



Morsco Grand Opening in Stafford TX



Pictures on page 17.

Coburn Supply Summer Sales Classic



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Goodman Open House in Houston TX



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ASHRAE Introduces 2018-2019 President, Officers and Directors

Atlanta – ASHRAE installed its 2018-2019 president, executive committee officers and directors during its Annual Conference in Houston, which was held June 23-27.

ASHRAE's 2018-2019 president is Shelia J. Hayter, P.E., Fellow ASHRAE. During her inaugural presidential address, Hayter announced her term's theme will be "Building Our New Energy Future." The theme focuses on the important role buildings will play in our energy future as the traditional electrical grid continues to evolve toward a smart grid with advances in renewable energy.

"ASHRAE is eager to establish new networks and partnerships as we expand the Society's opportunities to engage the many industry sectors that have a stake in our new energy future," says Hayter. "We will strengthen our leadership position by serving as a bridge that connects buildings, energy and the environment to new ideas and technologies to advance toward a more sustainable world for future generations."

While serving as the Society's president, Hayter will continue her role as a group manager with the Department of Energy's National Renewable Energy Laboratory (NREL) in Golden, Colo. She will also serve as chair of ASHRAE's Board of Directors and Executive Committee.

Elected officers who will serve one-year terms are as follows:

- President-Elect: **Darryl K. Boyce, P.Eng., Fellow Life Member ASHRAE**, assistant vice president, facilities management and planning, Carleton University, Ottawa, Ontario, Canada
- Treasurer: **Charles E. Gulledge III, P.E., Member ASHRAE**, HBPD, senior mechanical engineer, AC Corporation, Greensboro, N.C.
- Vice President: **Julia A. Keen, Ph.D., P.E., Fellow ASHRAE**, BEAP, HBPD, professor, Architectural Engineering & Construction

Science Department, Kansas State University, Manhattan, Kan.

- Vice President: **Malcom Dennis Knight, P.E., Fellow ASHRAE**, BEMP, owner, Whole Building Systems, LLC, Mt. Pleasant, S.C.
- Vice President: **Michael C.A. Schwedler, P.E., Fellow ASHRAE**, applications engineering manager, Trane, La Crosse, Wis.
- Vice President: **Farooq Mehboob, P.E., Fellow Life Member ASHRAE**, principal consultant, S. Mehboob & Company Consulting Engineers, Karachi, Pakistan

ASHRAE also introduced its newest directors who will serve three-year terms from 2018-21:

- Region I Director and Regional Chair: **Christopher G. Phelan**, manager of engineered services, Thermco, Clifton, N.J.
- Region II Director and Regional Chair: **Jeff Clarke**, CEO, Enviroair Industries, Inc., Mont-Royal, Quebec
- Region III Director and Regional Chair: **Dunstan Laurence Macauley III**, HBPD, senior associate, WSP, Fairfax, Va.
- Region XI Director and Regional Chair: **Russell J. Lavitt, P.Eng.**, senior mechanical engineer, Stantec, Winnipeg, Manitoba
- Region at Large Director and Regional Chair: **Ahmed Alaa Eldin Mohamed, Ph.D., P.Eng.**, chairman, Middle East Gate Holding (MEG), Abu Dhabi, United Arab Emirates
- Director-at-Large: **Katherine G. Hammack, Fellow ASHRAE**, partner, Ernst & Young, Mclean, Va.
- Director-at-Large: **Sarah E. Maston, P.E., CPMP**, president, Green Footprints Commissioning, Inc., Hudson, Mass.
- Director-at-Large: **Chandra Sekhar, Ph.D., Fellow ASHRAE**, professor, Building Services, National University of Singapore, Singapore

HARDI Southwest Regional Meeting in San Antonio



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FRIEDRICH San Antonio Contractor Mixer



Story on page B18.

TACCA Greater Houston Summer Casino Night



Pictures on page B15.

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HVAC/R Leader NAVAC Introduces Industry's First Smart Refrigerant Charger

NRC62i Smart Charging Unit offers automatic operation for easy, reliable system evacuation and refrigerant charging

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines and other industry-specific items, has introduced the industry's first smart refrigerant charger. The NRC62i Smart Charging Unit offers automatic operation for intuitive, consistent system evacuation and refrigerant filling.

The NRC62i's powerful twin-cylinder vacuum pump rapidly and reliably evacuates an HVAC system to the vacuum level calculated by the machine's algorithm, with progress displayed digitally via a monitor and wireless scale. Upon reaching the calculated vacuum level, the unit automatically conducts dry operation and leak detection and commences the charging function per predetermined parameters. The NRC62i then shuts itself down once charging is complete.

The NRC62i combines strength and precision: The unit offers high ultimate vacuum down to 15 microns and is accurate to 0.05%. Real-time status displays and warnings serve to inform and reassure technicians as the machine automatically performs this once onerous task.

Like many NAVAC innovations, the NRC62i Smart Charging Unit's calling card is user simplicity. Automating the system evacuation and recharge process is a significant step forward from traditional processes, which typically employ vacuum pumps, manifold gauges, charging scales, refrigerant tubing and other connection devices, and are highly dependent on a technician's experience level and judgment.

"The NRC62i Smart Charging Unit allows even lesser skilled or novice technicians to efficiently and above all accurately complete HVAC system charging," said Stephen Rutherford, Director of

HVAC Tools Business for NAVAC.

The NRC62i charging unit is a "3-in-1" machine. In manual mode, it can be used as a stand-alone vacuum pump, or as a digital manifold gauge, and its wireless scale can also be used separately as a stand-alone device.

With more than 600 employees and sales in over 80 countries, NAVAC recently launched North American operations in Lyndhurst, New Jersey. The company seeks to meet the need in the HVAC/R industry for user-friendly equipment and tools that are less complicated and save time – both crucial to busy technicians charged with conducting efficient yet exacting service. As such, NAVAC's products focus on making technicians' jobs easier and faster without sacrificing accuracy.

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CENTURYAC.COM

RectorSeal® Adds Cast In-Place Device (CID) to its Metacaulk® Firestop Product Line

CID eliminates labor-intensive coring concrete and concrete-over-metal-decking floors with through-penetrations for HVAC, plumbing, electrical pipe and cabling.

Houston - RectorSeal®, Houston, a leading manufacturer of quality firestop construction products, introduces the Metacaulk® Cast In-Place Device (CID) for firestopping HVAC, plumbing and electrical piping, and cabling through-penetrations in new construction concrete and concrete-over-metal-decking floors.

The CID features an internal Metacaulk intumescent firestop ring that swells during a fire, fills the void of the CID opening, and blocks flame/smoke from infiltrating through

the floor for optimum protection of occupants and property. The CID carries Underwriters Laboratory (UL) testing and approval to UL 1479 for an F-rating of up to three hours and temperatures reaching a minimum of 1,800°F (982°C).

The heavy-duty crush-resistant, black plastic product line consists of eight-inch-tall (20-cm) CIDs available in construction trade size 2, 3, 4, and 6-inch-O.D. (5, 7.5, 10 and 15-cm). Each size accepts as many 4-inch-long, quick snap-fit extensions as needed for any concrete floor depth.

Snap-fit metal decking floor adaptors also come in all four diameters and a tub box completes the product line for any through-penetration challenge. The CID snap-fit protection cap includes a label to identify future trade pipe designation.

Besides built-in firestop, the CID design also increases productivity and greatly reduces through-penetration prep time by up to 50-percent, because it eliminates labor-intensive, post-construction concrete floor coring. It quickly installs within seconds onto concrete forms using conventional nail, electric or pneumatic fastening tools and four fasteners. Another time-saving feature is the CID's standard and metric height measurement guide identification markings for accurate cutting within ¼-inch (6.3-mm) increments.

The USA-made CID was tested in accordance with UL 1479 and ASTM E814, and is compliant with the International Building Code (IBC) and all other building code authorities.

Other benefits of the CID include:

- Capable of mixed multiple penetrations of pipe and cable;
- Small footprint combined with connection alignment stubs allow easy, unlimited ganging together for optimum through-penetrations per square foot;
- Flange design allows easy access and clearance for nail gun and screw drill housings;
- Expands during a fire and prevents flame and smoke leakage under UL 1479 and ASTM E814 test standards;
- Through-penetration firestopping is completed before the concrete pour;
- Snap-fit technology and height markings eliminate measurement inaccuracy associated with spiraling threads and resulting dangers of cross-threading extensions;
- Guaranteed to last the sustainable life of the building when applied via manufacturer's requirements;
- Intumescent expansion activation begins at 375°F (190°C) and expansion is greatest at 575 to 1,100°F (302 to 593°C).

The CID completes RectorSeal's Metacaulk product line consisting of firestop smoke sealants, caulks, sprays, putties, electrical outlets, devices, joint and wrap strips and other fine firestop products. The CID is available from authorized RectorSeal wholesale distributors for the plumbing, HVAC, electrical and building construction trades.

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For additional information on products from RectorSeal's construction division visit www.rectorseal.com

But Wait There's More

If you watch late-night television, I mean really late (2–4 am), you've probably seen an infomercial for some random product. Somehow in the wee hours of the morning the demonstrations of the Jack LaLanne's Power Juicer, the Ronco Showtime Rotisserie & BBQ or the George Foreman Grill seem incredibly interesting.

As cheesy as an infomercial might be, the format works. People buy Snuggies and ShamWow. So how do these companies keep you watching essentially the same message for twenty or thirty minutes? When you break down infomercials you see these common elements:

- A reliance on repetition of the same value proposition throughout the program.
- Informal, down to earth presentation style.
- Real people support the proposition with testimonials.
- A promise that if you wait, you will see there is MORE!

Right about now, you are wondering what a late-night infomercial has to do with your business. Hang with me because it is relevant.

Infomercial Strategy for Your Website

Just as advertisers on late night television hope to keep viewers from changing the channel, your objective should be to keep visitors engaged on your website, willing to browse from page to page.

Repetition of the value proposition

What do you want people to think about as they scroll through your website? Why should someone hire you? What problems do you solve, what benefits do you bring? The answers to these questions should be consistently presented without being redundant. On our site, for example, the underlying theme is giving control to our clients. On some pages, we talk about them taking control or owning their marketing, while on others we simply provide resources that allow them to do that.

Review your content and talking points. Make a list of phrases which describe your value proposition, answer the question "Why should I hire you?" Then use these phrases liberally throughout your site.

Informal, down to earth presentation style

Don't put a wall between you and your visitors. Long sentences in dense blocks of copy with no headers to allow for skimming turn a reader off. Stuffy language and block justified text may have been great for that term paper or legal brief, but they just don't work on your website.

Welcome visitors with words and phrases you might use if they walked in your door. Let them know they have come to the right place and you are ready to solve their problem. Let your personality shine through because people buy from people they like.

Real people support the proposition with testimonials

This is true in every industry, from plumbers and restaurants to accountants and marketing firms. Prospective customers are more likely to believe what other people say about you than what you say about yourself. Use work samples, testimonials, reviews, and case studies to confirm to visitors that real people like working with you.

And Wait! There's More

Every page on your website should have a logical next step, an irresistible teaser that takes a reader to another relevant place on your website. You can do this with links within your content and specific calls to action in the sidebar, on the bottom of the page or presented in a pop-up when visitors have been on a page for a few seconds.

What should your "more" be? That depends on the industry you are in but here are a few suggestions that work best in home service businesses.

- Use our calculator (for preliminary load calculations, finance fees, or return on investment)
- Conduct a self-assessment like a home energy audit
- Subscribe to a newsletter
- Watch a video
- Read reviews and testimonials
- Preview product comparison guides
- Meet our employees
- Listen to a podcast
- Schedule an appointment
- Apply for a job
- Ask a question or search FAQ



Lorraine Ball

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

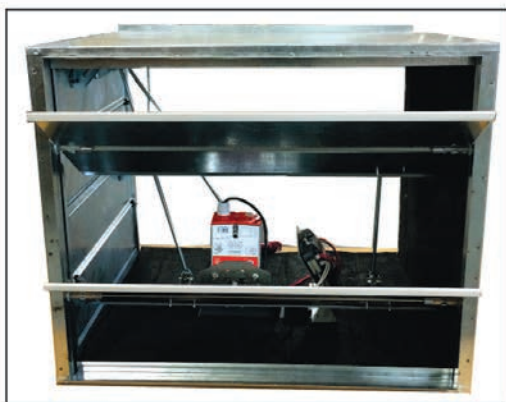
Today you can find her at Roundpeg, a digital agency in Carmel, Indiana, building smart marketing strategies for businesses who want to use internet marketing tools to grow.

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

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

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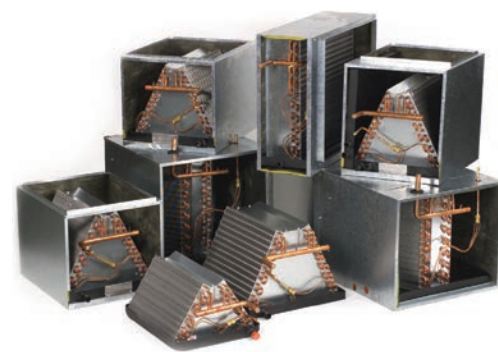
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AHR Expo Now Accepting 2019 Innovation Awards Submissions

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) announces its call for entries for the 2019 Innovation Awards Competition. This annual competition honors the most inventive and original products, systems and technologies showcased at each year's AHR Expo. Exhibitors are encouraged to submit new or upgraded products by July 31, 2018.

ABOUT THE INNOVATION AWARDS & PRODUCT OF THE YEAR

Since 2003, the Innovation Awards have highlighted the HVACR industry's efforts to provide advanced solutions for its ever-changing needs. The awards call attention to the products, systems and technologies that have set the bar throughout the industry. To be deemed a winner, companies must demonstrate true innovation by creating smarter, faster, more

efficient, and overall exceptional HVACR products.

Products will go head-to-head in the following categories: building automation; cooling; green building; heating; indoor air quality; plumbing; refrigeration; software; tools and instruments; and ventilation. Winners are selected by a panel of third-party ASHRAE member judges who evaluate all award entries based on innovative design, creativity, application, value and market impact.

In addition to the awards, a single Product of the Year will be selected from the pool of winners, recognizing an exceptional level of leadership in HVACR innovation.

"Every year we recognize companies in the HVACR industry that push the envelope by developing or redesigning products to drive the industry forward," said Clay Stevens, manager of AHR Expo. "Each year brings an incredible amount of industry advancement to the forefront. We are looking forward

to showcasing the best of the best at the 2019 Innovation Awards."

Winners in each of the product categories, as well as the winner of the Product of the Year Award, will be recognized in a ceremony at the Show on Tuesday, January 15, 2019. In addition, winners also receive acknowledgement through print and online features about the Innovation Awards in major industry publications and on the AHR Expo website.

SUBMISSIONS & JUDGING

All 2019 AHR Expo exhibitors are eligible to submit a product for the Innovation Awards.

Exhibitors may submit one product in each category, as long as that product has not previously won an award. To be considered, products must be exhibited at the Show and available for sale by the end of January 2019. Completed entry forms and a \$100 entry fee must be submitted online at ahrexpo.com by Tuesday, July 31, 2018.

Judging is based on the following criteria: innovative design, creativity, application, value and market impact. All submissions will be evaluated by a panel of third-party ASHRAE member judges working in all facets of the industry.

ENTRY FEES DONATED TO LOCAL CHARITY

Each year, all of the entry fees (approximately \$20,000) are donated to a charitable organization serving the local community where the Show is held. The donation is generally used to provide much needed HVACR repairs or upgrades.

FOR MORE INFORMATION

For more information about the 2019 AHR Expo or the Innovation Awards Competition, please visit ahrexpo.com. Specific questions regarding Innovation Awards submissions can be emailed to kpires@iecshows.com.

About AHR Expo

The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) is the world's largest HVACR event, consisting of more than 2,100 exhibitors and attracting 60,000+ attendees each year. Since 1930, the Show has provided a unique forum where the entire HVACR industry, including OEMs; engineers; contractors; manufacturers; distributors; commercial, industrial and institutional facility operators; and educators can come together to discover the latest products, learn about new technologies and develop mutually beneficial business relationships. This year's Show, co-sponsored by ASHRAE and AHRI, will be held Jan. 14-16, 2019 at the Georgia World Congress Center, Atlanta, and is held concurrently with ASHRAE's Winter Conference.

For more information, visit ahrexpo.com and follow @ahrexpo on Twitter.

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Time to dump the “Handometer”

By Rick Kinzel

It never ceases to amaze me that in this day of tech devices and instant information that we are still using the “Hand O Meter” for our primary method of measuring CFM.

We get calls here at Tech Support every day asking what the Superheat should be on any particular unit, or, is this Superheat a good number?

Let’s try this little experiment....

- Run a unit with a fixed piston metering device.
- Maybe you come up with 15 degrees of Superheat.
- Lower the fan speed and the coil gets colder.
- When the coil gets colder the Superheat decreases to let’s say 5 degrees...

Go back to the beginning;

- Run a unit with a fixed piston metering device.
- Maybe you come up with 15 degrees of Superheat again.
- Raise the fan speed and the coil gets warmer.
- When the coil gets warmer the Superheat increases to let’s say 25 degrees...

Notice that changing the CFM changes the Superheat... also notice that you never

knew what the right CFM was...

So... if you don’t have the right CFM, then Superheat means nothing...

In this day of high efficiency equipment, the charge is critical, and the CFM needed to acquire the right charge DOES NOT GET SET AT THE FACTORY.

CPS has come out with a very user friendly flow hood with the residential / light commercial contractor in mind. The ABM Hood 200 is inexpensive, light, easy to hook up, and will produce a report right from its free software downloaded to your smartphone.

Every time I ask my students “How important is airflow?” the answers are always “10 out of 10”, “Real Important”, “Very Important”. Then when I ask how we are checking the “Huge Important” part of our industry the sheepish grins and downturned eyes always lead back to the “Handometer”.

It is my opinion that it is high time we dump the Handometer for CFM measurement and have it used for something more practical. When it comes to measuring CFM, velocity, Duct temperatures, and RH% on the problem jobsites, let’s invest in a Flow hood built for the Residential Light Commercial contractor. CPS ABM 200 at Coburn Supply.

Service Experts Opens New Customer Support Center in Richardson, Texas



Scott Boose, Chief Executive Officer and Dave Moody, Vice President of Marketing and Customer Engagement, conduct a ribbon-cutting ceremony at Service Experts Heating & Air Conditioning’s new Customer Support Center in Richardson, Texas.

Monday, June 4, 2018 marked the grand opening of the new location of the Service Experts Heating & Air Conditioning Customer Support Center in Richardson, Texas.

The 13,000 square-foot Customer Support Center houses 75 expert agents that provide customer service support to Service Experts’ 90 locations throughout the United States and Canada. The Richardson-based support center provides 24/7 chat services,

online appointment scheduling, and evening, weekend and holiday customer service support. The Support Center also provides outbound calling services to customers that are in need of annual heating and air conditioning system maintenance.

“We are excited about this new facility for our customer service support team and its impact on the continued growth of Service Experts,” said Scott Boose, Chief Executive Officer of Service Experts.

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In late 1956 and early 1957 the Lockes moved their company to Oklahoma City, OK. The marketing philosophy of taking the store to the customers began to develop when the second branch opened in 1958. His customers quickly proved they liked this way of doing business and today there are over 165 store locations in a 5 state area and a 45 acre distribution center to supply them all.

Don's initial vision and zeal have been the driving force behind making Locke Supply the most progressive supply house in the Southwest.



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Bosch Thermotechnology Corp. Unveils New Data-Driven Labs and Facility

Bosch Experience Center and Laboratory Includes State-of-the-Art Data Collection Equipment

Watertown, Mass.— Bosch Thermotechnology Corporation officially unveiled its new facility in Watertown. The company's new space, located 10 miles from Boston, is home to Bosch's first-ever air-conditioning laboratory, which will allow the company to test and refine the performance, sound and connectivity of its air-conditioning units in-house. The facility also includes a Bosch Experience Center, where visitors can immerse themselves in the company's diverse portfolio of energy-efficient products.

"Moving to a facility equipped with a full laboratory aligns with our vision to further design and manufacture leading HVAC

solutions, especially in the air-conditioning industry," said Vitor Gregorio, regional president at Bosch Thermotechnology. "It's not just a new headquarters with a modern office space; it's also a research and development investment in terms of people, talent and infrastructure."

Equipped with brand-new, advanced equipment that ensures highly accurate data, the full laboratory comprises three focus areas: a psychrometric lab, a noise vibration harshness (NVH) lab and an electronics lab.

The psychrometric lab allows Bosch to measure the

performance of its air-conditioning units in multiple configurations.

The NVH lab measures the sound of the AC unit, which gives Bosch the ability to test the unit's decibel and determine what adjustments will achieve a quieter product.

The electronics lab measures, tests, and simulates the behavior and performance of the electronic devices in the unit (the "brain" of the units). Bosch develops and produces numerous software prototypes for its connected products, which then are uploaded to the product's "brain" and tested. Bosch can measure the performance of the software to see how fast end users are able to access the app and its information.

"Being able to test Bosch air-conditioning units within this facility will provide real-time, highly accurate field data, accelerating product development," said Goncalo Costa, director of air conditioning at Bosch Thermotechnology. "Product development is an intricate process, and combining these three labs will give Bosch greater agility as well as a competitive edge in the market."

For more information, visit www.boschheatingandcooling.com

LG Electronics USA Appointed to CABA Board of Directors

The Continental Automated Buildings Association (CABA) is pleased to welcome LG Electronics USA to its Board of Directors. CABA is the leading nonprofit industry association that provides information, education and networking to help promote advanced technologies for the automation of homes and buildings.

The company will be represented on CABA's Board by Kevin C. McNamara, senior vice president and general manager, Air Conditioning Technologies, LG Electronics USA. Building on his three decades of experience in the U.S. HVAC industry, McNamara has been overseeing LG's commercial, light commercial and residential air conditioning business in the United States since 2011.

McNamara leads the team that established LG as a leader in the North American industry with a robust lineup of HVAC solutions, including industry-leading variable refrigerant flow (VRF) technology and customizable control systems. Reflecting his important role in growing the U.S. air conditioning business, he was named LG Electronics' global B2B Person of the Year, and most recently, HVAC Insider's 2018 "Man of the Year."

"I am honored to represent LG on CABA's prestigious board," said McNamara. "LG is looking forward to increasing our involvement with CABA and building a long and mutually-rewarding relationship. We continually push the boundaries in the HVAC category with limitless vision, innovative technology and flexible connectivity solutions, all of which complement CABA's important work in advanced automated building technologies."

CABA is a leading international, not-for-profit, industry organization that promotes advanced technologies in homes and buildings. Its 380 strong corporate members and 27,000+ individual industry contacts are leaders in advancing integrated home systems and building automation worldwide. The CABA Board of Directors provides the strategic direction for the Association.



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YORK® Celebrates 5th Anniversary with Building Homes for Heroes

Partnership supports American service members and their families

Milwaukee – The YORK® brand of Johnson Controls will celebrate its five-year anniversary sponsoring Building Homes for Heroes (BHH) this July. The organization builds or renovates homes and gifts them, mortgage-

free, to severely wounded or disabled US veterans and their families. BHH partners with sponsors like YORK to customize the home's amenities based on the individual needs of each veteran.

For BHH recipients like

US Army Specialist Hugo Gonzalez these amenities provide greater freedom and comfort while at home. SPC Gonzalez was severely injured during combat in Iraq. He survived major head and brain trauma and was left legally blind. The smart

home automation provided by YORK allows him to control and maintain his heating and air-conditioning system by voice command.

US Air Force Captain Nathan Nelson suffered a spinal cord injury from a rocket blast in Afghanistan

leaving him wheelchair-bound. The YORK Affinity™ Hx™ WiFi-enabled touchscreen thermostat allows Captain Nelson to adjust his home's climate from the palm of his hand via smartphone or tablet.

U.S. Marine Corps

Sergeant Kirstie Ennis was only 17 when she joined the Army as a helicopter door gunner. During her last deployment her helicopter went down leaving her with severe injuries including the loss of her left leg above the knee. What many people don't know is when you lose a limb the amount of blood in your body remains the same, causing your body temperature to be up to 20 degrees higher than normal. Ennis is grateful to have a reliable cooling system from YORK to help keep her body temperature consistently at a comfortable level.

"We are deeply grateful to Johnson Controls and their contractor and distributor network for their longstanding commitment to supporting our veterans," said Jim Cummings, President, Building Homes for Heroes. "Gifting these homes would not be possible without the generous donation of YORK HVAC systems in addition to the countless contributions we receive from companies across the US."

In addition to the product donations, YORK authorized dealers coordinate and perform installations free of charge and many provide ongoing routine maintenance and repairs after installation.

By the end of 2018, YORK plans to donate its products to over 100 military families. In addition to the BHH partnership, Johnson Controls pledged in 2015 to hire 1,000 to 3,000 veterans and military spouses by 2020.

To learn more about YORK's partnership with Building Homes for Heroes, visit <http://www.york.com/for-your-home/why-buy-york/building-homes-for-heroes>.

To learn more about YORK®, visit www.YORK.com. Also follow on YouTube, Instagram and Facebook @ [yorkhomecomfort](#) and @ [YORKHVAC](#) on Twitter.

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Morsco Grand Opening in Stafford TX

Morsco HVAC Supply (formerly Morrison Supply) held a Grand Opening at their new Stafford TX location. The all-day event had a vendor fair, food, prizes and giveaways



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FACT 1: R-22 is readily available.

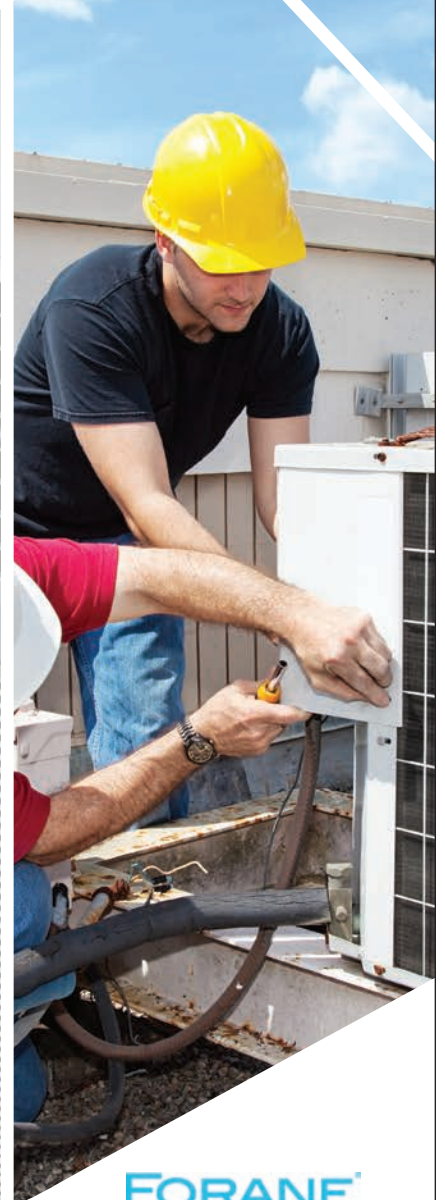
FACT 2: R-22 will be available for years to come.

FACT 3: R-22 pricing has decreased, so consider the high cost of replacement.

FACT 4: R-22 is still the best choice for R-22 equipment.

FACT 5: Forane® 427A is a leading R-22 alternative for retrofit.

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It's On My Heart: Measuring Progress

So how is your year going? We are half over with this trip around the sun, time to take stock, see what has been accomplished, what remains to work on. One of the realities of the hot summer days is that we get really busy, sometimes forgetting to measure. We equate busy with profitability, they are not automatically connected.

Did you set goals last year for this year? Have you been measuring progress? Some people measure quarterly. One opportunity with that method is when you see a trend, 90 days have already gone past, taking correction actions will be three months after the opportunity presented itself.

I have friends who check progress each month, so they can see a trend and put together a plan based on the last 30 days of activity. Better yet, some are checking their numbers each week, having put together a plan that breaks down goals into weekly benchmarks.

I have heard of companies who share numbers as often as daily, including a company email showing employee contribution to overhead and profit for the day. Yep, the day.

You may feel like that is way too much information, they did not start with that model, they moved to it after using longer terms and getting numbers that both encouraged and gave them concern.

What should you measure? List is long, here are a few ideas to start your thinking. First, are the teams doing what they should be doing? How is the gross margin running on your installs, both replacement and new construction? Set targets on GM, measure it continually. One idea is to measure one component, equipment cost or labor are two segments that can cause problems is ignored. When that component goes above a set level, start investigating as to why. Then take corrective action. Sales team, measure close ratio for starters. That would be number of sales divided by number of qualified leads ran. 5 sales out of 10 leads, 50% close ratio. For the service department, are we getting positive reviews, callbacks at a lower level than last year, selling maintenance agreements and accessories? Measure it.

My frustration is that I talk to owners almost daily who have no idea of the business basics. How many names in the data base? How many maintenance agreements in effect? What is the close ratio on all leads? On tech leads? How good are the techs at turning in leads or selling systems if that is your model? What is the average sale? All these numbers compared to last year, the year before. Many have said to me: the weather was bad, we didn't have a summer/winter this year. Our economy is in the

toilet, no construction going on at all. We can't find good help. We can't find bad help!

Here is what I am sure of. The bank doesn't care about the weather, or even the economy, they want their truck payments/building payments each month. So while the weather can affect our business, don't let it control your business. And as for people, that is a national problem, not your local problem. my response, grow your own. Find someone who likes themselves, is good with people, and train them for our industry. Too many times we are looking for that person with 10 years experience, someone who knows how to diagnose a 12-year-old heat pump that won't defrost. In many cases those people come with baggage, they want to make your company into the company they left, but get paid more. Find some good people who want to move into a industry where they can actually affect their paycheck by helping customers with comfort issues. Make sure you have a program to reward the team members who help customers with comfort issues, either in spiffs or bonuses, spelled out so all can see how much they make for going above and beyond just fixing the old unit. While in that neighborhood, maybe sure you have a system to pay them on a regular basis. Frustrating when they have a great week in sales,

and don't see the paycheck for months down the road. Share the successes, nothing will stimulate an employee better than peer pressure. Help them do better with education and training.

I am a fan of sharing the goals and progress with the teams. Let them know ahead of time what the benchmark from last year was, and what the improvement measurement for this year is. Set those goals, share progress as the months go on, encourage the team and give additional training when goals are not hit. Still have a employee who just doesn't get it, way too slow, average time spent on tasks is a lot more than the other team members, he may have to change. If he can't change his way, you may have to change him. Take action, he will spread his concept of slow work to all the others, and they know he is not pulling his share. He may be the most senior, but it may be best for him to seek other employment. The others will thank you for doing what needs to be done.

What to do next? Start by measuring some of the things we shared in this article. Measure some items that you have not measured in the past. Then add in more to get an even clearer picture. You will thank yourself later for doing the job of running your business, not letting it run you. 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.

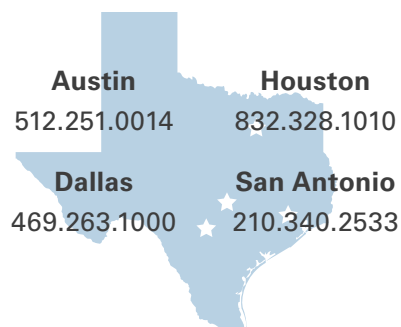
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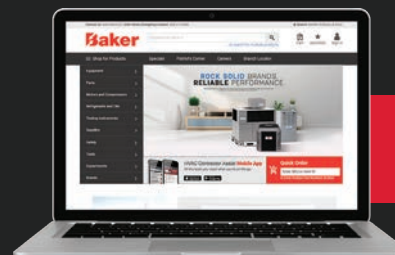
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The Duct-Free Zone

By Gerry Wagner

My first installation of a mini split was 25+ years ago for an older woman... we will call her Mrs. Gillacuddy. It took me about three days to install a single zone system...today that same job would take me half a day.

When I was finished, I was so proud of myself...proud of the job. I quickly invited Mrs. Gillacuddy into her living room to inspect my work for the first time...I couldn't wait to see her reaction!

I expected her to beam with the same awe inspired glow that I did as I looked at the evaporator on the wall...but that is not what happened. Rather, Mrs. Gillacuddy stood there for a while silent, pale faced and motionless...then I swear she gulped and finally said, "it looks like you took it out of my window and hung it on my wall."

...and you know what? She was RIGHT!

Prior to my time at Tradewinds, I did some contract work for Heat Controller, Inc. out of Jackson, MI. You know them by the brand name Comfort-Aire.

I had the pleasure of learning the history of the mini split from a man who lived it, Mr. Don Peck, the CEO of Heat Controller at that time and an employee there for over 50 years.

Don was always proud to tell me

that the FIRST mini split was in deed developed by Heat Controller... here are his exact words...

"The first introduction in 1965 was the Comfort Aire Twin which was a window air conditioner with a split cabinet design that allowed the window to close into the center of the unit with the compressor and the condenser fan on the outside of the window and the indoor fan on the inside making for a very quiet application.

The Twin Pac, the first mini split, was an offshoot of the Twin and was originally developed for Sears in 1969 and went by the name "Sears Modular Central Air Conditioning System". They offered two sizes, a 6000 (115 V) and 16000 (230 V). The original units had only 8' of refrigerant lines and were quick connect and included a double wrench kit for making the connection. In 1971 the Twin Pac were made available under the Comfort-Aire label. Three sizes were then offered, (6000, 11000 and 16000). The line set accessories were also changed to allow for up to 19' between the indoor and outdoor units. The product went away when the federal government instituted the first EER rating of 8.0, in the late 1980's as the product was classified as a split system rather than a room unit."

Now, let's fast-forward 49 years...

Lets look at the latest mini split product introduction from GREE...the Sapphire.

A 12K Sapphire indoor unit is just 39.9" long X 12.1" high X 8.7" deep and has a discrete clean appearance.

The Comfort-Aire Twin Pac of the early 1980's left the market because it could not meet the EER of 8 required back in the day...the Sapphire? The 12K Sapphire has an EER of 15.3 and a SEER of 30.5 (the 9K Sapphire has an EER of 16.7 and a SEER of 38).

Oh yeah...and the Comfort-Aire Twin Pac had a maximum lineset length of 19', well the GREE Sapphire SAP24HP230V1A has a maximum lineset length of 164'...now that's progress!

I'll keep it real...

I still don't think anyone looks at a mini split indoor unit and says, "wow, that's looks GREAT!"...but the good news is they probably don't say anything at all!

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

Man Recovering from Heart Surgery Gets a Cool Surprise from ARS/Rescue Rooter DFW

Mansfield, TX- ARS/Rescue Rooter DFW, a provider of air conditioning, heating and plumbing services, provided a man in serious need with a donated HVAC unit and installation. When the team at ARS/Rescue Rooter DFW discovered Fernandez's situation during his trying time, they stepped in to offer him relief.

Jorge Fernandez returned home from heart surgery to a house with no air conditioning. He called multiple HVAC companies seeking financial assistance, but none were willing to help until he called ARS. The ARS team noticed the Freon leak and knew Fernandez would need a new unit. Therefore, they offered him a new unit and installation at no charge.

"Mr. Fernandez deserves to feel comfortable at home after a major surgery. The reality is that home maintenances can be costly," says Wes Hardin, General Manager of ARS/Rescue Rooter DFW. "We are happy to assist in making his home and recovery more comfortable."

ARS network service providers all over the country are providing people in need with donated HVAC unites and water heaters as part of a program called ARS Cares. To learn more, visit ARS.com.



Texas Department of
Licensing and Regulation

The Texas Commission of Licensing and Regulation is scheduled to meet **Friday, July 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 online. The meeting will be broadcast on TDLR's YouTube channel.



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Product News

New Coleman® Echelon™ Two-Stage, up to 19 SEER Air Conditioner Offers Contractors Flexible Options



Milwaukee – The Coleman® brand of Johnson Controls now offers a new two-stage, ENERGY STAR®-certified Echelon™ Series air conditioning unit, which can save up to 47 percent on energy use compared to older 10 SEER units. Available in 2-5 tons, this new system meets rigorous energy

efficiency performance levels set by the U.S. Environmental Protection Agency.

The AC19 air conditioner, which can be sold as part of a complete Echelon residential system or as a premium upgrade to an existing system, provides contractors and homeowners flexible options by matching it with either a variable-speed air

handler or a standard ECM air handler. Matched equipment includes furnaces, coils and air handlers, all of which are optimized to work together, maximizing comfort and overall performance.

Units can be installed with a conventional two-stage thermostat or the communicating Wi-Fi®-

enabled Echelon™ Hx™ Touch-screen Thermostat, which allows remote monitoring and diagnostics using the Hx™ Pro App. The system also has the ability to communicate with competitive controls for additional installation flexibility. Other features include:

- A smaller footprint that allows the unit to fit into compact spaces without sacrificing performance.
- A swing-open electrical box that provides full corner access to the inside of the unit for easy maintenance, installation and service.

• An advanced WhisperDrive™ Sound Reduction system which includes swept-wing fan, high-efficiency ECM fan motor, sound enclosure and composite base for quiet, efficient air circulation.

Coleman Echelon Series AC19 units include a 90-day Labor Limited Warranty, Lifetime Compressor Limited Warranty and 10-year Parts Limited Warranty on registered outdoor units.

For more information on the Coleman Echelon Series visit <http://www.colemanac.com/echelon/>.



Johnson Controls applies 90-Day Labor Limited Warranty to all Coleman® HVAC Residential Equipment

Milwaukee – The Coleman® HVAC brand of Johnson Controls is now applying its 90-Day Labor Limited Warranty to all Coleman HVAC residential equipment.

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.

Each Coleman HVAC system is built to deliver outstanding performance, rugged reliability and exceptional durability. Each product is built according to strict guidelines to provide years of trouble-free operation. Coleman HVAC warranties often lead the industry by covering parts and key

mechanical components for longer terms than other manufacturers.

In addition to the 90-Day Labor Limited Warranty, Coleman offers industry-leading lifetime limited warranties on compressors and 10-years limited parts warranties on products like the Echelon™ Series air conditioners and heat pumps. The Coleman Performance Promise™ Protection Plan provides homeowners lasting peace of mind that comes from the best extended protection plan in the industry. Purchased separately, this plan extends the parts, labor or parts-and-labor warranty for up to ten years. Plus, there are no limits to the number of service calls and repairs covered by the policy.

To learn more about Coleman warranties, visit <http://www.colemanac.com/Residential/warranties>. Complete product warranty details are available within the warranty certificate of each Coleman product.

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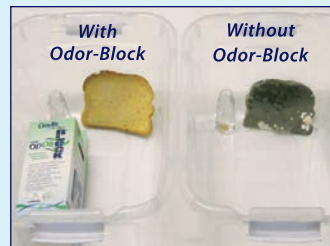
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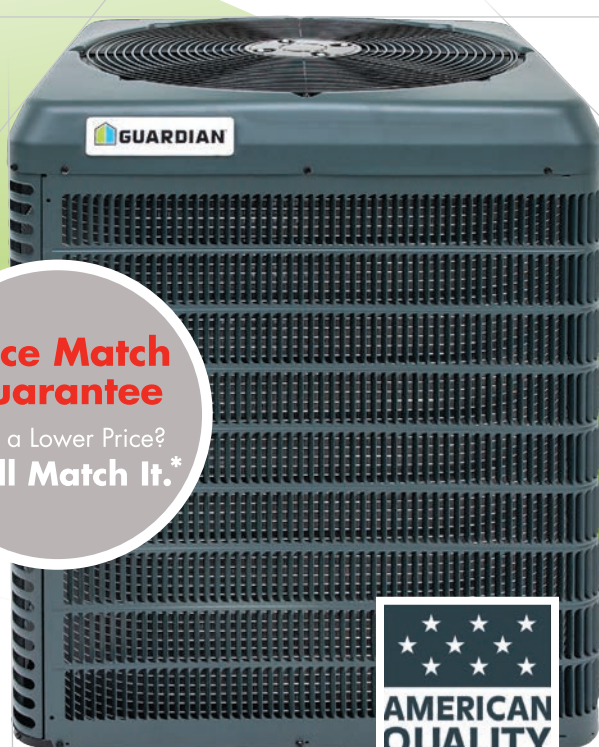
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NEWS

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.

Registration Opens for 2018 ASHRAE Building Performance Analysis Conference and SimBuild

Atlanta – Registration is now open to attend the 2018 ASHRAE Building Performance Analysis Conference and SimBuild, to be held Sept. 26-28, 2018 at the Hilton Chicago. This is the third co-organized conference between ASHRAE and IBPSA-USA.

The conference will feature more than 60 presentations

and approximately 120 papers by leading industry practitioners and academic researchers. Some of the selected presentations include: Application of Virtual Reality for Daylighting Design; Designing for Thermal Nirvana; Metrics and Methods for Carbon-Neutral and Net-Zero Building Design; and Automated Calibration Techniques and Modeling Standards. Paper presentations include: Buildings and Information, Technology Nexus; Modeling Advances; Early Design, Multiple Systems Modeling, Big Data; Health, Wellness and Comfort; Energy Performance and System Simulation Codes; and Standards and Compliance.

The 4th Annual ASHRAE LowDown Showdown modeling competition will be held in conjunction with the conference. This year's competition challenges teams to move beyond only achieving an energy efficient building and use their ingenuity to include elements of conference themes into their design and analysis. A record breaking 15 teams (88 participants) are registered to participate in the competition.

IBPSA-USA will host a competition in conjunction with the conference to catalyze crowd-sourced submissions to Project StaSIO (STandard Simulation Inputs and Outputs), an online repository of crowd-sourced simulation graphics and case studies organized around the recently released ASHRAE Standard 209 framework.

Pre-conference workshops will be hosted by software companies and educators on Monday, Sept. 24 and Tuesday, Sept. 25. Separate registration is required.

Apply by Sept. 7 to sit for an ASHRAE Certification exam in Building Energy Modeling (BEMP) on **Friday, Sept. 28 at 12:30 p.m.** to take place at the headquarters hotel, the Hilton Chicago.

Learn more and register for the 2018 ASHRAE Building Performance Analysis Conference and SimBuild at www.ashrae.org/BuildPerform2018.

AHRI Members Bring Policy Priorities to Congress During

National Advocacy Conference in Washington, D.C



Photo: AHRI Chairman Chris Peel (center) plays Energy & Commerce Committee Chairman for a minute in the office of Rep. Greg Walden (R-Ore.), the actual committee chairman. L-R: AHRI intern Cameron Dietz, AHRI President & CEO Stephen Yurek, Chairman Greg Walden, Peel (Front, Rheem), Karen Meyers (Rheem), AHRI SVP Joe Trauger, AHRI VP Francis Dietz.

Representatives from member companies large and small joined AHRI Chairman Chris Peel at this year's National Advocacy Conference on Capitol Hill this week to interact with Members of Congress and Trump Administration officials about important association issues. Senior officials from the Departments of Energy and Commerce and the Environmental Protection Agency informed members about current activities and initiatives on appliance standards, ENERGY STAR, refrigerant policy, and trade issues.

After informative panel sessions on those topics and the current state of politics coming up on the 2018 midterm elections, followed by Fox News political analyst Chris Stirewalt, members fanned out across Capitol Hill to meet with their own representatives and Senators as well as key members of relevant committees such as House Energy and Commerce Committee Chairman Greg Walden (R-Ore.), who discussed EPCA reform and the challenges involved with completing legislation in the compressed and politically charged remaining House schedule.

This story courtesy of and first reported by AHRI Update.




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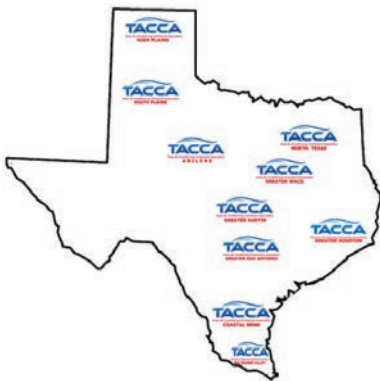
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The Temperature is Rising

This is the time of year we look forward to warmer temperatures, and the sun responds with heating up our day. Those who were laid off for the winter look forward to getting back to work. In other areas, the jackets come off and they enjoy a warmer day. Eventually it gets hot and humid, and that is when it can become dangerous. In 2016 alone, 39 workers died and 3,310 were injured from environmental heat exposure.

The dangers of heat

Preparing for and handling working in heat and humidity can provide protection from potentially deadly conditions. Your body is designed to cool itself and normally does a good job. But, if you're exposed to extreme heat for too long, sweat a lot and don't rehydrate, your cooling system may fail. If that happens, watch out! A heat-related illness can start slowly—you may not even realize it's happening—but it can quickly get worse if it's not treated.

Heat-related illnesses and warning signs

Basically, **heat cramps** are Charley horses and can be an early warning sign of heat-related illness. **Heat exhaustion** symptoms include increased body temperature (as high as 104°F) and cold, clammy skin. Untreated, it can lead to heatstroke. **Heatstroke** is life-threatening and can cause brain damage, organ failure, or even death. Body temperature goes over 104°F. The victim may stop sweating even though his/her skin may be hot, and could also become confused or irritable. Medical attention is critical.

Major warning signs of heat-related illness include:

- | | |
|--------------------------------|--------------------|
| Muscle cramps | Nausea or vomiting |
| Weakness | Headache |
| Dizziness/feeling light-headed | Confusion |

Avoiding the dangers of too much heat

Not everyone reacts to too much heat exposure the same way nor experiences all the classic symptoms of heat-related illness. If your employees ever work in hot conditions, they should know the related risks and preventive measures so they can protect themselves. Practicing basic precautions can help make working in hot weather more bearable and less dangerous.

- Pace yourself when working in the heat—don't overdo it.
- Hydrate with plenty of water or sports drinks, but no alcohol or caffeine.
- Dress appropriately—light-colored, lightweight, loose fitting clothing, including a wide-brimmed hat, if possible.
- Stay out of the midday sun whenever possible. Do the harder work during the cooler parts of the day.
- Take breaks in the shade.
- Wear sunscreen. A sunburn makes it harder for your body to cool itself.
- Certain medical conditions or medications can make you more vulnerable to over-heating.
- Keep an eye on co-workers. If someone is showing any of the symptoms of heat illness, notify your supervisor immediately.

******From our Affiliate Partner, Federated Insurance. Visit www.federatedinsurance.com for more safety related articles and how to better protect your employees and your business******

TACCA Membership Benefit #28 - TACCA has money saving offers on your fuel needs through our partnership with ExxonMobil...up to .10 cents a gallon in some cases.

FAQ's — From the Texas Department of Licensing

Does Texas accept out-of-state licenses in lieu of a Texas license?

Yes. To be licensed in Texas if you have an out-of-state license, you will need to send in a completed TDLR application, a copy of your out-of-state license, and a list of the requirements for the out-of-state license. Also, we need to know when this license was issued and how long you held it. TDLR will review and determine if you meet the Texas license requirements.

**Need an HVAC CE Course or License Prep Course?
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License Prep:

- July 14/15 - Houston**
- Aug 3/4 - Red Oak—(DFW Area)**
- Aug 25/26 - Austin**

Visit www.tacca.org to register!

Texas Air Conditioning Contractors Association

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

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

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

Goodman Open House in Houston TX

Goodman held an Open House on June 19 at 2801 N Loop West location in Houston.
The event had breakfast tacos and a vendor fair for the contractors and dealers.



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

Sauermann Group Strengthens its Presence in the U.S. Test & Measurement Instrumentation Market by Acquiring E Instruments International

Sauermann Group, a leader in condensate removal pumps and test and measurement instruments for improving indoor air quality, has announced its acquisition of E Instruments International in the U.S.

The acquisition solidifies Sauermann Group's commitment to growing technology and investment in an American platform and significantly boosts the Group's R&D, manufacturing, service and warehousing capabilities in the U.S. and the Americas as a whole.

Based in Langhorne, Pennsylvania, E Instruments International is an industrial designer and manufacturer of instrumentation solutions focused on emissions, combustion analyzers, and indoor air quality. With manufacturing facilities located in the U.S. and Europe,

the Company focuses on solutions for industrial, HVAC, commercial, and institutional markets worldwide.

"This is a huge step forward for our evolution as a global brand," said Serge Bohyn, CEO of the Sauermann Group. "The acquisition of E Instruments International significantly strengthens our presence in the U.S. test and measurement instrumentation market and broadens our global portfolio to include and enhance combustion, volatile organic compound, and various indoor air quality solutions."

Both parties agreed not to disclose financial terms of the transaction.

The transaction was concluded and effective on May 15, 2018.

Goodman Open House in Mission TX

Goodman held an Open House at their Mission Texas location in early June.
The event had food and tent with a vendor fair. The early summer event was very well attended



Earl Burleson with ReCapCo and Steve Wood with Southwestern HVAC Sales sign up a customer



JT Heyden with Heyden Stanley works with customers



Robert Gunder with Gunder Associates shows the contractors a filter base



The event was very well attended



The food was fantastic

The spotlight



James Bowman has been named Regional Sales Manager HVAC Tools for NAVAC



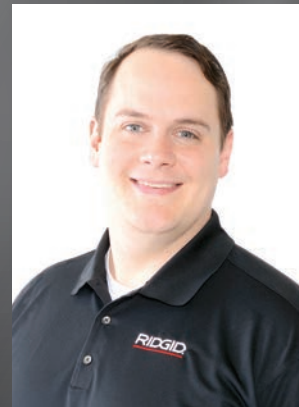
Chris Klope has been hired as Director of Operations for Ritchie Engineering Yellow Jacket



Lovin Saini Named Director of Product Management for Marley Engineered Products



SFA Saniflo Appoints Regis Saragosti as North American CEO



RIDGID Announced Steven Shepard being named Director of Product Management



DiversiTech has named Tom Wooldridge as general manager of the company's Morris Products business unit

To read the complete stories on our Spotlight People please visit www.ac-today.com

HARDI

HARDI Distributors Report 6.4 Percent Revenue Increase in April

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 6.4 percent in April 2018.

The average annualized growth for the 12 months through April 2018 is 6.6 percent.



“This April was a strange month. The regional sales performance ranged from a slight decline to a gain of more than 20%,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Several of our regions were comparing unusually cool weather this year against unusually warm weather in the prior year. The region with the extraordinary gain experienced record warmth this year against a cool prior year.”

“It looks like a good economic environment for HARDI members,” said HARDI Senior Economist Connor Lokar. “US Industrial Production during the 12 months through April is up 2.6% compared to one year ago. Growth during the most recent three months topped 4.0% compared to the same three months through April a year ago. This is the first time quarterly growth has topped 4.0% in seven years!”

“The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 49 days,” said Loftus. “This is slightly faster than April 2015 or April 2016. This improving trend is consistent with the recent monthly DSO performance.”

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.

HARDI Members Conquer Capitol Hill, Advocate for Bipartisan Legislation

Columbus, Ohio – Earlier this month, the Heating, Air-conditioning & Refrigeration Distributors International (HARDI) hosted their annual fly-in, bringing nearly 100 members in Washington, D.C. Over the course of the event, more than 100 HARDI members and staff conducted approximately 200 meetings with congressional offices on Capitol Hill. Politico Influence highlighted our bipartisan outreach in their May 23 newsletter.

“Our current Fly-in participation continues to turn heads on Capitol Hill” said Vice President of Government Affairs Palmer Schoening. “Thank you to all of our members who came to Washington this year. Your engagement will be a tremendous help in our advocacy efforts in the months ahead.”

The HARDI Fly-in showcased a distinguished lineup of speakers, including Rep. Peter Roskam, R-Ill., who led the Ways and Means Tax Policy Subcommittee during passage of the Tax Cuts and Jobs Act. Additionally, Representatives Lou Barletta, R-Pa., Jason Smith, R-Mo., and Warren Davidson, R-Ohio, addressed HARDI members, focusing on policies that impact the HVACR industry. The top legislative issues HARDI prioritized for this year’s fly-in included tax cut permanence, ratification of the Kigali Amendment to the Montreal protocol, e-fairness, and promoting career and technical education to support jobs in the trades.

“We are confident that our efforts this year will resonate in the short term,” said Director of Government Affairs Alex Ayers. “Many of our legislative priorities enjoyed support from both parties. Now we have additional weight to throw behind them thanks to the efforts from our Fly-in attendees.”

The HARDI Congressional Fly-in has become an effective tool in shaping the policies that affect our members. Full expensing of commercial HVACR equipment was a top priority of our industry in 2017. Thanks to our members’ engagement, HARDI was able to shepherd bipartisan full expensing legislation through Congress that was ultimately included in the tax reform package that passed in 2017.

“Many Fly-in attendees are regulars who have achieved veteran status after years of coming to this event,” said Public Affairs Specialist Anthony Lagunzad. “Not only is our reputation as an association growing in Washington, but also our clout on so many of these issues affecting small businesses, family businesses and the HVACR industry as a whole.”

BRAGGIN' RIGHTS

After spending the day discussing business and getting excited over the recent joint venture with Ingersoll Rand, Mitsubishi Electric's Southwest Business Unit caught some fish at Lake Texoma.



Austin Kvapil with Mitchell Enterprises shot this hog in East Texas



Bo Robertson from Coburns Baton Rouge hunting with Kent Mechanical

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

Carrier Dealer Installs 100 Donated Home Comfort Systems for Habitat for Humanity Families Impacted by Hurricane Harvey



Houston – As part of its longstanding commitment to give back to the communities where it operates, Carrier donated 100 home comfort systems to Habitat for Humanity families impacted by the historic flooding that ravaged the Houston area following Hurricane Harvey last year. One of the region's leading Carrier Factory Authorized

Dealers, Fresh Air, is currently installing these systems, helping 100 Habitat for Humanity families resume normal lives in their homes. 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).



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HARDI Southwest Regional Meeting

HARDI Southwest held their Regional Meeting at La Cantera Resort and Spa in San Antonio TX on June 10-12. The 3-day family friendly event included an Evening Mixer sponsored by M&M, a Tailgate Party sponsored by Friedrich and a Golf Tournament sponsored by Global The Source.





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

Online Registration Open for 2018 RSES Conference

Rolling Meadows, Ill— RSES launches its online registration for the 2018 RSES Conference & HVACR Technology Expo, which will be co-located with PHCC CONNECT 2018. The two events will take place Oct. 9–12, 2018, at the Albuquerque Convention Center, Albuquerque, NM. The website link to register is www.rses.org/events/conferenceregister.aspx?EventId=855&

Flights and hotels are filling up quickly as the conferences coincide with Albuquerque's famous International Balloon Fiesta, where hundreds of balloons will be taking flight from Balloon Fiesta Park. There are special tours and discounted rates for attendees who want to watch the exciting Balloon Ascension or take a ride in a hot air balloon. Several other fun excursions will be offered on Tuesday, Oct. 9, including a Sandia Peak Tramway/walking tour of Old Town, Santa Fe guided tour and even a Breaking Bad RV ride. For details on tours, exhibitors, sponsors and educational sessions, click here.

"Our educational sessions are almost complete and will be posted on the conference website shortly, but there are a few more slots open for expert speakers to host educational sessions during the

conference," says RSES Executive Vice President Lori Schiavo. "We are looking forward to a fantastic event and partnering with PHCC CONNECT this year."

To pitch an educational presentation idea on new technologies, challenges or best practices for HVACR technicians and contractors, please contact Schiavo at lschiavo@rses.org. Companies interested in sponsoring the event or exhibiting may still do so, but space is filling up quickly. Click here for more information. The RSES team invites all attendees to stop by their booth to connect during the show.

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 details, call 800-297-5660, email general@rses.org or visit www.rses.org.

To click to register, visit www.ac-today.com and look for RSES Registration story

Ruud® Celebrates National Pro Partners™



The Colley Refrigeration team joined Ruud® in celebration at the company's Top Pro Partner™ awards dinner and reception in Washington, D.C. on April 23, 2018. The event recognized and rewarded an elite group of HVAC businesses that demonstrated excellence in Ruud sales, customer support, and overall service during 2017. Located in Lake Jackson, Texas, Colley Refrigeration has been

proudly providing HVAC sales and service for 39 years. (Pictured from left to right) Randy Roberts, vice president, sales, Ruud; Jess Mattox, Century AC Supply; David Hargrove Sr., Colley Refrigeration; Denise Hargrove, Colley Refrigeration; David Hargrove, Jr., Colley Refrigeration; Brandyn Hargrove, Colley Refrigeration; and Mike Branson, executive vice president and general manager, Ruud.



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Aug 3/4 - Red Oak - (DFW Area)

Aug 25/26 - Austin

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VISIT US ONLINE AT
www.TACCA.ORG

TACCA Greater Houston Summer Casino Night

TACCA Greater Houston hosted a summer casino night at the St. Arnold's Brewery in downtown Houston on June 19th. The brewery taps were open to all of their craft beers, a great dinner was served, and the casino tables were open for all to win.



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

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GREATER HOUSTON

TACCA Greater San Antonio Summer Shindig

TACCA GSA held their Summer Shindig at Blue Bonnet Palace on June 21st. The free entry event had food, drinks, raffles, music and more. The well attended event started at 4 in Selma TX



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

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TACCA Greater San Antonio Golf Tournament

The 29th Annual TACCA GSA golf tournament was held on June 4th at The Club at Sonterra in San Antonio TX and was sponsored by Johnstone Supply



1st Place Larry Moody, Brent Warner, Todd Montgomery, Robert Gunder



5th Place Dee Walker, David Barton, Joseph Long and Ernest Franco



12th Place Pete Martinez, Jr., Andy Valenzuela, Mike Wallace and Richard Salinas

Product News

New Luxaire® Acclimate™ Two-Stage, 19 SEER Air Conditioner "Fits" Many Applications

Milwaukee – With up to 19 SEER efficiency, the new two-stage, Acclimate™ Series air conditioning unit from the Luxaire brand of Johnson Controls can save up to 47 percent on energy use compared to older 10 SEER units. The ENERGY STAR®-certified AL19 air conditioner, available in 2-5 tons, meets rigorous energy efficiency performance levels set by the U.S. Environmental Protection Agency.

These units can be sold as part of a complete Acclimate residential system or as a premium upgrade to an existing system. It provides contractors and homeowners flexible options by matching it with either a variable-speed air handler or a standard ECM air handler.

Systems can be installed with a conventional two-stage thermostat or the communicating Wi-Fi®-enabled Acclimate™ Hx™ Touch-screen Thermostat, which allows remote monitoring and diagnostics using the Hx™ Pro App. The unit can also communicate with competitive controls for greater installation flexibility.

Matched equipment includes furnaces, coils and air handlers, all of which are optimized to work together, maximizing comfort and overall performance. Other features include:

- A swing-open electrical box that provides full corner access to the inside of the unit for easy maintenance, installation and service.
- Advanced SilentDrive™ Sound Reduction system which includes swept-wing fan, high-efficiency ECM fan motor, sound enclosure and composite base for quiet, efficient air circulation.
- A smaller footprint that allows the unit to fit into compact spaces without sacrificing performance.

Luxaire Acclimate Series AL19 units include a 1-year Labor Limited Warranty, Lifetime Compressor Limited Warranty and 10-year Parts Limited Warranty on registered outdoor units.

For more information on the Luxaire Acclimate Series visit www.luxaire.com/acclimate.

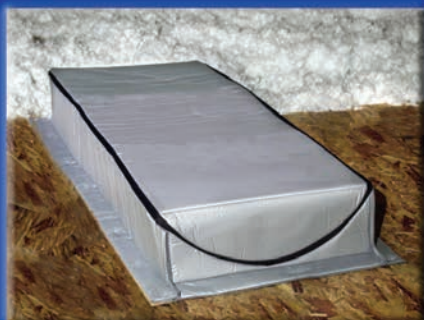


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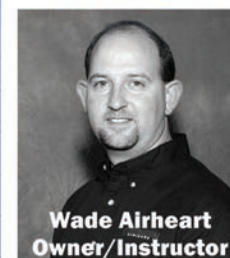
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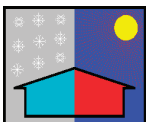
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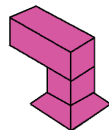
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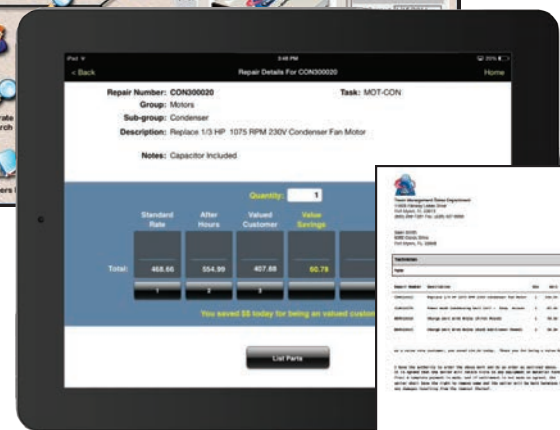
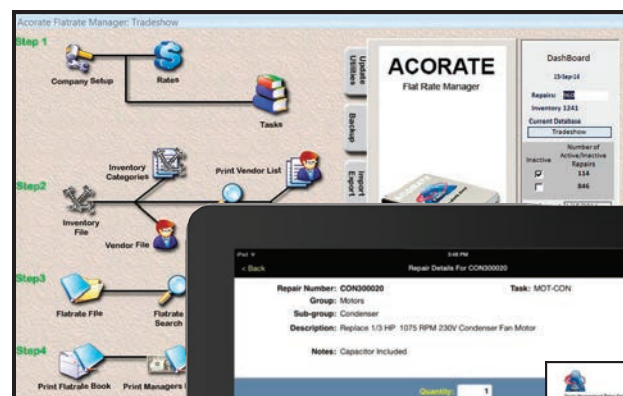
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