



M&M Manufacturing Inaugural Charity Classic



Pictures on page 20.

Baker Distributing Grand Opening in Arlington TX



Pictures on page B9.

Solar Supply Ray L Dingler Memorial Golf Tournament



McNeese State Athletics Director Bruce Hemphill, Solar Supply President Ronnie Dingler and Solar Sales Manager Quitman Moon.

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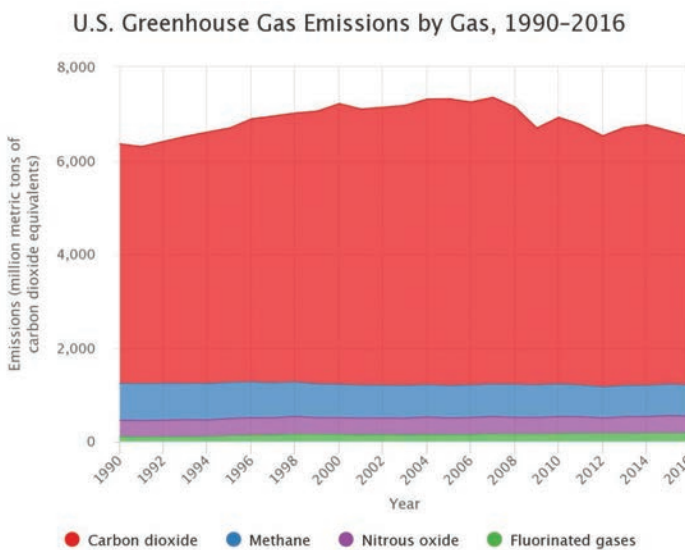
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EPA report *Inventory of U.S. Greenhouse Gas Emissions and Sinks* shows decline in Greenhouse Gas Emissions



According to the EPA.gov website, The United States Environmental Protection Agency (EPA) develops an annual report titled the *Inventory of U.S. Greenhouse Gas Emissions and Sinks (Inventory)*, that tracks U.S. greenhouse gas emissions and sinks by source, economic sector, and greenhouse gas going back to 1990. The EPA publishes the draft report in February to allow for public comment prior to publishing the final report by April 15 of every year. The EPA has prepared the *Inventory of U.S. Greenhouse*

Gas Emissions and Sinks since the early 1990s. This annual report provides a comprehensive accounting of total greenhouse gas emissions for all man-made sources in the United States. The gases covered by the Inventory include carbon dioxide, methane, nitrous oxide, hydrofluorocarbons, perfluorocarbons, sulfur hexafluoride, and nitrogen trifluoride. The *Inventory* also calculates carbon dioxide emissions that are removed from the atmosphere by "sinks," e.g., through the uptake of carbon and storage in forests, vegetation, and soils.

Key findings from the 1990-2016 U.S. Inventory include:

- In 2016, U.S. greenhouse gas emissions totaled 6,511 million metric tons of carbon dioxide equivalents, or 5,795 million metric tons of carbon dioxide equivalents after accounting for sequestration from the land sector.
- Emissions decreased from 2015 to 2016 by 2.5 percent (after accounting for sequestration from the land sector). This decrease was largely driven by a decrease in emissions from fossil fuel combustion, which was a result of multiple factors including substitution from coal to natural gas consumption in the electric power sector, and warmer winter conditions that reduced demand for heating fuel in the residential and commercial sectors.

- Greenhouse gas emissions in 2016 (after accounting for sequestration from the land sector) were 12 percent below 2005 levels.

To view the full report visit https://www.epa.gov/sites/production/files/2018-01/documents/2018_complete_report.pdf

Department of Energy Announces \$34 Million for Innovation Building Technologies Research and Development

Washington, D.C. -The U.S. Department of Energy (DOE) announced up to \$34.5 million in funding to support building technology research and development (R&D). Buildings are the single largest energy-consuming sector in the U.S. economy, representing approximately 75% of the nation's electricity use and 40% of its total energy demand, resulting in Americans spending nearly \$400 billion each year to power homes, offices, schools, hospitals, and other commercial and residential buildings.

The Energy Department's Building Technologies Office (BTO) is issuing two funding opportunities: Buildings Energy Efficiency Frontiers & Innovation Technologies (BENEFIT) 2018 and Solid-State Lighting

Research. These funding announcements will further the Administration's goal to drive U.S. technology leadership in solid-state lighting as well as develop innovative energy saving technologies, systems, tools, and models that could lead to significant reduction in building energy consumption by supporting innovative research in several topic areas.

BENEFIT 2018 will fund up to \$19.5 million for approximately 15-25 cost-shared projects focused on early-stage R&D to enable the development of novel technologies that can improve efficiency, reduce the energy costs of the nation's buildings, and facilitate interaction with the electricity grid.

SEE DOE PG.2

TACCA Greater Houston Crawfish and Sporting Clays



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Carrier Enterprises South Texas Annual Crawfish Boil



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Rheem to Sponsor PHCC's HVAC Contractor of the Year Award

Falls Church, Va. – Recognizing excellence in the HVACR industry, Rheem® has partnered with the Plumbing-Heating-Cooling Contractors—National Association (PHCC) to sponsor the association's 2018 HVAC Contractor of the Year Award. The only global manufacturer to design and produce heating, cooling, water heating, pool/spa heating and commercial refrigeration products, Rheem is proud to support this prestigious award, presented at PHCC's annual CONNECT Conference and Product & Technology Showcase.

This year, PHCC and Rheem will team to honor the HVACR contractor who best represents the ideals of the profession. Nominees are judged on professionalism, merchandising and management skills, innovative techniques, trade involvement and community service. The

application deadline is July 31, 2018.

"We greatly value Rheem's support of this award and of PHCC's strategic goals," says PHCC President Laurie Crigler, L&D Associates, Aroda, Virginia. In addition to this sponsorship, Rheem will be showcasing its HVAC line of products at CONNECT this year, "helping us to better serve members in both the plumbing and HVACR markets," she adds.

Adds Mike Branson, Executive Vice President and General Manager, Rheem Air Division: We are proud to be part of programs that recognize the hard work contractors do day in and day out. Rewarding excellence and innovation are especially important to us and we are excited to collaborate with PHCC on a program that highlights the best practices of our industry's top contractors."

Concept papers for BENEFIT are due no later than June 8, 2018 and full applications are due August 23, 2018.

The second funding opportunity, Solid-State Lighting (SSL) Research, will fund up to \$15 million for approximately 10-15 cost-shared projects to conduct early-stage, innovative research to drive further breakthroughs in solid-state lighting technology. This funding will accelerate the development

of high-quality light-emitting diode (LED) and organic light-emitting diode (OLED) products with the potential to reduce lighting energy use for American families and businesses and to enhance U.S. global competitiveness

Full applications for SSL are due June 18, 2018. For more information on both of these funding opportunities visit the EERE Funding Opportunity Exchange website <https://eere-exchange.energy.gov/default.aspx>

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Trane® Residential Heating and Cooling Research Lab at The University of Texas at Tyler Celebrates One-Year Anniversary

Trane engineers and students conduct research in houses set up as test labs to increase energy efficiency and performance of home heating and cooling

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Ingersoll Rand, celebrated the one-year anniversary of the Trane® Residential Heating and Cooling Research Lab

at The University of Texas at Tyler. The university and Trane formally inaugurated the lab during an event at two

test homes on the university's campus, and invited mechanical engineering undergraduate students to apply for the lab's graduate-level research program.

Trane engineers embarked on innovative projects and research in the lab this year, which are expected to result in new products for the market within the next two or three years. Trane has a five-year agreement with the university that gives the company exclusive access to the laboratories for HVAC testing and research and to two graduate students to run the tests.

"When universities partner with corporations the resulting research and economic development make both institutions stronger. UT Tyler is proud to celebrate the first anniversary of its partnership with Trane," said Dr. Michael Tidwell, UT Tyler President. "This partnership is helping our engineering students develop the knowledge, skills and abilities necessary to thrive in today's complex corporate environment."

Located on the university's campus, the lab is made up of two, identical looking homes - one built with standard construction techniques and the other built with high-performance, energy-saving measures, such as energy-efficient windows, spray-in foam insulation, a tight building envelope, solar panels, and more.



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Not Everyone Will Love You

When you started your business, you probably assumed you were creating a product which people would like. If they didn't, you wouldn't have much success. But people have different tastes, preferences, and needs. So if you are really honest, you know that to please some people, you may turn off others.

This point was hit home for me recently as I read a collection of 1-star reviews of local restaurants. Many of the restaurants on the list are places I have been to and enjoy so I wondered about the negative reviews. While some of the complaints were about bad service, the vast majority were people complaining because they didn't like the product. For example, someone complained the shrimp cocktail was too hot at St. Elmos. Really? That's kind of what they are famous for, but the person complained anyway.

So if you own a restaurant, entertainment venue or any public service type of business, how and when do you respond to negative reviews? How do you use the information to adjust your offers, or do you simply laugh when someone misses the point of your product?

When to Respond to Negative Reviews

As soon as possible is

always the right answer. For high volume businesses, a 24 hour response time for comments on Facebook, Yelp, and Google are ideal. If you aren't hopping on and off those platforms regularly, you might want to invest in reputation monitoring software to send you alerts when new reviews are posted.

Twitter complaints are a little different. These short bursts are often done in the moment and the user is hoping you can respond faster than the clerk in front of them. The investment to be that responsive is a big one. You, or a member of your team, must be monitoring Twitter regularly and respond in real time. It is tedious, but the pay off can be huge.

For example: When Scotty's Restaurant launched their social media campaign, owner Scott Wise would respond directly when someone tweeted a complaint. He would DM and ask which location you were at. Then he would contact the on-site manager and have someone stop by your table, usually with a complimentary plate of his famous fried pickles. He would be equally responsive if someone checked in with a positive comment.

The results: While there were still the occasional complaints in the newsfeed, they would be drowned out by the steady

flow of positive comments, thanks for the pickles, and photos of people having fun at Scotty's. The company has grown, and Scott doesn't personally monitor the Twitter account, but they still monitor and interact with their very loyal community.

How to Respond to Negative Reviews

If you are an accomplished chef, who has worked hard to create innovative dishes and use unusual ingredients, it is hard to read complaints without taking it personally. But you need to do just that. If it is a legitimate complaint about food quality or service, reach out.

As a general rule, do not engage in a public conversation back and forth. You will never come out ahead on that. "I am sorry you were disappointed" is a safe, non-committal way to open a dialogue, without accepting blame if someone doesn't like your hot sauce. Then encourage them to take the conversation offline so you can learn more about the complaint. Once you resolve the issue, encourage people to update their review.

Use Negative Reviews to Adjust Your Products (to a point)

Sometimes, your customers actually have a better idea. If they are telling you

something is too salty, go back and taste again, and maybe you do need to adjust your recipe, portion size, or variety. These suggestions can improve your product, and widen your customer appeal.

But some people are not in your target audience, and you have to be ok not meeting their demands. If you have a specific business model, for example, you only serve European Wines, you can ignore the complaint that you don't offer Robert Mondavi by the glass. Or you can do a better job of communicating upfront to prospective clients why you only serve European Wines. If people know what to expect, they can't legitimately complain when you deliver what you promise.

Closing Thoughts

The reality is, there are trolls out there who will simply never be satisfied no matter what you do. It is ok, to ignore those people, like the man who was angry he couldn't bring his Starbucks coffee into another restaurant. Real, potential customers will see him for the troll he is and move on to the next review on your page.

The best defense against negative reviews is always a stack of positive ones, so make sure you are cultivating those positive reviews every single day.



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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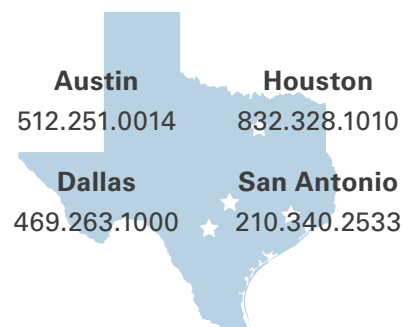
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ACCA Urges Retraction of KPRC 2 Houston Consumer Segment

The Air Conditioning Contractors of America (ACCA) issued the following statement regarding Houston-based KPRC Channel 2's segment entitled, "DIY or Pay: Save hundreds on air conditioner repair you can do yourself."

"ACCA strongly urges KPRC Channel 2 to retract their irresponsible segment encouraging homeowners to replace air conditioning capacitors," said Paul T. Stalknecht, president and CEO of ACCA. "Consumers run the risk of being shocked by the equivalent of a 220-volt outlet if they mishandle a capacitor. It is unwise for Channel 2 to advise consumers and untrained people to undertake these tasks, which should only be handled by trained professionals."

Todd McAlister, executive director of the Texas Air Conditioning Contractors Association (TACCA), said, "TACCA is aware that consumers across Texas would like to save on HVAC/R repairs during the hot and long summer months here in Texas. However, TACCA warns consumers of the potentially deadly consequences when dealing with electrical components and your HVAC system. The capacitor generally fails due to other issues within the HVAC system

that require a licensed professional to assess. Cheaper is never better when it comes to your homes' comfort system and YOUR safety."

ACCA and TACCA believe that consumer pieces should focus on how to choose a professional HVAC contractor. That is the best way to protect consumers from unlicensed and unscrupulous actors who aim to take advantage of homeowners when their system fails.

BACKGROUND

On May 14, KPRC Channel 2, based in Houston, Texas, featured a consumer piece urging homeowners to diagnose their air conditioning systems and to replace faulty capacitors. The segment can be found online at <https://www.click2houston.com/consumer/diy-or-pay-save-hundreds-on-air-conditioner-repair-you-can-do-yourself>.

ACCA and TACCA sent a letter to KPRC Channel 2 demanding that this segment be retracted. A copy of the letter can be found here.

For more information, please contact ACCA's Director of Industry and External Relations, Todd Washam, at todd.washam@acca.org or 703-824-8864. This story was first reported by IE3 online.

As Hurricane Relief Funds Roll In, Goodman® Extends Homeowner Relief Program

Available through June 30, "Operation Returning Comfort" Helps Flood-Ravaged Homeowners Replace HVAC Cost-Effectively

Houston – With more hurricane relief funds being now awarded to states hit by Hurricane Harvey and Irma, Goodman Manufacturing is extending a special program that has been delivering considerable, verified discounts to flood-ravaged homeowners on Goodman[Symbol] brand heating and air conditioning systems.

The U.S. Department of Housing and Urban Development (HUD) recently awarded \$5 billion to Texas for flooding relief. On the heels of that announcement, Goodman has extended "Operation Returning Comfort" through June 30, 2018 – providing emergency pricing discounts to help Texas and Florida homeowners rebuild in the wake of last year's devastating hurricanes.

Months after storms ravaged Florida and Texas, thousands of homeowners are still contending with flooded homes and large, unplanned rebuilding expenses.

"Operation Returning Comfort" began offering special relief discounts in September

2017 immediately after the hurricanes. To help homeowners facing financial challenges to rebuild, the program passes along direct savings on heating, ventilation and air conditioning (HVAC) equipment via participating local, independent Goodman dealers.

As national disaster recovery funds begin rolling in, extending "Operation Returning Comfort" can help Goodman's independent dealers provide more relief to homeowners in need, explains Jeff Underwood, vice president of marketing for Goodman.

Flood affected homeowners can contact their local, participating Goodman HVAC dealer for full details on Operation Returning Comfort discounts. To find an independent Goodman dealer, visit www.goodmanmfg.com/support/find-a-dealer.

Goodman heating and cooling systems are designed, engineered and assembled in the United States. For more about Goodman, visit www.goodmanmfg.com.

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* At this time, SURE COMFORT products are available in limited areas.

HVAC Training Company Offers Matching Funds for Scholarships

Arlington, Va. – In an effort to increase support for HVACR and water heating industry scholarships, Steve and Charlotte Howard announced they have offered to match, dollar-for-dollar, up to \$100,000, contributions of \$1,000 or more to the Rees Scholarship Foundation, a partnership of the Air-Conditioning, Heating, and Refrigeration

Institute (AHRI) and the Air Conditioning Contractors of America (ACCA).

The Howards, co-owners of The ACT Group, Inc., a Phoenix, Arizona-based HVAC training and consulting company (nopressureselling.com) explained their generous gift by noting that the industry has provided much to them and they wish to pay it forward. "Our goal

is to create awareness of the service technician shortage and to provide an incentive for contractors and distributors, as well as additional manufacturers, to help solve our most pressing problem," the couple explained.

The Howards' gift helps companies leverage their donations, effectively doubling the number of Rees scholarships and their impact

on our future.

AHRI President & CEO Stephen Yurek expressed his appreciation for the Howards' generosity, saying, "Generous gifts such as this help to spur interest in the Rees Scholarship program and renew excitement among manufacturers to help the next generation of technicians join our industry. We hope that the nature of the gift-matching challenge will

encourage donors who can now have their gift doubled."

Paul Stalknecht, ACCA president and CEO, said, "ACCA is grateful for the Howard family's generous support of the Rees Scholarship Foundation. The Foundation has provided financial support for nearly 500 talented men and women studying for rewarding careers in the HVAC

industry. The generosity of the Howard family will allow the Foundation to further spread the legacy of Mr. Rees, whose mission was to promote competency and professionalism in the HVACR industry."

Companies are encouraged to leverage their donations by contributing online at www.reesscholarship.org.



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Product News

YORK® 1-Year Labor Limited Warranty now applies to all YORK-branded residential equipment

Milwaukee – The YORK® brand of Johnson Controls announces its 1-Year Labor Limited Warranty now applies to all YORK-branded residential equipment.

Backed by Johnson Controls, YORK products are designed and manufactured to the highest standards. Johnson Controls is the only manufacturer in its industry to have a standard labor allowance. With this warranty, contractors can assure their customers that if their home comfort system is delivered and does not function, they can have peace of mind knowing the repair will be covered at no charge, including the cost of labor performed by their HVAC contractor.

In addition to the 1-Year Labor Limited Warranty,

YORK offers industry-leading lifetime limited warranties on heat exchangers in all YORK gas furnaces* and on compressors in YORK Affinity™ Series split system air conditioners and heat pumps. The YORK brand also backs most of its residential, single-phase products, including gas furnaces split systems and packaged heat pumps and air conditioners, with a 10-year parts limited warranty.

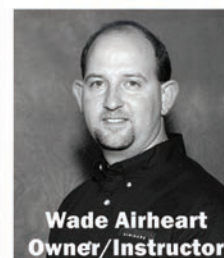
Extended labor warranties are also available on qualified residential packaged units, gas furnaces and split systems with furnaces.

To learn more about YORK warranties, visit <http://www.york.com/for-your-home/why-buy-york/warranties>.

For more information, visit www.yorkhvacdealer.com.

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Construction Employment Rises in 38 States And D.C. from April 2017 to April 2018 While 29 States Add Construction Jobs for the Month

*California & West Virginia Have Biggest Annual Job Gains, North Dakota Has Largest Decline:
California & Louisiana Have Largest Monthly Pickup, Indiana & North Dakota Lead Monthly Drops*

Thirty-eight states and the District of Columbia added construction jobs between April 2017 and April 2018, while 29 states added construction jobs between March and April, according to an analysis by the Associated General Contractors of America of Labor Department data released today. Association officials said the employment growth likely would have been higher if firms could find more qualified workers to hire.

"Firms in many parts of the country are working to keep pace with growing demand for construction services," said chief economist Ken Simonson. "Many of those firms are having a hard time finding and hiring enough qualified workers as the pool of available workers remains very tight."

California added the most construction jobs (59,500 jobs,

7.4 percent) during the past year. Other states adding a large number of new construction jobs for the past 12 months include Texas (40,600 jobs, 5.7 percent); Florida (34,900 jobs, 7.0 percent); Georgia (13,900 jobs, 7.6 percent) and Arizona (11,700 jobs, 8.2 percent). West Virginia (11.6 percent, 3,500 jobs) added the highest percentage of new construction jobs during the past year, followed by Nevada (9.8 percent, 8,200 jobs); Arizona; Utah (8.1 percent, 7,700 jobs) and Idaho (7.9 percent, 3,500 jobs).

Eleven states shed construction jobs between April 2017 and April 2018 while construction employment was unchanged in Montana. North Dakota lost the highest total and percentage of construction jobs (-4,900 jobs, -17.0 percent), followed by Iowa (-2,500 jobs, -3.2 percent); Missouri (-1,500

jobs, -1.2 percent); South Carolina (-1,400 jobs, -1.4 percent) and Nebraska (-1,100 jobs, -2.1 percent). In addition to North Dakota, other states that lost a high percentage of construction jobs for the month included South Dakota (-3.3 percent, -800 jobs); Iowa; Nebraska and Hawaii (-1.9 percent, -700 jobs).

Twenty-nine states added construction jobs between March and April. California added the most (10,000 jobs, 1.2 percent), followed by Texas (4,100 jobs, 0.6 percent); Louisiana (2,200 jobs, 1.5 percent); Georgia (2,100 jobs, 1.1 percent) and Washington (2,100 jobs, 1.0 percent). Louisiana added the highest percentage of construction jobs for the month, followed by Kentucky (1.4 percent, 1,100 jobs); New Hampshire (1.4 percent, 400 jobs); Alaska (1.3 percent, 200 jobs) and

Vermont (1.3 percent, 200 jobs). Employment set an all-time high in Texas.

Nineteen states lost construction jobs from March to April, while construction employment was unchanged in Mississippi, Montana and the District of Columbia. Indiana lost the most construction jobs for the month (-2,300 jobs, -1.6 percent), followed by Wisconsin (-2,000 jobs, -1.6 percent); South Carolina (-1,300 jobs, -1.3 percent); Massachusetts (-1,300 jobs, -0.8 percent) and Michigan (-1,100 jobs, -0.6 percent). North Dakota lost the highest percentage of construction jobs (-2.8 percent, -700 jobs), followed by Delaware (-1.7 percent, -400 jobs); Wisconsin; Indiana; South Carolina and South Dakota (-1.3 percent, -300 jobs).

Association officials said

strong demand, particularly from the private-sector, was prompting firms in most states to add staff. But they cautioned that relatively few young workers appear to be entering the construction industry. They said the strong economy was increasing competition for most workers and construction recruiting is hampered by the fact relatively few schools offer instruction in construction skills or counsel students to consider high-paying construction careers.

"The collective cultural fixation on urging every student to go to college and seek office jobs means relatively few young adults are ever encouraged to consider careers in construction," said Stephen E. Sandherr, the association's chief executive officer. View the state employment data by rank, state, and peak. View the state employment map.

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M& P Service Course

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M& P Service Course

November 6th - 7th

M& P Service Course

November 13th - 14th

Controls Service Course

December 4th-6th

CITY MULTI Service Course

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Product News

Mitsubishi Electric Cooling & Heating Introduces kumo station™

Suwanee, Georgia – Mitsubishi Electric US, Inc.’s Cooling & Heating Division (Mitsubishi Electric), a leading manufacturer of Zoned Comfort Solutions™ and Variable Refrigerant Flow (VRF) cooling and heating systems, announces an addition to the kumo cloud® platform: the kumo station™ equipment controller.

kumo station expands the capabilities of kumo cloud to allow homeowners and building managers to manage cooling, heating, humidification and ventilation based upon ambient conditions and personal comfort preferences. The four channel equipment controller, with outdoor air temperature monitoring, integrates with third-party equipment including two-stage auxiliary heaters, humidifiers, dehumidifiers and ventilation equipment. A patent-pending algorithm enables the kumo cloud system to determine changeover based on room temperatures and set points for each indoor unit. This distributed control makes homes smarter, and puts homeowners and building managers in control, even when they are away. The kumo cloud works according to zone prioritization set by the homeowner or building manager to reflect lifestyle and comfort requirements for each room. kumo cloud’s decisions are informed by the amount of

heating required for each room according to its size and the priority given to the room. For example, when kumo cloud is deciding when changeover should occur, bedrooms and kitchens could be given more priority than basements. The new kumo station extends this intelligent management of home environments to third-party equipment. With kumo station, smart controllers distributed throughout the home draw information from wireless temperature and humidity sensors to make collective decisions about when it is best to use either the heat pump, changeover to auxiliary heat, or use heat pumps with auxiliary heat.

Electric US, Inc.’s Cooling & Heating Division. “When your humidity control and ventilation equipment need to be adjusted to satisfy your comfort, kumo station will know. It’s the ultimate home cooling and heating customization tool and really rounds out the personalization options of our kumo cloud platform.” When kumo station is connected to kumo cloud, users receive unprecedented control and visibility into the home through smart devices. Within the home the app utilizes Bluetooth communication that is not dependent upon internet access, meaning users are still in control even if internet service is disrupted. To learn more about kumo station and other smart home technologies from Mitsubishi Electric visit, www.mitsubishicomfort.com/kumocloud.

Is Your Favorite Thermostat Model Being Discontinued?

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	TH4110D1007	T605-2	1 Heat/ 1 Cool, Programmable, 2" display
	TH3210D1004	T621-2	2 Heat/ 1 Cool, Non-Programmable, 2" display
GOOD	TH5110D1022	T701	1 Heat/ 1 Cool, Non-Programmable, 4" display
	TH6110D1021	T705	1 Heat/ 1 Cool, Programmable, or Non-Programmable, 4" display
	TH5220D1029	T721	2 Heat/ 1 Cool, Non-Programmable, 4" display
	TH6220D1028	T725	2 Heat/ 1 Cool, Programmable, or Non-Programmable, 4" display
	TH6220D1028	T755	3 Heat/ 2 Cool, Programmable, or Non-Programmable, 6" display
BETTER	NA	T755H	3 Heat/ 2 Cool, Programmable, w/ Humidity, 6" display
	TH5110D1022	T801	1 Heat/ 1 Cool, Non-Programmable, 8" display
	TH6110D1021	T805	1 Heat/ 1 Cool, Programmable, or Non-Programmable, 8" display
BEST	TH6220D1028	T855	3 Heat/ 2 Cool, Programmable, or Non-Programmable, 8" display
	TH8110U1003	T905	1 Heat/ 1 Cool, Programmable, or Non-Programmable, Touchscreen, 13" display
	TH8320U1008	T955	3 Heat/ 2 Cool, Programmable, or Non-Programmable, Touchscreen, 13" display
WIFI	TH6320R1001	T955WH	3 Heat/ 2 Cool, Programmable, Wireless, Touchscreen, w/ Humidity, 13"
	NA	T701i	1 Heat/ 1 Cool, Non-programmable 4" display
	TH6320WF1005	T855i	4 Heat/ 2 Cool, Programmable or Non-programmable 8" display
	TH8320WF1029/U	T855i	4 Heat/ 2 Cool, Programmable or Non-programmable 8" display
	TH8732WFH5002/U	T855i	4 Heat/ 2 Cool, Programmable or Non-programmable 8" display

**This document is for reference only and represents the closest PRO1 system configuration & feature match for all models referenced. Please compare required specifications to ensure you are choosing the best product for your particular application.

Carrier Introduces New 16 SEER/13 EER Air Conditioner

Indianapolis – To provide more optimized cooling and heating matchups in vital air conditioning regions like Arizona, Nevada and New Mexico, Carrier is introducing new 16 SEER/13 EER air conditioners in the 1.5 to 5 ton ranges. Carrier, a world leader in high-technology heating, air-conditioning and refrigeration solutions, is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp. (NYSE: UTX). “This new product will help Carrier dealers and distributors fill an important niche in certain segments and ensure we are able to satisfy regional standards with a more diverse and optimized product portfolio,” said Matthew Pine, president, Carrier, Residential HVAC.

At 13 EER, these new 16 SEER air conditioners will meet federal minimum efficiency standards, including regional standards in the Southwest , and may be eligible for additional utility rebate programs, which generally begin at the 13 EER rating. The five-ton, single-stage air conditioner with a 21-inch wide flush mount in the 90,000 BTU/h and 110,000 BTU/h furnaces will boast 86 percent nominal cooling capacity at 115 degrees Fahrenheit ambient. The new system will also be among the most quiet in this category with sound levels as low as 68 dBA. For more information about the new 16 SEER / 13 EER air conditioners, go to visit www.carrier.com.

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The Duct-Free Zone - How High Is High

By Gerry Wagner

I started in this wonderful industry of ours helping my father who was in the boiler manufacturing business his entire career. Dad and I had a joke that said you would “never install a heat pump north of Richmond, Virginia”...back in the ‘70s heat pumps in the northern markets were a bit of a joke...especially to us “boiler guys.”

Heat pumps back in the day weren’t good heat sources, in fact, they weren’t so good at cooling either!

Seasonal Energy Efficiency Rating SEER was not even an established measurement back in the ‘70s...it didn’t come into play until the late ‘80s, early ‘90s...but if I were to guess, the heat pumps my father and I joked about were probably somewhere in the 8 – 9 range.

Let’s turn the flux capacitor to 2011 when SEER ratings in ductless heat pumps soared into the high twenties...much due to the advent of the inverter compressor. The inverter compressor, in my opinion, is one of the greatest advancements in HVACR in

my lifetime. It took heat pump performance from the single digit SEER basement of the 1970’s to, what at the time seemed like unimaginable SEER numbers, in the high twenties of the early 2000’s.

Modulation...that’s what it’s all about you know...MODULATION! My father and I were building modulating boilers as early as the late ‘70s so when inverter compressors came around touting their ability to modulate the RPM of the compressor based on both indoor air AND outdoor air temperature, well I got it right away!

Imagine if a car only had one speed...pedal to the metal no matter what the speed limit, no matter what the weather, no matter where you were...crazy right?

Well, that is exactly the scenario with non-inverter compressors...its pedal to the metal no matter what the mode, not matter what the load.

At the 2018 AHR EXPO in Chicago I saw products like the GREE Sapphire ductless mini split heat pump boasting 38 SEER and Carrier, who introduced a 42 SEER

ductless product earlier at the 2018 Consumer Electronics Show CES in Las Vegas. These are SEER numbers that just 8 years ago we couldn’t imagine and 40 years ago would have seemed like science fiction.

Throw this into the mix...

Consider how the Air conditioning, Heating & Refrigeration Institute AHRI, the governing body of our Industry tests HVAC equipment and SEER of 38 and 42 might actually seem low...that’s right...LOW!

AHRI tests all HVAC equipment the same...non-inverter and inverter alike. They test performance at four unloading points...25%, 50%, 75% and 100% of rated capacity. This testing was designed long before the advent of inverter technology and frankly, puts inverter based systems at a distinct disadvantage because inverter compressor can essentially unload anywhere from 1 RPM to 3600 RPM or in other words, they can unload at a significantly higher number than four points!

A 38 SEER GREE Sapphire system, if tested in a manner which

considered its inverter technology could...and I stress COULD, actually be significantly higher.

So...how high is high? Where are the numbers going to be in another 8 years? I think we find ourselves at one of the most interesting times in our industry’s history...in the span of my own lifetime I have seen technological advances that still take my breath away!

...and the joke about the heat pump north of Richmond Virginia, well, you might say the joke was on pops and I because that same 38 SEER heat pump will give you 90% of rated heat capacity down to -22°F.

WOW! Really... WOW!

ABOUT THE AUTHOR:

Gerry Wagner is the Vice President of HVAC Technical Training at Tradewinds Climate Systems. He has 38 years in the HVACR industry working in manufacturing, contracting and now training.

gwagner@twclimate.com

www.twclimate.com



ACES AC Supply Announces Plans for Second San Antonio Location

Houston, TX- Aces AC Supply is pleased to announce plans to open a second location in San Antonio. The new branch will be located at 6824 Alamo Downs Parkway. Aces will stock the same #1 rated American Standard Equipment at this branch as in all of their locations. In addition, Aces will stock plenty of parts and accessories to compliment the product line. The target date for full operations is mid-June. The branch will be managed by Dillon Cartwright who has been with Aces for 14 years. Additional details about the branch opening will be available soon.

CONSTRUCTION DATA

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It's On My Heart: Lessons from a Tragedy

By now we have all heard of the Southwest airline flight in April that had an engine explode, sending shrapnel into the body of the plane, shattering a window and nearly sucking a passenger out that same window. She later died from her injuries, despite the efforts of other passengers and crew members who administered first aid.

But what you may not know is the back story, how the pilot showed remarkable courage and calm in the face of unexpected disaster. We can learn several elements of leadership from Tammie Jo Shults, a former Navy fighter pilot.

She had a vision early on in high school. She attended a lecture given by a retired male colonel on aviation in her senior year, she was the only one present. The colonel even asked if she was in the right room. She said she certainly was and intended to become a pilot. He scoffed, told her there are no women professional pilots (this was 1979). She became a Navy Lieutenant commander, and ended up flying for Southwest, much to the delight of 140+ passengers on her flight that day. So the first lesson, it may seem like there is no easy path, maybe not a path at all. The true leaders know that you will find a path or make one, easy or not. Tammie followed her dream even when

others said it could not happen.

Tammie said that when the engine exploded, she praised her co-pilot, Mr. Ellis, for being easy to work with.

He described the moment of the explosion, telling ABC the plane banked to the left. "We were passing through about 32,000 feet when we had a, a large bang and a rapid decompression," he said. "The aircraft yawed and banked to the left, a little over 40 degrees and we had a very severe vibration from the number one engine that was shaking everything."

"And, that all kind of happened all at once."

They had to work together (and fast) to get the plane down quickly.

The control tower reported that she was amazingly calm during the crisis, no drama from her at all. Here is part of the dialogue with the control tower as she was in a rapid descent: Air traffic control: "Injured passengers, OK. And is your airplane physically on fire?" Shults: "No, it's not on fire. But part of it is missing. They said there's a hole and that someone went out."

I know that even dogs sense emotion, and can read your tension right through the leash. The other people involved, customers or employees, will read your emotion as well, and will mirror back what you show, calm or excited. So the second

lesson is to not let the situation take control over your emotions. We really do not know what the day may bring, and certainly cannot control the future. What we can control is our response to the events of the day.

Tammie followed the same path of compassion that Sully showed when he landed his plane in the river outside of New York. He went back thru the plane to be sure everyone was off, he was last off the aircraft. Tammie went back to speak to each passenger personally, thanked the control tower for their help. She genuinely cared for the people that were on her flight. True leaders show compassion, here is why that is critical today. Studies have shown that two thirds of the employees feel that their boss doesn't truly care about them. They begin to feel like their job may not be that important, what they do may not matter at all. They may feel like they are done at the company. It may be that their bosses really do care, but just don't show it or even know how to show it.

Finally, Tammie showed that she had a leadership position based on personal power, not her title. When you have a leader who cares about the team and the customers, it shows in times of crisis rather than when things are going well. Tammie was quoted as saying that being a pilot is an "opportunity to

witness for Christ on almost every flight". She showed her caring side on this flight.

How does this apply to us? First, get a vision firmly in mind on what you want your company to look like in the future. Share that with employees, vendors and yes, even customers. Then work hard to make that vision a reality. Second, let everyone on the payroll know that they are a part of that vision, and what that do matters. Thank them for their efforts, help them when they are challenged, celebrate victories. A call on a Friday afternoon can do wonders for morale and can help glue that customer to you.

Most importantly, don't react in fear when something unfortunate and unexpected happens. Keep calm, consider the possible outcomes, put together a plan to get past the opportunity. And realize this was only one of dozens of opportunities that you will have to cope with in business. As the Seals say: No easy days! My apologies to the Navy if I got that saying wrong, but the message is accurate. Trust this, we will all be tested, both in business and our personal lives. That is why Tammie's faith in God was a critical part of her life and one key to her success as a great pilot. She put first things first.

Thanks for listening, we'll talk later.



Jim Hinshaw

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

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

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

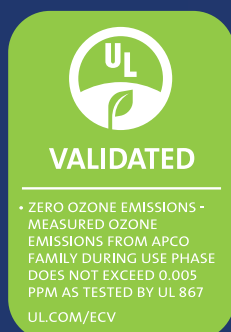
He has provided high-results training for clients from Calgary, Canada to Adelaide, Australia. Hinshaw retired from the contracting business in 1999 when he formed his own training company, Sales Improvement Professionals, dedicated to bringing his real-world experience to help enhance your sales and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

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

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

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

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



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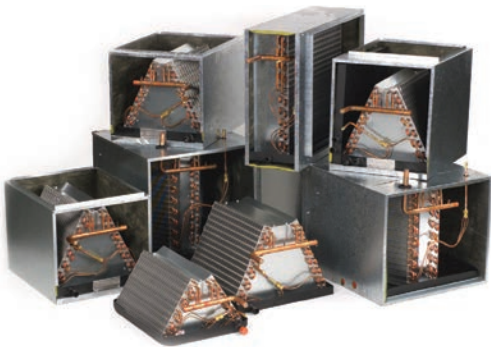
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Product News

Lennox XC25 High-Efficiency Air Conditioning System

The Lennox XC25 High-Efficiency Air Conditioning System, features an industry-leading cooling efficiency of 26 SEER (Seasonal Energy Efficiency Rating), and is the most precise and efficient air conditioner on the market. This product has been designated as one of the Most Efficient ENERGY STAR certified products in 2017. The XC25 is installed with the iComfort® S30 smart thermostat, which maximizes energy efficiency and will save homeowners hundreds of dollars each year on utility bills.

Key Features and Benefits of the XC25

- Precise Comfort® technology allows homeowners to adjust the XC25 output in increments of just one percent, enabling a home to maintain a consistent temperature at all times.

- For year-round savings, the XC25 can be combined with SunSource® solar modules, allowing a homeowner to use energy from the sun to reduce

cooling bills by up to half.

- The XC25 offers the lowest operating noise levels of any air conditioning system available thanks to SilentComfort™ technology, which makes the XC25 twice as quiet as a standard air conditioner.

- The XC25 is also able to modify its output based on the area of the country in which a homeowner lives using Climate IQ™ technology. In warmer climates, the XC25 adjusts its airspeed to allow for greater humidity control, while in cooler climates, the system's startup is slower to allow for the air to absorb more heat before circulation.

Centered on the XC25 Air Conditioning System, Lennox has created the Ultimate Comfort System®, the most advanced and efficient heating, air conditioning, and indoor air quality system ever created. Homeowners can now achieve customized comfort and control with a system that redefines precision,

consistency, and convenience.



XC21 Multi-Stage Air Conditioner

With efficiencies of up to 21.00 SEER (Seasonal Energy Efficiency Rating), the XC21 can lower your energy bills by hundreds of dollars a year, while still keeping your home cool and quiet. This product has been designated as one of the Most Efficient ENERGY STAR certified products in 2017.

Key Features and Benefits of XC21

- The XC21 uses SilentComfort™ technology to reduce operating noise, making it the quietest multi-stage air conditioner you can buy. Up to 20% quieter than a

standard air conditioner.

- The XC21 can be combined with solar roof modules in a SunSource® Home Energy System to reduce heating and cooling costs by up to half.

- By working with the Humiditrol® whole-home dehumidification system, the XC21 offers exceptional cooling that goes beyond temperature control.

- The XC21 works with the iComfort® S30 Ultra smart thermostat to adapt cooling settings to match the families routine.

The XC21's multi-stage scroll compressor allows it to fine-tune your cooling, humidity levels and energy use by matching output to demand.



Lennox MLA Cold Climate Mini-Split Heat Pump

The Lennox MLA Cold Climate Mini-Split Heat Pump offers many features and benefits for the consumer. Lennox's MLA cold climate mini-split heat pump is specifically designed to operate in severe climate conditions by maintaining 100% capacity at 0°F and can operate down to -20°F. No matter how severe the temperature, Lennox ductless heat pumps continue to deliver optimum heating and cooling performance and maximum energy savings. The MLA also offers efficiencies up to 24 SEER (Seasonal Energy Efficiency Ratio) and 11 HSPF (Heating Seasonal Performance Factor) and is available in a broad range of both single and multi-zone sizes.

The MLA unit is compatible with all four Lennox indoor unit

styles: high wall, cassette, medium static thin duct and ceiling/floor. Smooth inverter operation creates an environment that's as quiet as it is comfortable. Easy to install, the MLA mini-split heat pump uses a compact indoor and outdoor unit connected through a small hole in your wall. One outdoor unit can support up to five indoor comfort zones to create a customized whole-home heating and cooling solution. Lennox MLA mini-split heat pumps offer an easy, secure installation, especially compared to window units that can leave your home vulnerable to insects, weather elements and theft.



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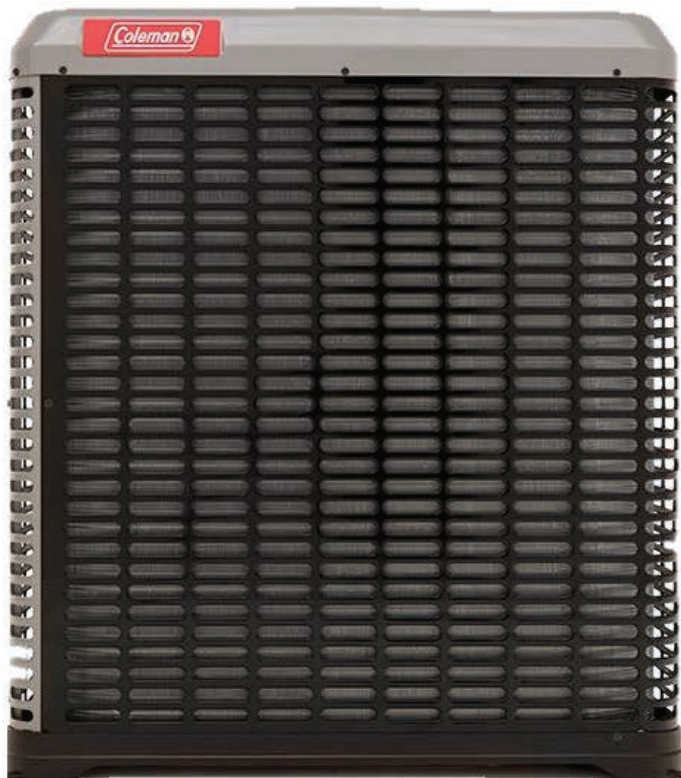


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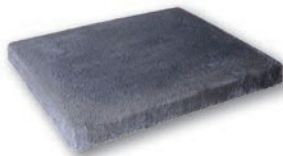


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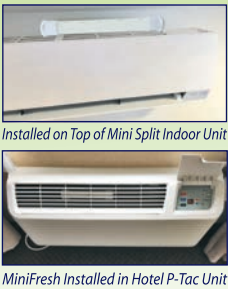
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NHL Partners with the Chemours Company to Provide Sustainable Solutions to Community Rinks Across North America

Partnership Will Utilize Opteon™ Refrigerants to Support NHL Greener Rinks Initiative to Reduce Environmental Impact Across All Levels of Hockey

New York/Toronto – The National Hockey League® (NHL) and The Chemours Company, today announced a multi-year partnership focused on providing Opteon™ sustainable refrigerant solutions to rinks across North America.

The partnership announcement follows the release of the 2018 NHL Sustainability Report which assesses the NHL's environmental impact and its commitment to ensure all levels of hockey – on frozen ponds, community rinks, or in-arena

– thrive for future generations, and supports the NHL Greener Rinks Initiative, a League-wide program committed to sharing sustainable business practices with community rink owners and operators.

Bringing more than

85 years of experience in innovation for the refrigeration industry, Chemours will work with the NHL and community rink owners and operators to identify cost-effective, sustainable alternatives, such as Opteon™ refrigerants which

are non-ozone depleting and have a low global warming potential (GWP). This effort comes at a crucial time as many community rinks across North America currently use HCFC-22 which is being phased out pursuant to the Montreal

Protocol, or HFCs, which are being phased down through the Kigali Amendment to the Montreal Protocol.

For community rink owners and operators, several factors need to be considered when selecting refrigerants and refrigeration systems to create the perfect sheet of ice including equipment age, installation and ongoing maintenance cost, safety, performance, and energy efficiency of the new fluid. The partnership and opportunity to use Opteon™ refrigerants will provide options for community rinks across North America that are faced with the need to address environmental regulations, while also providing solutions for more sustainable, cost-effective business practices to ensure hockey thrives at all levels.

The NHL Greener Rinks Initiative measures and evaluates the combined environmental impact of approximately 4,800 indoor ice rinks across North America. The program aims to help rink owners and operators make sustainable business decisions in their aging community rinks, many with an average age of 30 years. The efforts to reduce energy costs will help more rinks stay operational, maintaining access to the game for future generations.

The 2018 NHL Sustainability Report follows the pledge made in September's Declaration of Principles that states: Hockey should be an enjoyable family experience; all stakeholders – organizations, players, parents, siblings, coaches, referees, volunteers and rink operations – play a role in this effort.

Since its launch in 2010, NHL Green has been committed to promoting green business practices across the League as well as preserving the environment, including the frozen ponds that inspired and cultivated the game more than 100 years ago. For more information, visit NHL.com/Green. To join the conversation, use the hashtag #NHLGreen.

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Friedrich VRP Selected 2018 Product of the Year Finalist by Consulting-Specifying Engineer

San Antonio, Texas—Friedrich, a leading U.S. based air conditioning manufacturer, has been selected by Consulting-Specifying Engineer as a 2018 Product of the Year finalist in the HVAC Air Movement and Compressors category for the company's innovative VRP® (Variable Refrigerant Packaged) Heat Pump system. Friedrich VRP is among other finalists in 12 different categories honored for product innovation and

excellence. Voting is now open for Consulting-Specifying Engineer audiences to determine which products will be selected as gold, silver and bronze winners. Final results will be announced Sept. 2018. Friedrich VRP qualified

as a category game-changer finalist for the HVAC industry. VRP is innovative for utilizing Precision Inverter Compressor technology that combines variable refrigerant flow with the convenience and simplistic design of a closet-

mounted single packaged unit. Friedrich recently unveiled a new dehumidification option for VRP that utilizes a hot-gas reheat circuit to take borrowed energy that is wasted in a typical air conditioning cycle and reheats the return

air so the unit can continue to dehumidify longer. Combined with the exceptional make-up air capabilities and other indoor air quality advantages that come standard, VRP is a simple, flexible, easy to install and maintain in-closet solution that eliminates the need for costly and complicated large, specialized systems.

"VRP represents a major advancement for the industry and solves a lot of challenges for customers who are looking for total HVAC solutions that are simple, effective and efficient," said TJ Wheeler, Friedrich VP of Marketing and Product Management. "We're honored to be recognized in this way for product excellence and innovation."

Grundfos Products DOE Compliant

Downers Grove, Illinois — Grundfos Pumps Corporation is pleased to announce that all Grundfos and PACO branded products sold in the U.S. currently meet or exceed the Energy Conservation Standards for clean water pumps set forth by the U.S. Department of Energy. Test facilities located in Brookshire, Tex. and Bjerringbro, Denmark have been audited and approved by the Hydraulic Institute to ensure that test procedures and equipment comply with DOE and HI 40.7 standards.

The new efficiency standards set forth by the U.S. DOE are expected to reduce energy consumption significantly, with an estimated 25 percent of pumps currently sold on the market not meeting the new requirements. Beginning Jan. 27, 2020, all pumps sold in the U.S. that are within scope will be required to be labeled with a PEI rating that meets the new standard.

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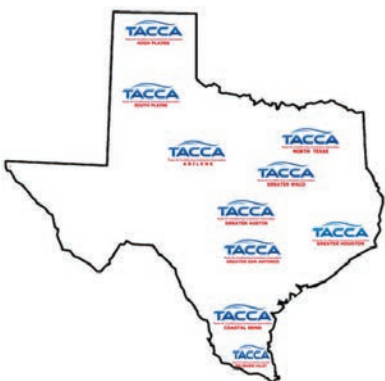


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- Beaumont

A New Benefit for Members from TACCA and Service First Processing

TACCA is pleased to announce a new benefit for our members, Merchant Funding and credit card processing through our new partner Service First Processing. Specializing in HVAC contractors both in Texas and across the country, Service First Processing can help your business more effectively and efficiently process credit cards, ACH and check services as well as offering gift and loyalty cards for your customers. Call us here at TACCA, 800.998.4822 or email services@tacca.org to find out more about this new benefit of TACCA membership.



Our Members Say it Best!

Steve Driskill, Owner, Kendall County Air

"Kendall County Air has been a TACCA Greater San Antonio member for 10 years. TACCA helps to keep us up to date on the changing rules and regulations as well as being an advocate for all HVAC contractors on the state and federal level. Because of TACCA, I feel like I have a voice in what happens in the industry that puts food on my table. I would encourage any HVAC professional to become part of this fantastic group of individuals. There is strength in numbers."

Congratulations to Ben Maines Air Conditioning—Longview on being named the Longview Chamber of Commerce Family Owned Business of the Year. Barry Maines with Ben Maines Air Conditioning was the 2006 TACCA Board President

TACCA Membership Benefit #28 - All HVAC/R license holders within a company are eligible for our FREE "Classroom" Continuing Education programs.

Changing Gears on Continuing Education

Business, A Complete Picture (#18389) is now available through the TACCA Continuing Education Program. This business related course will help contractors with several ideas on improving business, including profit margins and twenty plus ideas on how to grow your business. Visit www.tacca.org to sign up for a class today. **Remember, TACCA members receive FREE Classroom based continuing education with your membership.**

FAQ's — From the Texas Department of Licensing

I am a licensed Air Conditioning and Refrigeration Contractor and want to be certified to perform the installation and repair of LP gas appliances. How do I obtain this certification?

Contact the Texas Railroad Commission at (512) 463-6933, or Fax (512) 463-7292 and ask for Form 16B, Application for Examination Exemption by a Class A or B Air Conditioning and Refrigeration Contractor.

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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 5000 contractors across Texas who receive our information.

Solar Supply Ray L Dingler Memorial Golf Tournament

Solar Supply hosted the 25th Annual Ray L Dingler Memorial Golf Tournament at the Lake Charles Country Club on May 1.
The annual tournament benefits the McNeese State University Men's and Women's Golf Teams. The event is in honor of
Ray Dingler who founded Solar Supply.





To see more pictures from the tournament, visit www.ac-today.com

Now's the Time to Add Boiler Cleaning to Your Maintenance To-Do List

Stamford, Conn. – Warmer weather is finally here and Goodway Technologies is sharing a helpful reminder about the importance of performing boiler maintenance and cleaning. One of the biggest thieves of efficiency in boiler operations is the accumulation of soot and/or scale on heat exchanger surfaces.

It doesn't take long for soot to start causing significant loss of energy efficiency. In a matter of just a couple weeks, there could be a potential of 1/8" of soot on equipment stemming from regular usage, which means you are most likely losing efficiency and overspending in utility costs. Scale can also accumulate quickly and add unnecessary operational expenses. According to the U.S. Department of Energy, the fuel consumption could increase as much as 5 percent in firetube boilers as a result of scale.

"Routine maintenance and

cleaning is the most beneficial way to keep your boilers healthy and running efficiently," says Tim Kane, President of Goodway Technologies. "Performing this maintenance at least once a year is an investment that will pay off in the long-run through increased efficiencies and cost-savings."

Here are some tips for boiler cleaning and maintenance:

• **Stick to an Inspection and Maintenance Schedule** – At least once a year, qualified personnel or a third party should inspect and clean all parts of your boiler. Whether you create a maintenance plan internally or work with an outside partner, it's important to have a solid schedule in place to keep you on track.

• **Review the Chemical and/or Mechanical Cleaning Solutions** – You'll notice a significant reduction in

operating costs by removing the contaminants on both the waterside (scale formation) and the fireside (soot & scale formation) of boilers. While mechanical cleaning typically utilizes moving brushes to remove scale from the walls of tubes and pipes, the chemical process uses a chemical solution to flow through the tubes dissolving and flushing out the scale. For mechanical boiler cleaning, Goodway offers a variety of boiler maintenance solutions including the SAM-3 firetube boiler cleaner and ScaleBreak® for chemical cleaning.

• **Maintain Daily Logs** – Because most problems develop slowly, a log is the best way to detect significant changes. Keep daily logs on the following: type and amount of fuel used; flue gas temperature; makeup water volume; and steam pressure,

temperature, and volume. Ongoing logs will help monitor for any potential issues that might develop or identify problems that could be fixed with proper cleaning.

• **Perform Visual Inspections** – Looking at the boiler tubes and conducting a visual inspection to check for scale accumulation can be done on a more frequent basis to help ensure the boiler tubes are free of scale and buildup.

Check out Goodway's ScaleBreak® Boiler Calculator to see how much you could be saving by descaling the water side of your firetube boilers.

Goodway has been producing boiler tube cleaning systems and solutions for more than 50 years. Visit www.goodway.com for more information on Goodway's complete line of industrial maintenance solutions or call 1-800-333-7467.

About Goodway Technologies

Founded in 1966, Goodway Technologies has been delivering better maintenance solutions for more than 50 years. Goodway Technologies provides innovative maintenance solutions for a wide variety of industries including commercial HVAC, food and beverage processing, power generation and manufacturing. Over the decades, Goodway has worked with our customers to create better solutions for tube cleaning systems, industrial vacuums, cooling tower maintenance systems, dry steam solutions, descaling systems, coil cleaning products and practically everything else for the care and maintenance of HVAC systems. Further information is available at www.goodway.com.

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The spotlight



LG Electronics USA
Appoints Carl Barnard
to Lead Air Conditioning
Control Sales



Friedrich Air Conditioning
Company has hired
Jim Jones as Regional
Sales Manager



Bill Liu Appointed Director
of Engineering for Ice Air®



The Chemours Company's
Barbara H. Minor Awarded
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HARDI has hired Training
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TACCA Greater Houston Crawfish and Sporting Clays

TACCA Greater Houston held their Crawfish and Sporting Clays shoot at the Texas Premier Sporting Arms center in Sealy Texas. The event held on May 4th featured a team clay shooting contest, crawfish boil and raffle and prizes.



To see all of the pictures from the event, visit us at www.ac-today.com

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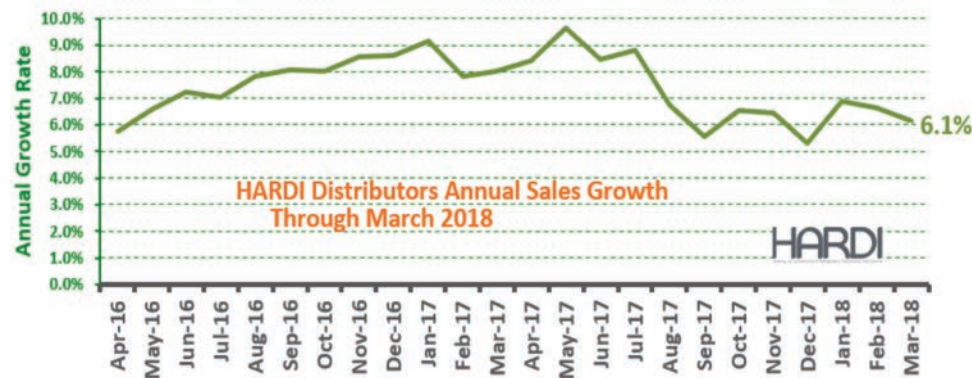
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HARDI

HARDI Distributors Report 12.2 Percent Revenue Increase in February

Columbus, Ohio—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 0.2 percent in March 2018.

The average annualized growth for the 12 months through March 2018 is 6.1 percent.



“March is a transition month,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “There was almost 10% more heating degree days, but it appears that was primarily a reason to delay cooling equipment purchases.”

“The first quarter earnings reports will be the first full look at post-tax reform profitability for US businesses,” said HARDI Senior Economist Connor Lokar. “If they struggle to accelerate their profits with the tax change pushing them forward, that would preview the macroeconomic slowdown we expect to bite later this year. The consumer is certainly in a confident and stable position to help drive growth.”

“The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 47 days,” said Loftus. “This is more than a day faster than 2016 and 2017, and more than two days better than 2015.”

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.

Mitsubishi Electric Trane HVAC Now Serving Ductless Customers

Customary closing conditions complete;
Chief Executive Officer and Chief Financial Officer named

Swords, Ireland and Tokyo, Japan — Ingersoll-Rand plc (NYSE:IR), a world leader in creating comfortable, sustainable and efficient environments, and Mitsubishi Electric Corporation (TOKYO: 6503), a leading manufacturer of technologically advanced ductless and Variable Refrigerant Flow (VRF) cooling and heating systems, announced today that its joint venture is now operating and serving customers.

The joint venture establishes Mitsubishi Electric Trane HVAC US as a leading provider of ductless and VRF systems in the United States and select countries in Latin America. The systems sold by the joint venture are highly efficient, variable-speed mini-split, multi-split, and

VRF air conditioners and heat pumps for homes, light commercial and commercial applications.

Keijiro Hora has been named Chief Executive Officer and D. Andrew Kelso has been named Chief Financial Officer. Hora has been with Mitsubishi Electric since 1981, most recently as president and chief executive officer of Mitsubishi Electric US, Inc., a role that he will continue to hold. Kelso has been with Ingersoll Rand since 1995, most recently as the finance leader for the company's Industrial Products businesses.

Ingersoll Rand and Mitsubishi Electric Corporation each have equal ownership of Mitsubishi Electric Trane HVAC US.



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Carrier Enterprises South Texas Annual Crawfish Boil

The crawfish boil lunch was held in Houston at their Port Northwest location and featured vendors and Cajun Connection catering.



To see all of the pictures from the event, visit us at www.ac-today.com

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FTL Finance has a free pre-screen service available to all registered contractors. Pre-screen gives contractors the ability to pre-qualify a customer for financing.

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would be approved for financing, before submitting a full application. The pre-screen does not harm the customer's credit.

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For more information about pre-screen call FTL Finance at 800-981-9032 or visit ftlfinance.com.

FTL Finance has provided contractors with an easy, simple consumer financing solution for over 20 years. Today FTL Finance helps contractors grow their sales by keeping the consumer application process easy, providing free-to-the-contractor financing programs, and approving customers with challenged credit profiles. For more information visit www.ftlfinance.com.

Hunton Distribution Takes Home the Trane Pacesetter Award for 7th Year

This past March in Nashville, TN at Trane's annual Distributor Meeting, Hunton Distribution took home Trane's esteemed Pacesetter Award, naming Hunton Distribution (Houston and Oklahoma) as Trane's top "Independent Wholesale Distributorship" for the 7th time. The Pacesetter Award is given to the company's top-performing sales channels, recognizing both Dealer Sales Offices (DSO) and Independent Wholesale Distributors (IWD).



"This is our 2nd Pacesetter Award in a row, and the 7th of the last 12 years. I can't tell you how much I appreciate each of my team members. I took great pride accepting this award knowing we have the

best team and customers in our markets. Thank you for helping us win with our customers every day." – Charlie Hunton, President and GM of Hunton Distribution.

Hunton Distribution also celebrated another win with 6 of their top sales associate being named Trane's Top 10 sales persons in the country. Award winners were invited to San Francisco March 26th – 29th to celebrate this achievement.



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

ASHRAE Awards More Than \$113,000 to Fund 25 Undergraduate Projects

Atlanta – ASHRAE announced its 2018 Undergraduate Program Equipment Grants, encompassing a group of 25 undergraduate projects led by students from around the world. The awarded grants total more than \$113,000 and will help the winning students to complete undergraduate projects.

The Undergraduate Program Equipment Grants is an ASHRAE program that provides grants to engineering, technical and architectural schools worldwide. Its goal is to increase student knowledge, learning and awareness of the HVAC&R industry through the design and construction of senior projects. Grants are used to fund equipment and supplies for senior projects and two-year technical school projects that focus on ASHRAE-related topics.

Winning projects are chosen based upon guidelines including: relevance as an ASHRAE-related topic; long-term student impact of the project; amount of funding requested; and the participating students' involvement with ASHRAE.

This year's winning projects are:

- "Atmospheric Water Harvesting," California Polytechnic State University – San Luis Obispo
- "Supply of Equipment to the Laboratory of Thermotechnology," National University of Asunción
- "Indoor Air Quality Based Economizer Trainer Construction," New York City College of Technology
- "Development of Split AC Test Rig Working on Inverter Technology and Charged with Environment Friendly Refrigerant R-32 – As a Laboratory Equipment for Engineering Students," Nirma University
- "Integration of Smart Building Control into Existing Building Automation System (BAS) Using the Field-Programmable Gate Array (FPGA) Technology," North Carolina A&T State University
- "A Heating and Cooling Learning Environment to Test Thermoelectric Panel Performance Which Includes Natural Convection Flow Visualization Using PLIF and PIV," Oklahoma State University
- "An Organic Rankine Cycle Learning Environment Using HVAC&R Components," Oklahoma State University
- "A Dual-Use High Efficiency Variable Speed Dehumidifier," Oklahoma State University
- "A Variable Speed Dedicated Outdoor Air System For Low Energy Homes," Oklahoma State University
- "Refrigeration, Air Conditioning, and Ice-Plant System Under One Condensing Unit As a Demonstrator-on-Wheels for Engineering Students," Pamantasan ng Lungsod ng Maynila
- "Visualizing the Invisible: a Hands-on Teaching Laboratory for Indoor Air Quality Principles," Portland State University
- "Net Zero Water (NZW) and Desiccant-Assisted Evaporative Cooling (EC) for Data Center Air Conditioning," University of Texas of the Permian Basin

- "Design and Prototyping of a Cloud-Based Smart Dual Fuel Switching System (SDFSS) for Residential Hybrid HVAC System for the Ryerson Engineering Program," Ryerson University

- "Investigation and Design to Improve Comfort Needs and Energy Efficiency in a Historical University Building," St. Ambrose University

- "Training Unit for Variable Refrigerant Flow (VRF) Air Conditioning Systems," Technological and Higher Education Institute of Hong Kong

- "Build Hydronic System," Universidad Autonoma de Nuevo Leon

- "Project and Development of a HVAC Confluent Jets Systems Installed in Corner Walls of an Experimental Chamber," Universidade do Algarve

- "Optimization and Construction of the Standing Wave Thermoacoustic Refrigerator," Universiti Tunku Abdul Rahman

- "Design and Construction of a Guarded Hot Box for Thermal Performance Evaluations of Building Envelope," University of Alabama

- "A Web-Based Dashboard System for Real-Time Monitoring of Environmental Conditions and Electricity Generation/Consumption in Louisiana Solar Decathlon Home," University of Louisiana at Lafayette

- "Pump/Turbine Generator Workbench," University of North Texas

- "Design of Energy Recovery Heat Exchanger Coupled with Phase Change Materials for Building Temperature Control," University of North Texas

- "A Closed-Loop Test Bed for Air-Conditioning and Heat Pump Equipment," University of Oklahoma

- "Tiny Test Facility for Building Energy Modeling," University of Utah

- "Calorimeter Test Apparatus for Refrigerant Compressors," University of Wisconsin—Madison

The top two projects will be presented during the Student Program at ASHRAE's 2019 Winter Conference, taking place Jan. 12-16, 2019 in Atlanta. Top projects are "A Dual-Use High Efficiency Variable Speed Dehumidifier," Oklahoma State University and "Refrigeration, Air Conditioning, and Ice-Plant system under one condensing unit as a demonstrator-on-wheels for Engineering Students," Pamantasan ng Lungsod ng Maynila. For more information about the program, please visit www.ashrae.org/grants.

ASHRAE Seeks Second Round of Public Comments for Proposed Revision to Standard on Residential Building Energy Design

Those interested in commenting on the standard may do so until June 18

Atlanta – ASHRAE seeks a second round of public comments on proposed revisions to BSR/ASHRAE/IES Standard 90.2-2007R – Energy-Efficient Design of Low-Rise Residential Buildings. The standard is open for a 45 day public review until June 18. Those interested in reviewing and commenting can do so at www.ashrae.org/technical-resources/standards-and-guidelines/standards-actions.

The purpose of Standard 90.2-2007R is to provide minimum energy-efficiency requirements for the design and construction of residential buildings. The proposed revision of ASHRAE Standard 90.2 presents a completely new approach to delivered residential building energy performance than the 2007 edition of the Standard. This revision to the standard seeks to deliver residential building energy performance that is at least 50% more efficient than the energy efficiency defined by the 2006 International Energy Conservation Code (IECC), which serves as the industry benchmark.

This second round of public review presents proposed independent substantive changes to the previous public review draft completed in December 2016. The standard focuses on "performance" as the primary objective and also includes some system level minimum prescriptive provisions of performance. These minimum provisions are provided to ensure compliance and to protect against analytical gaming.

The Standard 90.2 committee will begin reviewing comments at the 2018 ASHRAE Annual Conference in Houston on Monday, June 25 and Tuesday, June 26. Interested parties are welcome to observe.

To make a comment or learn more, please visit www.ashrae.org/publicreviews.

ASHRAE Learning Institute Announces Course Offerings for 2018 Annual Conference in Houston

Atlanta – The ASHRAE Learning Institute (ALI) announced that 10 courses will be offered during ASHRAE's 2018 Annual Conference in Houston. This includes four courses being presented for the first time.

"Each ALI course provides meaningful, credible technical information to industry professionals," says 2017-18 ASHRAE President Bjarne W. Olesen, Ph.D. "We are proud to offer courses that communicate the value of the latest innovations and technology, as we work toward a more sustainable world for the next generation."

New half-day courses include: "Advance Design for Net Zero Buildings;" "Latest in High-Performance Dedicated Outdoor Air Systems (DOAS);" "Save 30 percent Complying with Standard 90.1-2013;" and "Cool Thermal Energy Storage Systems for Air Conditioning."

In addition to the four half-day short courses, two full-day seminars and four additional half-day courses are being offered between Saturday, June 23 and Tuesday, June 26. All courses are led by experienced professionals to provide real-world engineering guidance. The complete conference course schedule is as follows:

June 23, 2018

"The Commissioning Process in New and Existing Buildings" (6 Hour),
Rick Casault, P.E.
"Energy Modeling Best Practices and Applications" (6 Hour)
Joseph Deringer, AIA, LEED® AP
Erik Kolderup, P.E., BEMP, LEED® AP
"Energy Management Best Practices" (3 Hour)
Richard Pearson, P.E.

June 24, 2018

"Advanced Designs for Net Zero Buildings" (3 Hour)
Peter Simmonds, Ph.D.
Charles Eley, P.E., AIA, CEM, BEMP, LEED®
"Latest in High Performance Dedicated Outdoor Air Systems (DOAS)" (3 Hour)
Art Hallstrom, P.E., LEED® AP

June 25, 2018

"Save 30% Complying with Standard 90.1-2013" (3 Hour)
McHenry Wallace, P.E., LEED® AP
Joseph Deringer, AIA, LEED®
"Designing and Operating High-Performing Healthcare HVAC Systems" (3 Hour)
Donald Burroughs, P.E.

June 26, 2018

"Cool Thermal Energy Storage Systems for Air Conditioning" (3 Hour)
Douglas Reindl, Ph.D., P.E.
"Variable Refrigerant Flow System: Design and Application" (3 Hour)
Paul Doppel
Jocelyn Léger, P.Eng., CEM, LEED® AP
"Humidity Control II: Real-World Problems and Solutions" (3 Hour)
Mark Nunnally, P.E., BEMP, LEED® AP

All 10 courses are open for registration and are eligible for Professional Development Hours (PDHs) or Continuing Education Credits (CEUs). ASHRAE recommends participants check with their specific State Board for PDH and/or CEU requirements.

For more information and to register for the ASHRAE Learning Institute course offerings, please visit www.ashrae.org/houstoncourses.

ASHRAE Publishes Energy Simulation-Aided Design Standard

Standard 209-2018 defines minimum requirements for integrating building energy modeling into the design process

Atlanta – ASHRAE published a new standard describing a methodology to apply building energy modeling throughout the design process.

ASHRAE Standard 209-2018, Energy Simulation Aided Design for Buildings except Low Rise Residential Buildings, defines minimum requirements for providing energy design assistance using building energy simulation and analysis.

The standard defines consistent energy modeling procedures to quantify the impact of design decisions when they are being made. To minimally comply with Standard 209-2018, building project teams must evaluate energy-efficiency options using modeling early in the design process (schematic design).

This new standard will be useful to building owners, architects, government agencies and many others who want their projects to benefit from the use of simulation. By referencing the standard, they can identify appropriate modeling tasks and procure modeling services that add value in the design process.

The standard also describes analysis activities from early concept development to post-occupancy. The standard applies to new buildings, major renovations and additions, and defines nominal requirements for using modeling to support integrated design efforts.

Standard 209-2018 defines seven design-phase modeling cycles, each with specific modeling goals coordinated with the typical design process. Each modeling cycle is an extension of a general modeling cycle that can be applied any time during design. Three additional modeling cycles are defined for construction and operation phases, and include a design and post-occupancy performance comparison to help owners and modelers understand the impact of design phase modeling assumptions and inform future modeling efforts.

The cost of ASHRAE Standard 209-2018 is \$67 for ASHRAE members (\$79, non-members). To order, visit www.ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

Pipe Pro Achieves IAPMO Certification

Pipe Prop, manufactured by JMB Industries of Fort Worth, Texas, was approved for Directory Listing IAPMO IGC 33 1-2016 by the International Association of Plumbing and Mechanical Officials (IAPMO) for Uniform Plumbing Code (UPC).

Pipe Prop earned this prestigious Listing Certification through years of extensive testing and proven performance under the most severe weather conditions. Pipe Prop had already been recognized with two NOA's (Notice of Acceptance) as the only

"Miami-Dade Approved" pipe support system for hurricane zone applications.

"The IAPMO UPC Certification reinforces that PipeProp has once again been proven to be the best choice for Architects, Mechanical Contractors, Municipalities and Roofing Consultants" said Jim Brown, inventor of PipeProp and owner of JMB Industries, LLC.

The certification includes the APS-1, APS-2 and the USPP models.

Go to www.pipeprop.com to review models, product certifications, specifications, test results and to locate a distributor in your area.



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RSES Adds New Online Course and Webinar for CEH Opps

Rolling Meadows, Ill. – RSES expands its CEH Corner with a new course in the online store. This program provides a quick, easy opportunity to earn one continuing education hour (CEH) by simply reading an article in RSES Journal and answering a few questions online. This month's topic is: Energy Efficiency and Sustainability Converge in Natural Refrigerants.

These courses are designed to assess an individual's understanding of technical articles that were printed in RSES Journal. This course evaluates a reader's knowledge of the feature, "Energy Efficiency & Sustainability Converge in Natural Refrigerants" as published in the May 2018 issue, written by James Knudsen.

In addition, the latest webinar has been uploaded to our eLearning library. Entitled, "Understanding Make-up Air (MUA) Systems," Rich Perrotta focuses on a typical rooftop MUA unit and discusses what MUA systems are, why they are important, and how to provide facilities with the proper level of make-up air. As always, members can watch it live or in the archives anytime, but to earn one CEH all technicians

must purchase it through the online store. To obtain credit, simply watch the webinar and take a short quiz that can be found under the eLearning tab on rses.org and click on "RSES Member Webinars" to locate the April 2018 webinar.

For more information or to order these items, visit www.rses.org/store or call 800-297-5660. Please note, RSES members will need to log in to the website prior to purchasing in order to receive the appropriate member discount.

RSES is the world's leading education, training and certification association for heating, ventilation, air conditioning and refrigeration professionals. RSES credentials include its Active Specialized Member, Certificate Member and Certificate Member Specialist categories, as well as one of the largest EPA Section 608 certification programs in the industry. Founded in 1933, RSES is a non-profit organization with chapters in the U.S. and Canada, as well as affiliate organizations worldwide. For more information on RSES call 800-297-5660 or 847-297-6464, or visit our website at www.rses.org. RSES, 1911 Rohlwing Road, Suite A, Rolling Meadows, IL 60008-1397.

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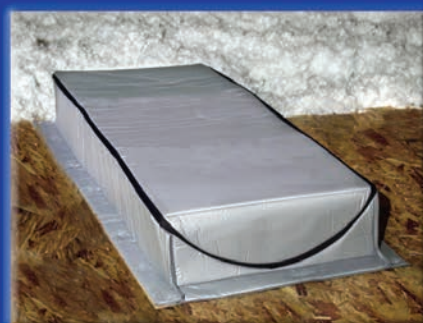
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Registration is open for the 2018 International Code Council Annual Conference, Code Hearings and Expo
Renowned expert Matt Paxton will share his expertise on hoarding and the building codes

Washington, D.C. – Registration is now open for the 2018 International Code Council Annual Conference, Code Hearings and Expo, which will be held on October 21-31, 2018, in Richmond, Va. This important building industry event offers educational sessions led by world-renowned experts, networking opportunities, historic building tours and the chance to influence the 2021 International Codes (I-Codes). Register by Sunday, September 16, to take advantage of early-bird savings.

This year's keynote speaker is Matt Paxton, a top hoarding expert featured on the hit television show Hoarders. He will share his expertise about a topic that is inextricably linked to building safety, fire prevention and the codes. The International Property Maintenance Code in particular provides requirements for a minimum level of safety and sanitation in existing structures that covers cleanliness, rubbish disposal, rodent infestation and means of egress.

The ICC Annual Conference offers a number of education programs for building safety professionals at all levels of their career that cover the I-Codes, disaster response, leadership, new technologies and much more. This year's conference also includes a new plumbing, mechanical and fuel gas track. Attendees can

earn continuing education units for these courses. Conference participants receive free entrance to the Building Safety & Design Expo, where they can attend additional education sessions, talk with exhibitors, and collect information about the latest construction techniques, technology, building products and applications. Other conference activities include the fourth annual Ron Burton Golf Outing, the Bob Fowler Motorcycle Ride and Global Connections Day.

The 2018 code development process continues immediately after the ICC Annual Conference with the Public Comment Hearings. The hearings provide an opportunity for participants to influence the 2021 I-Codes, the most widely-used and adopted set of building safety codes in the world. At the hearings, Governmental Member Voting Representatives vote on hundreds of proposed code changes on behalf of their respective jurisdictions.

The American Gas Association, Koffel Associates, NTA, Smart Vent, Softwood Lumber Board, UL and many others are making this event possible through their sponsorships.

For more information about the conference, visit www.iccsafe.org/conference. Use the hashtag #ICCAC18 to join the online conversation.

CALENDAR OF EVENTS

GREE Mini-Split Training

SUBJECT: GREE Mini Split Troubleshooting
DATE: Tuesday, June 5, 2018
CLASS SPONSORS: Baker Distributing
LOCATION: Holiday Inn Express
5247 S. General Bruce Dr.
Temple, TX 76502
TIME: 8AM - NOON
CONTACT: Sean Evans
512-912-6022

SUBJECT: GREE Mini Split Troubleshooting
DATE: Wednesday, June 6, 2018
CLASS SPONSORS: Baker Distributing
LOCATION: Hampton Inn and Suites Schertz-San Antonio
17702 IH 35 North
Schertz, TX 78154
TIME: 8AM - NOON
CONTACT: Sean Evans
512-912-6022

SUBJECT: GREE Mini Split Troubleshooting
DATE: Thursday, June 7, 2018
CLASS SPONSORS: Baker Distributing
LOCATION: Doubletree
by Hilton Austin Northwest Arboretum
8901 Business Park Drive
Austin, TX 78759
TIME: 8AM - NOON
CONTACT: Sean Evans
512-912-6022

Women in HVACR Texas Regional Meet-Up

Join us this summer for a casual meet & greet on Tuesday, June 26th at Upstairs (Bar Location above Hungry's in Rice Village) from 6pm - 8pm.

Upstairs
2356 Rice Boulevard
Houston, TX 77005

If you are planning to attend, email Kristin Jordan at kjordan@acsupplytexas.com to RSVP.

This year, Women in HVACR is focusing on *Defying Gravity* and living our life without limits. Join us to discuss how we can better expand the limits of your career and connect with fellow members in our exciting industry

Cost: FREE

Women In HVACR 15th Annual Conference

September 19th-21st 2018

The Brown Palace Hotel Denver, Colorado

Don't miss the Women in HVACR
15th Annual Conference as we explore:
"DEFYING GRAVITY!"

Join us for this exciting event as you reconnect with old friends
and network with other women leaders in the HVACR industry.



Tamara Kleinberg



Leslie Glidea



Angie Snow



Emily Saving



Stacey Pederson



Register for your spot today at:

www.WomenInHVACR.org



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Saturday June 23, 2018 July 21, 2018

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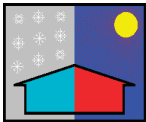
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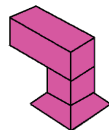
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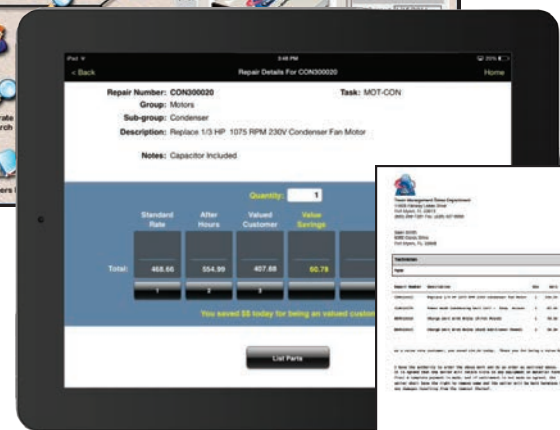
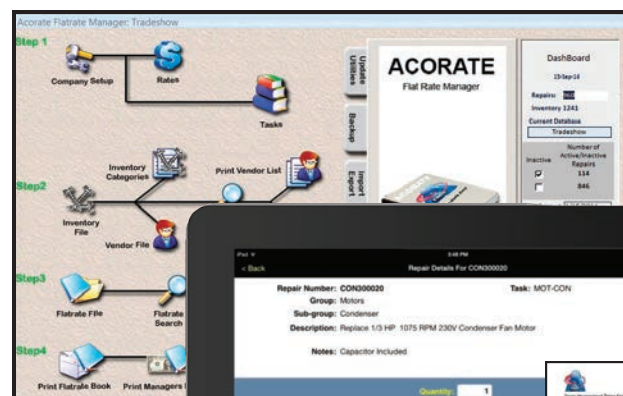
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