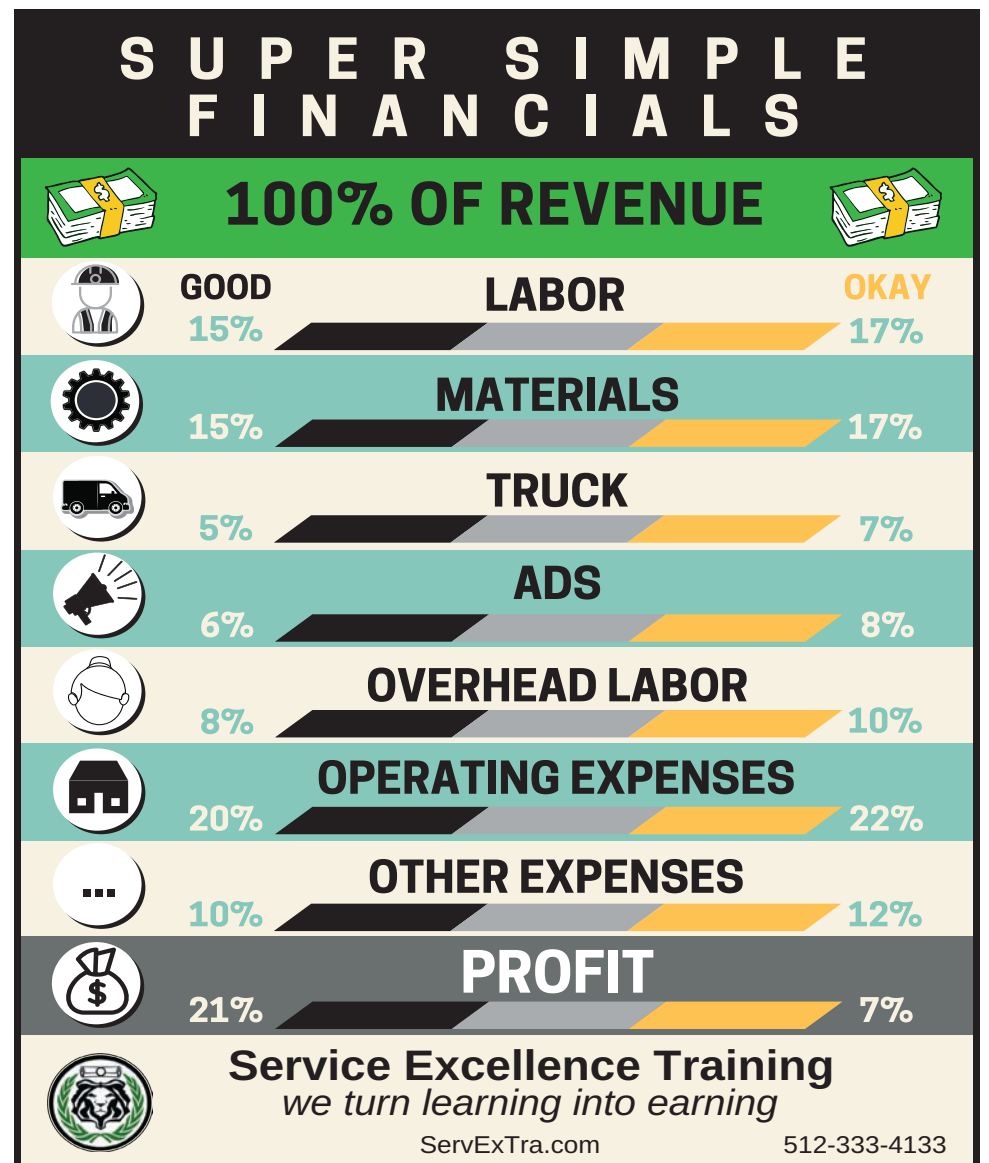
#8: Net Profit -Good 22%. OK 7%.

This is the net profit left over for every dollar of sales. Remember that this number needs to be high enough to pay your debt, handle unforeseen expenses, and to save for a "rainy day".

So there's the eight numbers you need to know. Super simple style. We also made a video you can watch on our website, www.servextra.com. If you would like a copy of the infographic in this article, you can download it for free on our website as well.

Want Help In Your Business?

If you want to learn more about your numbers and the health of your business, we can help. Contact Chris Elmore at 512-333-4133 or elmore@servextra.com.



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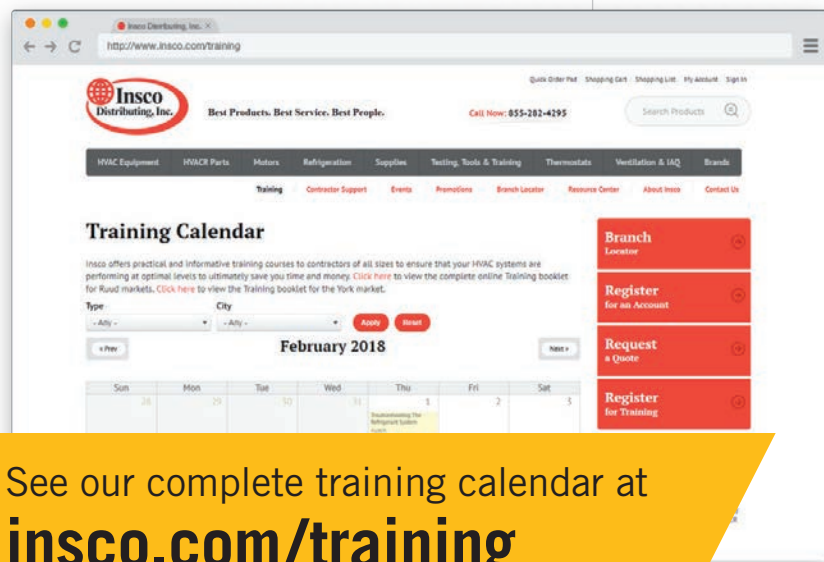
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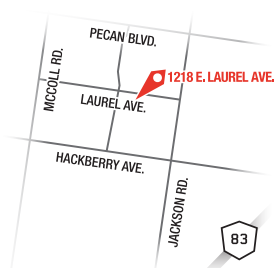
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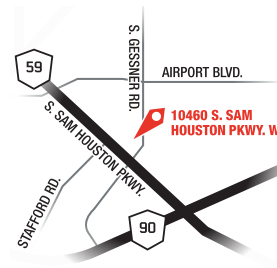
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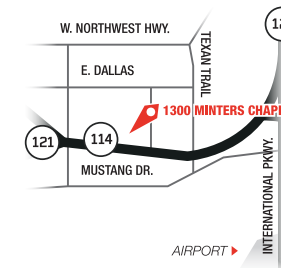
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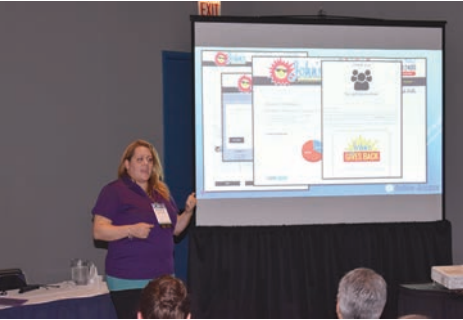
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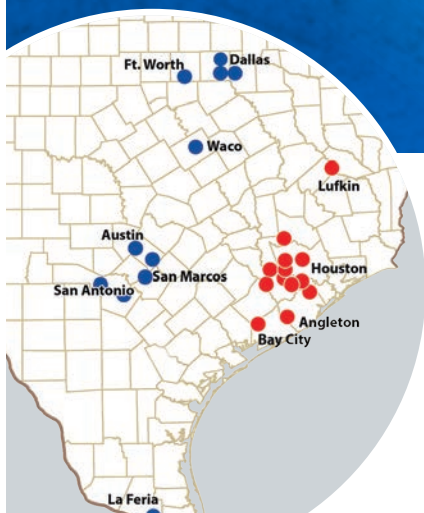
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**Important Update from the Texas Department of Licensing
2015 Mechanical Codes - Effective January 1, 2018**
January 4, 2018

Adopted amendments to Administrative Rule [§75.110](#) became effective January 1, 2018 and updated the code editions from the 2012 to the 2015 for the *Uniform Mechanical Code*, the *International Mechanical Code*, *International Residential Code*, and other applicable codes, including the *International Energy Conservation Code*, and *International Fuel Gas Code*.

Expectations are that any non-exempt air conditioning and refrigeration work permitted or started on or after January 1, 2018, be completed in accordance with the 2015 code editions. **Inside the corporate limits of a municipality**, ACR Contractors must still abide by city permitting requirements and adhere to any local code amendments - contact your local code officials for related questions.

As of January 1, 2018, examinations for ACR Contractor licenses are also referenced to the 2015 Mechanical Codes. The state ACR Contractor exams are available through [PSI](#), who contracts with TDLR to develop, maintain, and administer our licensing examinations. **It is very important for license candidates to review the [Candidate Information Bulletin \(CIB\)](#)** which contains detailed information regarding the examinations and is vital to understanding the process.

Questions? Contact TDLR at cs.air.conditioning@tdlr.texas.gov or call 800-803-9202.

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 - Mar 17/18 - Houston

Visit www.tacca.org to register!

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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.

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



MEETING PLACE

The Refrigeration Association of San Antonio meets on the third Thursday of every month in the Beethoven Maennerchor Hall at 422 Pereida. Anyone in the HVACR industry may attend the meeting at no charge and take advantage of the information and presentations. Any and all HVACR technicians may also participate at the 30-minute education sessions presented at 6:30 PM prior to the business meeting.

NEW EPA CERTIFICATION EXAMS.

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.

RSES AUXILIARY

If you would like to join the San Antonio RSES Auxiliary and be part of the 68th RSES Conference in March 2018, contact Connie Edmund at 641-5677.

The RSESA will be part of the March 1,2 and 3, 2018 conference next year and will be running several events that you may enjoy.

Contact Liz Heye at elizabethrosehi@yahoo.com for more details.

If you wish to become an individual member of the San Antonio Chapter, please visit the RSES website and fill out the form online or come to the RSES meetings on the third Thursday of the month to sign up.

www.rses.org/individualmembershipapplication.aspx

If you wish to become a student member of the San Antonio Chapter, please visit the RSES website and fill out the form online or come to the RSES meetings.

www.rses.org/members/applications/student.aspx

EDUCATION CORNER

Please join us for the 30-minute educational sessions that are held prior to the 7:00 PM business meeting. Requests should be directed to the Education Chairman, Dallas Lesley CMS.

Contact him via email. subsailor.ret78@yahoo.com.

CALLING ALL VENDORS

Interested in doing a presentation for 2018? Contact any officer or email Elena with your choice dates.

The New Flat Rate Launches App to Make Home Repair Decisions Easier

No. 1 menu pricing provider for residential home service companies introduces new app for their clients with interactive features to help boost service ticket size

Dalton, Ga. – The New Flat Rate, a leading provider of menu pricing for residential home service companies, has released the first phase of a new interactive app for home service contractors to provide better service for their customers and boost sales in the process.

The New Flat Rate Interactive App advances the company's menu pricing system by making it truly interactive. Field technicians can enter customer choices – there are five options for every type of repair job – to make ordering repairs quick and easy. And there is an automatic electronic invoicing option for contractors.

"This app gives contractors an easy way to show customers the full range of service options and it gives customers the information they need to make choices that are right for them," said Rodney Koop, founder and CEO of The New Flat Rate. "Techs don't have to double as sales associates as the app makes the sale for them."

The previous menu pricing system presented only a menu of prices in PDF form. While developing the new interactive app, The New Flat Rate surveyed more than 1,000 technicians who used its previous system

to find out how the new app could improve performance.

"Contractors want control, so now we're giving them control," Koop said. "We initially customize their price points, and then they can change their prices on their own, whenever they like. Technicians can easily create a summary of findings to present multiple repairs the customer may be interested in. We are constantly tweaking the app and will be announcing phase two with even more helpful features for users in the near future."

The analytics available through the use of the app also will help contractors refine their pricing and improve technician training.

From the first day of use with The New Flat Rate pricing system, contractors found that 70 percent of customers opted for a higher level of service, adding an average of \$200 onto each repair job.

Contractors signed up with The New Flat Rate can download the app for iOS in the App Store and for Android on Google Play.

Contractors interested in learning more about The New Flat Rate pricing system and interactive app are encouraged to call 706-259-8892 or visit <http://thenewflatrate.com/>.



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

Feb 2 - Beaumont

Feb 3 - Abilene

Feb 9 - Mt. Pleasant

Feb 15 - Lubbock

Feb 17 - Houston

Feb 24 - Hurst

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

Feb 9/10 - Red Oak (DFW Area)

Feb 24/25 - Austin

March 17/18 - Houston

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



CALL US TOLL FREE AT
800/998-HVAC(4822)

VISIT US ONLINE AT
www.TACCA.ORG

The Women in HVACR held a Meet and Greet at the AHR EXPO

The well attended event was held at Margaritaville Restaurant at the Navy Pier Chicago on Tuesday evening January 23rd



WHAT'S YOUR IMPACT IN THE INDUSTRY?

How will you be remembered?

Women in HVACR exists to improve the lives of our members by providing professional avenues to connect with other women growing their careers in the HVACR industry. We empower women to succeed through networking opportunities, mentoring and education.

Become a Member Today at: www.WomenInHVACR.org



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GET INVOLVED.



BRAGGIN' RIGHTS



Rick Heyden guided his grandson Scotlan Heyden and he took this 9 point buck in South Texas on the Conejo Ranch



Rick Heyden guided his grandson Rex Phair and he took this 7 point buck in South Texas on the Conejo Ranch



Bev Kokos with 7k Mechanical took this hog on a Coleman hunt guided by Jack Marrow with Johnstone Supply at Leon Creek Ranch in SA



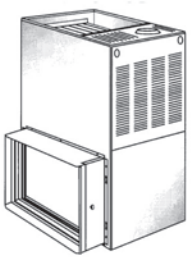
Matt Chafin owner of Chafin Electric and AC took this hog on the Conejo Ranch in South Texas



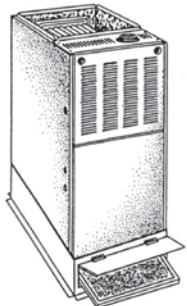
Kim Holmes from Coburn's guided Matt Chafin and his employees on this hog hunt on the Conejo Ranch in South Texas

Send us your Braggin Rights pictures and stories to llackey@ac-today.com!

MAKE IT EZ FOR YOUR CUSTOMER!

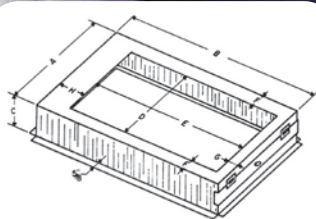


**SIDE RETURN
LEFT OR RIGHT**

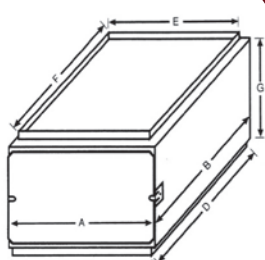


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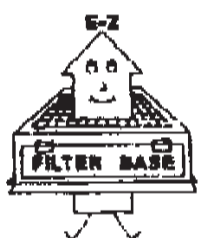
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CALENDAR OF EVENTS

Insco's February 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.

Austin

Thursday, February 1st – Troubleshooting the Refrigerant System from 8am – 12pm located at 1209 Interstate 35 Frontage Rd Round Rock, TX | Only \$80

El Paso

Wednesday, February 14th – Troubleshooting the Refrigerant System from 8am – 12pm located at 11500 Rojas Drive El Paso, TX | Only \$80

Wednesday, February 14th – Expansion Valves 101 from 1pm – 5pm located at 11500 Rojas Drive El Paso, TX | Only \$80

Grapevine

Tuesday, February 13th – Residential Communicating Controls & Inverter Technology Certification from 8am – 5pm located at Insco's Grapevine Training Facility | Only \$100

Tuesday, February 13th – TDLR Law from 5pm – 6pm located at Insco's Grapevine Training Facility | Free

Tuesday, February 27th – Single Stage Air Conditioners from 8am – 12pm located at Insco's Grapevine Training Facility | \$80

Houston

Wednesday, February 21st – Mitsubishi 4 Hour M & P Series Field Service Seminar

from 8am – 12pm located at Insco's South Houston Training Facility | Only \$80

Laredo

Thursday, February 8th – Troubleshooting the Refrigerant System from 8am – 12pm located at 7220 Bob Bullock Laredo, TX | Only \$80

Thursday, February 8th – Expansion Valves 101 from 1PM – 5PM located at 7220 Bob Bullock Laredo, TX | Only \$80

McAllen

Tuesday, February 6th – Troubleshooting the Refrigerant System from 8am – 12pm located at Insco's McAllen Training Facility | Only \$80

Tuesday, February 6th – Expansion Valves 101 from 1pm – 5pm located at Insco's McAllen Training Facility | Only \$80

New Braunfels

Thursday, February 22nd – Counter Day from 8am – 11am located at Insco's New Braunfels Branch

San Antonio

Wednesday, February 7th – Mitsubishi 4 Hour M & P Series Field Service Seminar from 8am – 12pm located at Insco's San Antonio Training Facility | Only \$80

Wednesday, February 21st – Air Properties and Measurements from 8am – 12pm located at Insco's San Antonio Training Facility | Only \$80

Wednesday, February 28th – Ductless Mini Splits: 301 from 8am – 12pm located at Insco's San Antonio Training Facility | Only \$80

Wichita Falls

Tuesday, February 27th – Expansion Valves 101 from 8am – 12pm located at 206 Waco Street Wichita Falls, TX | Only \$80

Product News

Space-Constrained Installations Get a Boost

With New, Slim Goodman 14" Gas Furnace



Despite the compact size, the Goodman furnaces feature the same heavy-duty aluminized-steel heat exchanger and stainless-steel secondary heat exchanger as the brand's larger-size furnaces – component designs known for their long-term reliability and performance.

The selective gas furnaces also feature an energy-efficient, multi-speed ECM blower motor; durable Silicon Nitride igniter; a quiet two-speed induced draft blower; self-diagnostic control board with constant memory fault code history output to an LED; color-coded low-voltage terminals with provisions for electronic air cleaner and humidifier; and low, continuous fan speed options for quiet air circulation.

As with most Goodman gas furnaces, cabinets are designed with heating and air condition technicians' needs in mind, offering multi-position installation; convenient left or right connection for gas and electrical service; easy-to-install top venting with optional side venting; airtight solid bottom or side return with easy-cut tabs for effortless removal in bottom air-inlet applications; and a fully insulated heat exchanger and blower section.

Three Goodman gas furnace families feature the redesigned cabinet: the Goodman GMEC96, GMSS96 and GMSS92. Models range from 30K Btu/h to 60K Btu/h with a 3-ton airflow.

For more about Goodman, visit www.goodmanmfg.com.

Houston – Reducing size but not performance, Goodman Manufacturing has launched a new slimmed-down gas furnace perfect for space-constrained installations.

While a mere 14 inches wide, the compact Goodman furnace still provides high-efficiency heating with 96+ percent AFUE ratings.

"The slim design of Goodman's latest gas furnaces will allow installers to go into spaces that they may have never gone before," explains Jeff Underwood, vice president of marketing, Goodman Business Unit. "These are ideal for new construction and retrofit installations limited by space."

In a dramatic demonstration of the slimmed-down size, Goodman has created a two-page magazine print ad featuring an actual-size photo of the furnace. This can be seen on Pages 12-13 here in *Air Conditioning Today*.





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Texas Department of Licensing and Regulation

The Texas Commission of Licensing and Regulation is scheduled to meet **Tuesday, February 20, 2018** at 8:30 a.m. in the 1st Floor Public Meeting Room of TDLR's North Campus, located at 1106 Clayton Lane, Suite 125E, in Austin.

When the agenda is available, it will be posted on TDLR's website. The meeting will be broadcast on TDLR's YouTube channel.

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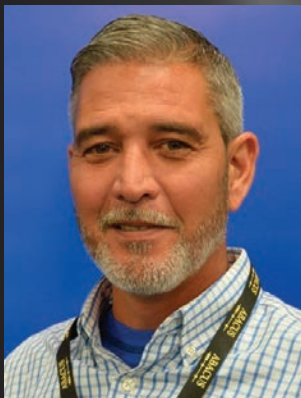
CALL TED 210-912-7669

PARTS

SERVICE



The spotlight



ABACUS Plumbing AC and Electrical has hired **Steve Piatt** to manage the Electrical Operations Department



ABACUS Plumbing AC and Electrical has hired **Shawn Tillman** to head up the Call Center Operations



Diversified Heat Transfer DHT appoints **Jake Goldberg** new President and CEO



DiversiTech® Names **Doug Johnson** as Regional Sales Manager North Central Region HVAC



Craig Becker has rejoined the **Hunton Group** as Branch Manager for the Oklahoma City territory



Thermostat Recycling Corp Promotes **Danielle Myers** to Compliance Manager

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- Customer Service/Counter
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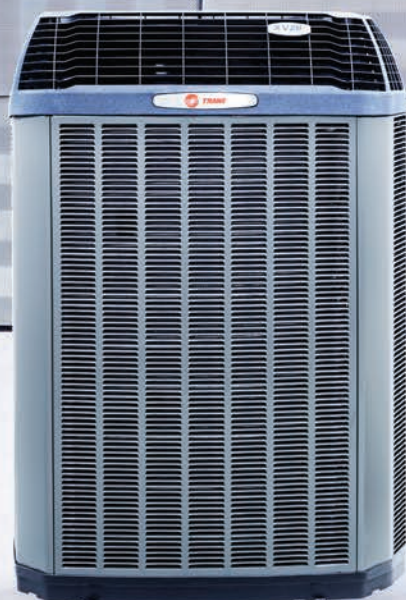


Hunton Distribution



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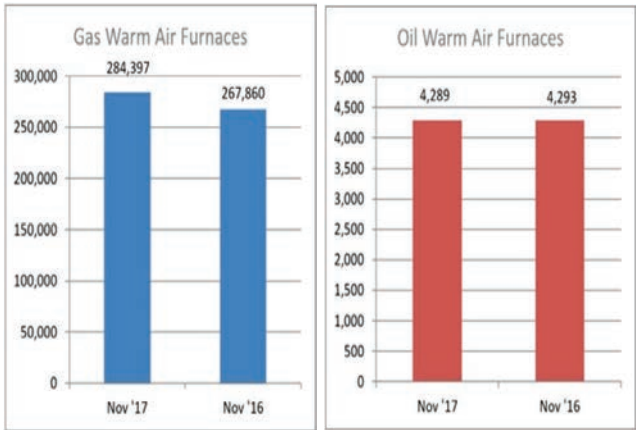
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AHRI Releases November 2017 U.S. Heating and Cooling Equipment Shipment Data

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for November 2017 increased 6.2 percent, to 284,397 units, up from 267,860 units shipped in November 2016. Oil warm air furnace shipments decreased 0.1 percent, to 4,289 units in November 2017, down from 4,293 units shipped in November 2016.



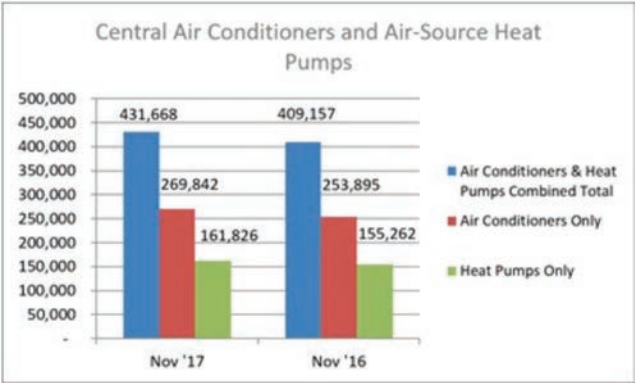
Year-to-date U.S. shipments of gas warm air furnaces increased 6.9 percent, to 2,823,080 units, compared with 2,639,877 units shipped during the same period in 2016. Year-to-date U.S. shipments of oil warm air furnaces increased 0.9 percent, to 32,538 units, compared with 32,233 units shipped during the same period in 2016.

| Year-to-Date | Nov '17 YTD | Nov '16 YTD | % Chg. |
|-----------------------|-------------|-------------|--------|
| Gas Warm Air Furnaces | 2,823,080 | 2,639,877 | +6.9 |
| Oil Warm Air Furnaces | 32,538 | 32,233 | +0.9 |

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

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 431,668 units in November 2017, up 5.5 percent from 409,157 units shipped in November 2016. U.S. shipments of air conditioners increased 6.3 percent, to 269,842 units, up from 253,895 units shipped in November 2016. U.S. shipments of air-source heat pumps increased 4.2 percent, to 161,826 units, up from 155,262 units shipped in November 2016.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.5 percent, to 7,332,033, up from 6,885,504 units shipped in November 2016. Year-to-date shipments of central air conditioners increased 5.9 percent, to 4,891,764 units, up from 4,619,585 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 7.7 percent, to 2,440,269, up from 2,265,919 units shipped during the same period in 2016.

| Year-to-Date | Nov '17 YTD | Nov '16 YTD | % Chg. |
|-------------------------------|-------------|-------------|--------|
| Air Conditioners & Heat Pumps | 7,332,033 | 6,885,504 | +6.5 |
| Air Conditioners Only | 4,891,764 | 4,619,585 | +5.9 |
| Heat Pumps Only | 2,440,269 | 2,265,919 | +7.7 |



Refrigeration Association of San Antonio will host the 68th SWRA RSES Annual Educational Conference and Business Meeting

At the El Tropicano Hotel
March 1, 2 and 3, 2018

Make your plans to attend.

Main events for Thursday March 1

- 8 HR CE Class 8-5
- Tour – SAS Shoe Store
- Lunch – Mi Tierra
- Vendor Appreciation, 9th floor

Friday March 2

- Classes – All day
- Trade Show 11 – 2
- Brazing Fundamentals and Ice Machine Workshops
- We invite all HVACR students from all area technical schools to join us at the trade show at 12:30 PM where vendors will give you their undivided attention on the new tools, equipment, techniques and special tips to make you a more proficient technician in this field.

- Lunch and door prizes will be available for participants.
- Friday Night Buffet
- Hospitality Suite 9th floor

Saturday March 3

- Classes – All day
- SWRA Aux. Luncheon
- Saturday Night Banquet
- Hospitality Suite 9th floor

Contact Elena Castillo for more details at 210-828-0234.

MEMBER MEETING

THURSDAY, FEBRUARY 15

11:30 AM – 1 PM

TAX REFORM – A VICTORY FOR HVAC CONTRACTORS

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Location: **Johnson Supply San Antonio**

1050 Arion Parkway

Tuesday Feb. 6, 2018 March 6, 2018

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

Saturday Feb. 17, 2018 March 17, 2018

Location: Feb. 9, 2018 **ElstonAire, Inc. Dallas**

Location: Feb. 13, 2018 **Johnson Supply Corpus Christi**

Location: Mar. 13, 2018 **Ramada Plaza Laredo**

TDLR No. 1362 Class No. 17317

• License Prep Classes • call for ongoing dates

• EPA Online Exams • call for dates

• License Prep Class • call for dates

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• NATE Online Exams • call for dates

NOTICE OF PLUMBER, PIPEFITTER, HVAC APPRENTICESHIP OPPORTUNITY

Plumbers & Pipefitters Local 142 J.A.T.C. Will accept applications for apprenticeship beginning February 19 thru March 2, 2018, 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.

Benefits include Health Insurance, Retirement plan, defined wage advancements, continuing education and training opportunities. Receive 32 hours of college credit upon completion of our 5-year training program. Veterans may utilize their Montgomery or Post-911 benefits in this program.

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.

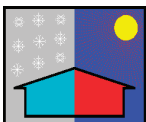
www.local142.org/apprenticeship

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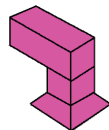
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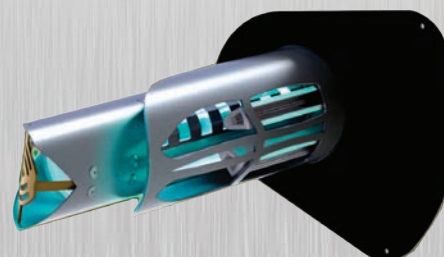
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