



Air Conditioning TODAY



OCTOBER 2018 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 32, No 10

Coburn Supply Summer Sales Classic Award Weekend



AJ Maloney, Darren Tramel, Jimmy Newhouser,
Ben Clark and Don Maloney.
Pictures on pages 21 and 22.

TACCA Greater San Antonio Fishing Tournament



TACCA Greater San Antonio Fishing
Tournament committee.
Pictures on page B12.

HARDI Affirms Support for Industry Collaboration on State-Level HFC Phase Down, Seeks More Reasonable Sell-Through Period

Columbus, Ohio- Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is calling for a renewed effort by industry partners to develop a consensus industry policy for states pursuing the phase-down of hydrofluorocarbon (HFC) refrigerants, while continuing to express concern about a proposal to allow a mere six-month sell-through period for HFC-using units manufactured prior to the proposed 2023 deadline.

California recently passed the California Cooling Act, directing the California Air Resources Board to develop regulations to reduce the use of HFCs in air-conditioning and refrigeration products. Several industry members recently announced their support for certain proposed measures – negotiated by a few manufacturers without input from the HVACR industry at large – for meeting the state’s HFC emissions reduction target; however, HARDI has abstained from signing on until consensus can be reached on a more realistic sell-through period.

Specifically, the proposal includes language of a manufacturing prohibition with a subsequent restrictive sell-through period that would negatively affect HARDI members at the peak of the selling season. Previous experiences with sell-through periods have shown the concept adds complexity to the distribution process. Simply using a manufacturing prohibition is much more effective in ensuring that compliant units are sold to consumers.

“The proposed six-month sell-through period ending in the middle of summer is untenable for our members, suppliers, and customers,” said HARDI Vice President of Government Affairs Palmer Schoening. “We favor a plan that does not burden the entire distribution channel at the height of selling season and a process that is inclusive of all

stakeholders. AHRI has been leading this consensus-focused version of this plan, and we ask the industry to follow their lead on this issue.”

Recent announcements by New York, Connecticut and Maryland to pursue similar HFC reductions increases the need for industry-wide consensus on this important issue, as those states are likely to follow California’s lead. These additional states add to the urgency to work together to develop a single industry-wide plan that can be adopted, with agreement from environmental advocates and consumers, to prevent multiple sets of state regulations that will complicate the distribution of equipment.

“While we would prefer a national approach to phasing down the production and use of HFCs, such as that proposed in the Kigali Amendment to the Montreal Protocol, we recognize California’s interest in tackling this HFC emissions reduction issue,” said HARDI CEO Talbot Gee. “HARDI fully supports industry collaboration to ensure all of our suppliers’ concerns have been considered, and to maximize the time our respective policy teams spend working together for the industry.”

HARDI reiterates support for all ongoing negotiations to be facilitated exclusively through AHRI, and encourages members of the HVACR industry to join in this effort.

“A small collective of distributors can’t go it alone on negotiating best policy here, either. Achieving broad consensus allows the industry to speak together as one voice. Had this been done in this case, we wouldn’t have the issues preventing our support of the current agreement. We must do better going forward if the HVACR industry wants to really make a difference for the environment, our industry, and our customers.” Gee added.

Women in HVACR 15th Annual Conference



The Women in HVACR Annual Conference in Denver CO.
Pictures on page B2.



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IFMA names Don Gilpin as Chief Operating Officer

Houston, Texas – The International Facility Management Association (IFMA) has named Don Gilpin as Chief Operating Officer (COO) beginning the week of Sept. 17, 2018. Gilpin has served as IFMA’s interim COO since Feb. 5.

“While this is welcome news, it isn’t a big surprise for anyone here at IFMA,” said IFMA board chair Graham Tier. “For the better part of this year, Don has led IFMA’s operations through some big changes, while contributing to an operational culture that promotes value for our members, partners and collaborators. In doing so, he has earned the trust and respect of staff and the global board. I’m confident that IFMA’s operations are in good hands.”

Gilpin is an accomplished executive with strong experience in international association management, trade show production, education/certification programs, legislative advocacy and workforce development. Prior to joining IFMA, Gilpin served as the Executive Director and COO at the Custom Electronic Design and Installation Association (CEDIA) located in Indianapolis, Indiana, USA. While at CEDIA, he was instrumental in the formation of two industry organizations for the electronic systems industry, The Electronic Systems Professional Alliance (ESPA) and the Integrated Systems Europe (ISE) trade show and served as chairman of the board for both organizations. Before that, Gilpin served as Executive Director – Interior Design Educators Council for Raybourn Group International; Director of Trade Shows, Marketing and Magazine Publishing for the National Precast Concrete Association; and in marketing roles for both Deluxe Corporation and Dayton Hudson Corporation.

“Over the past eight months, I’ve witnessed the positive impact IFMA has for our membership and the global FM industry,” said Gilpin. “This is an exciting time to be involved with everything happening in FM around the world, and IFMA is in an incredibly strong position to deliver unparalleled value, whether through our top-tier events, our world-class professional development products or more of the thought leadership that got us here in the first place. I want to thank Graham and the entire board for their confidence in me. I also want to thank IFMA’s hard-working staff who have made this role such a pleasure. Now, let’s build something great together!”

Gilpin has a bachelor’s degree in business administration from Franklin College in Indiana.

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RGF's Patented Air Purification Technology Destroys Cold and Flu Viruses Before They Spread to Home and Workplace

"Got Flu?" campaign launches to promote the positive impact of clean air during cold and flu season.

Riviera Beach, FL- RGF Environmental Group Inc., the leader in environmental solutions for air, food and water, provides breakthrough proprietary Indoor Air Quality (IAQ) products designed to help reduce the spread of cold and flu viruses in residential and commercial spaces. RGF has launched its "Got Flu?" campaign to help contractors better educate the public about IAQ products and their role in the prevention of deadly flu viruses.

"It's not enough to just wipe down surfaces and hope that in doing so, the cold and flu viruses will not spread," said Tony Julian, VP Business Development at RGF. "Most people overlook the importance of air quality when combating viruses and are unknowingly exposing their family and employees to infection."

According to the Centers for Disease Control (CDC), flu viruses are spread mainly through the air by microscopic droplets of water that can travel as much as 100 feet from the infected person. When an infected person coughs, sneezes, or even speaks, these droplets are launched into the air, easily spreading to others nearby who are unaware of the pathogens they are now breathing.

Unfortunately, reactive solutions such as encouraging people to stay home from work and school, wash their hands, and wipe down surfaces with harsh disinfectants are not always the most effective remedies to the seasonal cold and flu virus problem. The prime time for infections to spread is the day before any symptoms even begin to present themselves—

meaning a proactive offense is the best defense.

Since quarantining employees and kids is impractical, a professionally installed in-duct IAQ system is one of the best ways to help prevent the spread of these viruses throughout the home and workplace.

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RGF's solution, the REME HALO® air purification system works continuously within the conditioned space, both in the air and on surfaces to destroy cold and flu viruses before they have the chance to spread. The REME HALO®'s breakthrough technology is proactive, sending Ionized-Hydro-Peroxides™ into the conditioned space to reduce the pollutants at the source,

in the air and on surfaces. The REME HALO® is designed to help neutralize odors, air pollutants, and VOC's (chemical odors) while also reducing the presence of mold, bacteria and viruses. Particulates in the air including smoke, dander, and dust are reduced through our dual output ion generators which help drop these particulates out of the air through ionic polarization. In addition to this in-duct, whole home solution, RGF provides alternative IAQ solutions in both portable and installed models to help prevent the spread of bacteria and microbes and reduce pollutants in the air.

About Ionized-Hydro-Peroxides™

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researching a group of oxidants known as hydroperoxides. Hydroperoxides are naturally occurring and have been a common part of our environment for over 3.5 billion years. The technologies found within the REME HALO® quite literally replicate the hydroperoxides created by mother nature. These safe technologies are combined with dual output ion generators and create what is known as Ionized-Hydro-Peroxides™ that destroy harmful chemicals and microbes in the air and on surfaces, simply reverting back to oxygen and hydrogen after the oxidation of the pollutant.

About RGF Environmental Group, Inc.
RGF manufactures over 500 environmental products

and has a 33+ year history of providing the world with the safest air, water and food without the use of chemicals. RGF is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters span 7.5 acres, with 106,000 square feet of manufacturing, warehouse and office facilities. RGF has recently upgraded their facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best engineered products on the market.

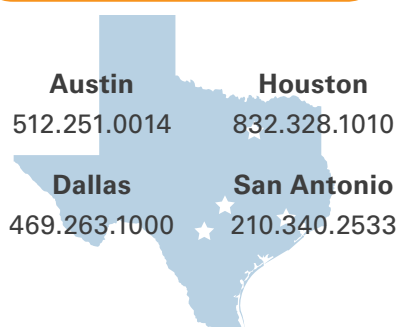
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Geofencing - What is It, and should I care?

When you walk down the aisle of the grocery store, and a coupon for peanut butter pops up on your phone it is convenient for you and a great selling tool for the retailer. The technology that allows merchants to target specific messages based on your geographic location is called geofencing.

How does Geofencing Work?

Geofencing tools use the global positioning system (GPS) or radio frequency identification (RFID) to define geographical boundaries. Every time consumers allow applications on their phone to access their location, that data becomes available for geofencing software. Every check-in on Facebook or every time Google maps is accessed, the information is available and businesses can use the location data to send relevant marketing messages.

Create a Virtual Barrier

Marketers using geofencing can define a geographic area and essentially put a virtual fence around it. The area may be as small as a block wide or several miles. Any time someone crosses the geofence and moves inside the virtual barrier, extremely targeted messages can be sent to a potential customer. The ads may "follow" you around the internet, popping up on different sites once you have crossed into the area.

Companies can use the technology to put a fence around a competitor's location and show ads to consumers as they walk or drive by, offering a better deal. The best case is being able to deliver a message to someone when they need your services the most. A criminal lawyer, for example, might use the technology to push messages as someone enters the office of a bail bondsman.

The Downside of Geofencing

All this sounds great to marketers, but what about consumers, who didn't necessarily sign up to get messages pushed at them? There is a point at which the technology moves beyond data collection into the realm of invasion of privacy, for example, emergency rooms. Personal injury attorneys (sometimes called ambulance chasers) are always looking for a way to get their marketing messages in front of people who have just been injured. While not everyone in an emergency room needs legal services, a significant percentage might. So, some enterprising lawyers have been using geofencing to reach their target market.

While the argument might be made that geofencing is the same as handing out brochures or having advertisements in and around the hospital, consumer rights activists and Massachusetts' attorney

general, Maura Healey, doesn't see it that way. Healey's office was the first in the country to go after geofencing technology, catching people while they are seeking care.

"Private medical information should not be exploited in this way," Healey says. "Especially when it's gathered secretly without a consumer's knowledge, without knowledge or consent."

So Where is the Fence?

Geofencing looks to be one of the next big tension points in the expanding conversations about privacy as technology becomes more sophisticated and consumers more sensitive.

Which side of the geofence are you on? Is it good marketing or a creepy invasion of privacy? Even businesses like yours may need to answer this question in the not too distant future.



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.

Want to learn more about marketing? Check out our podcast at www.morethanafewwords.com

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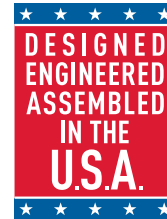
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Venstar Wi-Fi Thermostats Now Compatible With Google Assistant for Voice Control of Home Comfort

Compatible with Venstar's Wi-Fi-connected ColorTouch, Explorer and Explorer Mini Thermostats

Chatsworth, Calif. — Venstar® announced that its ColorTouch®, Explorer® and Explorer Mini programmable Wi-Fi® thermostats are now compatible with Google Assistant, giving users voice control over their thermostat functions. Voice commands include setting temperatures and turning on heat or air conditioning for one or multiple thermostats in their homes. Venstar's Wi-Fi thermostats are available throughout North America from Venstar's exclusive network of Wholesale HVAC Distributors and online HVAC suppliers.

"Venstar's products offer the homeowner compatibility with today's most popular Voice Assistants and Smart Home systems," said Steve Dushane, president and CEO of Venstar Inc. "The integration of Venstar's Wi-Fi thermostats with Google Assistant further reinforces this commitment and gives users

the power to effortlessly control their thermostats by using simple voice commands."

Utilizing Venstar's Skyport Cloud Services, users can connect Google Assistant to Venstar's Wi-Fi Thermostats:

- Search for "Venstar" in the Add Devices section of the Google Assistant app
- Login with user's Skyport username and password
- Select the box to authorize Google Assistant to read and adjust the thermostats
- Display the linked thermostat(s) in the user's Skyport account

Once connected, users can use voice commands to heat, cool, increase or lower thermostat temperatures for the ultimate in indoor comfort.

In addition to Google Assistant, select Venstar thermostats are compatible with other smart home solutions, including Amazon

Alexa, ZigBee and Z-Wave controllers. Venstar's Application Programming Interface (API) also enables developers and hobby programmers to integrate Venstar Wi-Fi thermostats with other home automation systems. Venstar thermostats are compatible with virtually every type of commercial heating and air conditioning system.

Venstar's ColorTouch, Explorer and Explorer Mini thermostats can also be controlled by mobile devices using Venstar's free Skyport Mobile App. With their Apple® iOS and Android™ phones or tablets, users can remotely monitor and control heating and cooling functions, including accessing information provided by Wireless Temperature Sensor(s), to help reduce energy usage and costs while maintaining indoor comfort. Users can remotely manage multiple thermostats in numerous locations from the

Skyport Mobile App or directly from the Skyport website.

ColorTouch Programmable Touchscreen Wi-Fi Thermostats

Venstar offers six models of its award-winning ColorTouch smart programmable residential and commercial thermostats. Its color touchscreen features intuitive drop-down menus with enhanced weather information including forecasts, detailed runtime graphs, complete sensor overview, listing of any active alerts and HVAC equipment configuration details. ColorTouch thermostats offer 365-day programming, overrides and security features.

Explorer Programmable Wi-Fi Thermostats

Venstar offers six models of its affordable, fully featured programmable Explorer residential and commercial thermostats.

Explorer thermostats feature large, easy-to-read displays with easy setup and controls, including "Simple as You Want" operation with a choice of programming options. Select models also include the ability to control or monitor a second temperature sensor, control humidification/dehumidification and include Energy Watch functionality.

Explorer Mini

Venstar's Explorer Mini residential and commercial programmable thermostats are the most affordable Wi-Fi thermostats on the market. At just 3.2 inches wide by 3.2 inches high and less than an inch deep, Explorer Mini thermostats take up less wall space while helping save energy and improving indoor comfort. Its large, easy-to-read display has red and green indicator lights to instantly show users when it's heating or cooling.



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The Duct-Free Zone

By Gerry Wagner
I have a little fun with the fact that most inverter mini splits come from the Asian markets, Japan, Thailand and China for example. In my training events, I will tell my audience that I'm going to let them in on a BIG secret...one that my employer and the host distributor doesn't want me to expose...I build it up so my audience thinks I'm about to divulge something unseemly or scandalous!

What I then tell them is that the GREE mini split product comes from China. I get a bit demonstrative and say, "can we get over this please?"

Hey look...when I was a kid, a product coming from Japan or China was not considered a good thing. Products produced in the Asian markets back in the 60's and 70's were considered inferior...and frankly, many times they were.

Many of you know that I have two passions outside of my work...cars and guitars!

My sister, after graduating from college and securing her first post-graduate job, purchased a brand new 1972 Datsun 1200. I

was eleven years old in 1972 but already a bonafide motorhead! I have to tell you, I thought she was NUTS! Why would anyone buy a Japanese car? My perception of Japanese cars at the time was not positive...and I'm being polite!

Guitars originating from the Asian markets had the same stigma. Sears & Roebuck and Montgomery Ward, catalog distributors back in the day, sold guitars under the Silvertone name that were actually made by Teisco or Kawai of Japan. No real aspiring guitar-god back in the 70's wanted anything less than an American made Fender or Gibson!

Last month I had the opportunity to travel to Zhuhai, China and visit the GREE Electric Appliance Company, the people who make the GREE mini split product.

I have to admit, before leaving for the trip I had some preconceived ideas of what I would see there that date back to my elementary education in Catholic grammar school. Let's just say what the nuns taught me back in the day about China

was less than complimentary...again, I'm being polite.

I have been to many manufacturing facilities here is the US...mostly hydronic product production facilities like boiler foundries and most of them are typical in their appearance and function. The GREE campus...and that's what it is...a campus, was anything but typical!

The production line was absolutely antiseptic...when someone says, "it was so clean you can eat off the floor, well, it applies to the GREE factory!

Cleanliness is nice, but quality is how we will ultimately judge a product and I have been a fan of the GREE product long before I ever became a trainer for their product here in the US. Now, after witnessing for myself, the attention paid to design, production and quality of the GREE product, I am further convinced of its superiority.

I posted some pictures of the GREE facility on LinkedIn...just go to my LinkedIn profile where it says ACTIVITY and click on SEE

ALL and then scroll down until you see the pictures of the production line. That post along with the post just below it, a picture of me with Madame Dong Mingzhu, Chairwoman of GREE, have been viewed more times than any other of my posts...and indication to me that I'm not the only one impressed with what I saw.

...and lets not ignore the fact that GREE is run by a woman! A company with sales in 2017 exceeding 22 billion US dollars, ranked #294 by Forbes Global 2000 Companies... is run by a woman! Pretty progressive for any country, nonetheless China!

GREE's mantra is "made in China, loved by the world." You know what? I think they are right!

Takamine Guitars, named for Mount Takamine in Sakashita, Japan have become some of the most respected and widely played acoustic guitars on the planet.

Nissan and Toyota have become two of the highest selling car companies worldwide.

...and inverter mini splits

made by Fujitsu, Panasonic and Daikin of Japan as well as GREE and Midea of China have become recognized as some of the highest quality, technologically advanced, climate control products in the world!

I'm sorry Sister Mary Ellen, but the times, they are a changin'...



ABOUT THE AUTHOR:

Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVACR industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website: www.twclimate.com

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Ruskin® Expands Juarez, Mexico Manufacturing Plant to Support Damper and Louver Production

100,000 square feet of additional floor space includes assembly lines, fabrication stamping area and other amenities

Grandview, MO – Ruskin®, a leading manufacturer of air control solutions, recently expanded its Juarez, Mexico manufacturing plant with a 100,000-square-foot addition to the existing facility. The new space, which opened

in May, supports the production of dampers and louvers and includes assembly lines, a fabrication stamping area and other amenities. It also features state-of-the-art anodizing and painting processes.

The expanded floor space

consolidates Ruskin's Mexico operations into a single facility, allowing the plant to focus on quality and delivery of Ruskin products, seamlessly integrate all business units, and advance Ruskin expertise in damper and louver production.

"This expansion allows Ruskin to optimize its manufacturing processes and better serve our customers," said Paul Griffen, Ruskin supply chain manager. "Consolidation of our Mexico operations will make us more

productive, efficient and cost-effective, helping Ruskin deliver high-quality products to our customers on time."

New to the expanded space will be the production of the CD35, FSD35 and FSD60 control and fire smoke damper

line, Ruskin's flagship product line that is produced at three other Ruskin facilities. Products manufactured in the original plant now manufactured in the expanded space include the CFD7 ceiling fire damper, CDR25/FSDR25 commercial/fire smoke round dampers, access doors and backdraft dampers, including the BD2A2, CBD4 and CBD6. Louvers and Reliable Architectural Products AEL louvers will continue to be produced in the original Juarez facility, in addition to Ruskin's Geneva, Alabama, plant.

For more information about Ruskin, visit www.ruskin.com.

ACCA Announces Leadership Transition

Arlington, VA – The Air Conditioning Contractors of America (ACCA) announced that Paul Stalknecht, President & CEO, is leaving the association to pursue other opportunities.

"We thank Paul for his many years of service to ACCA Members, and the HVACR industry. We wish him well in his new endeavors," said Steve Schmidt, ACCA Board of Directors Chairman.

Stalknecht began his ACCA career in 2001. As president and chief executive officer Stalknecht has led the 50-year-old association through a series of unprecedented changes since assuming its top executive role.

Barton James, ACCA senior vice president of government relations has been named by ACCA's Board of Directors as interim president and CEO.

"I am honored to be selected by the Board to serve as the new president and CEO," James said. "This is an exciting time to lead the contracting industry's trade association. With the Board's guidance and the assistance of ACCA's professional staff, I am certain that ACCA will remain the must-join association for contractors."

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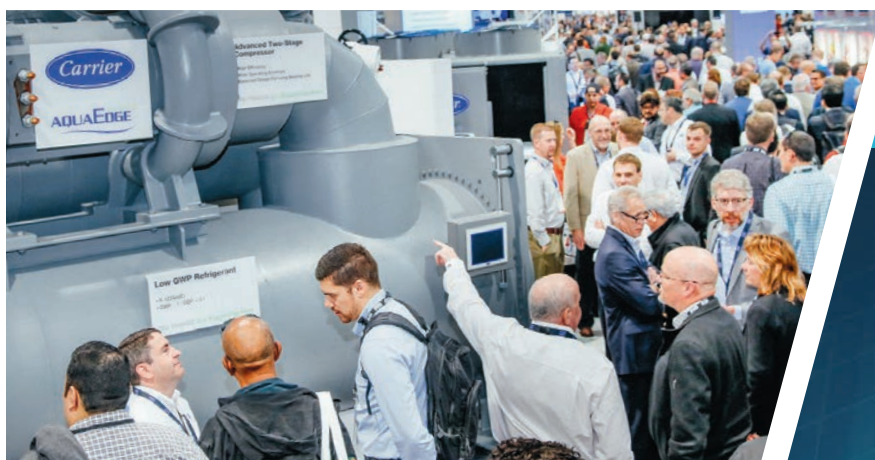
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Service Experts Continues U.S. Expansion through Acquisitions in Florida, Georgia and Texas

Plano, Tx - Service Experts Heating & Air Conditioning LLC ("Service Experts") is pleased to announce the acquisition of The Pink Plumber, a residential and commercial plumbing company with locations in Atlanta, Tampa and Dallas.

Aames Plumbing & Heating (dba The Pink Plumber) was founded in 1991 by Geoff Gillon in Atlanta, GA. As a Service Experts company, The Pink Plumber will continue to operate as The Pink Plumber offering plumbing services in the Atlanta, Tampa and Dallas-Fort Worth markets.

The Pink Plumber also provides septic services to Atlanta customers.

These acquisitions complement Service Experts' twenty-one existing centers in Texas, Florida and Georgia and add approximately 247 employees and 184 service vehicles to the Service Experts family, bringing the total number of locations in the U.S. and Canada to 94. Fred Silberstein from SF&P Advisors represented Admiral and Midway in the transactions and Doug Trottier from Sundial Partner represented Aames Plumbing & Heating (dba The Pink Plumber).

New features of MagnaClean® Commercial™ bring added convenience to the fight against Iron Oxide sludge in Commercial Hydronic Systems

Pittsburgh, PA- As contractors become all too familiar with the damaging effects of iron oxide sludge on today's high-efficiency commercial hydronic heating and cooling installations (see box below), the need for a solution has been growing. ADEY® Professional Heating Solutions answered that need with the introduction of the **MagnaClean® Commercial™** Magnetic Dirt Filter range to the North American market last year, and recently unveiled improvements.

MagnaClean Commercial's unique, patented magnetic filtration system starts to work immediately upon installation, removing virtually all of the suspended iron oxide that collects in hydronic heating systems. "The removal of iron oxide is facilitated simply by the flow of water through a central magnetic core, which is populated by a series of magnetic rods inside the canister," says Dr. Neil Watson, ADEY Global Technical Director.

Several pounds of sludge can collect on the magnets, making it difficult to pull all the rods out collectively when

fitted through a mounting plate. This year, the ADEY magnet array has been redesigned to allow the rods to be lifted individually; this redesign makes it much easier for the servicing contractor to lift the magnets, particularly in tight spaces. This easy release sequence allows the magnetite from each rod to fall into the base of the filter body so it can be flushed out via the 1/4" NPT drain at the base of the filter. The valve on the flow side can be opened and the debris flushed out through the drain. This product advancement not only makes servicing safer, it also further simplifies the flushing and cleaning routine.

By removing sludge from the system, **MagnaClean Commercial** restores peak performance and decreases maintenance costs over the life of the system. It also offers a solution for the most common complaints in commercial hydronic systems, including poor system circulation, blocked system pipes and radiators, and excessive system noise.

MagnaClean Commercial filters are available in five inlet and outlet flange size options including 2", 3", 4", 6" and 8". All **MagnaClean Commercial** units are designed for use in light-commercial to heavy-industrial applications, and feature cast stainless steel canister bodies containing multiple magnetic rods. Multiple installation options allow for flexibility within any commercial application.



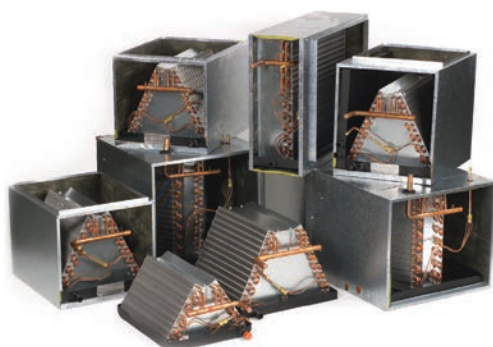
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It's On My Heart: Selling Our Home

So we have been involved in selling our home for the last few months. Actually since Jan of this year. Started with a relator who came recommended from a friend. A big-time realtor, one of the biggest in the state. Lots of listings, lots of associates. We were connected at the top. Let me set the stage, we are in Colorado. Where it can be winter. We listed our home in Jan, not the best time, but we wanted to go ahead and get to Arizona. I say not the best time, since it is the middle of winter in Colorado.

The month we listed, three additional home came up for sale ON OUR BLOCK! All less money than ours. One was a brand-new spec home, and then one on each side of ours. There are only 13 homes on our little street, 4 are for sale at the same time. Guess you could say we had some competition, in addition to the possible weather opportunities. What we have is the best view out our back deck, overlooking a 2100-acre wilderness preserve. And a stunning mechanical system, 20 seer heat pumps on top of 95% gas furnaces. 4 stages of heat, 2 of cooling. IAQ package, heat recovery ventilators, got it all. Still, ya gotta get them into the home to see the view, feel the comfort. Actually, what my friend Mike Carroll says is: perfect comfort means you don't feel any temperature or humidity or drafts or vibration. Perfect comfort is the absence of

feeling too hot, too cold, all those other things we solve in our industry.

How about the home. We ended up cleaning out the place, getting rid of everything. That may have been a mistake. We gave away thousands of dollars of furniture, clothing, dishes, you know, all the things in a home. What we learned here is it may be a good idea to rent a storage unit, or see if you should in fact, get rid of it all.

Then the realtor said: it looks too empty. Need to stage it. He had a company, it was thousands to stage it, plus \$1000/month. Ouch. Here is where an important lesson comes in. May was sharing with a neighbor how frustrating it was to get rid on our "stuff", then have to rent "stuff" to take its place. The neighbor mentioned that another neighbor had listed their home for sale, moved out and left behind all their possessions. Had a contact, we emailed, and made a deal. We bought bed room sets, living room set, recliners, patio furniture, tables, enough to furnish our home for a fraction of what it would have cost to stage it for a few months. And we get to keep it! Lesson is: similar to referrals, work those relationships to get things done. Let others know what you need/want, see if they can help. And be ready to help others when they have a need/want. Works both ways. Note: the couple we bought that furniture from

ended up moving to Phoenix, close to where we are moving. Small world.

Back to the comfort concept. Hard to get that from a brochure or flyer on a real estate sign. We know that, progress was painful the first few months, even with the "new" furniture. We were told we should "touch up" our indoor and outdoor paint, since it was 10 years since we built the home. We did, my wife and I spent about \$800 on paint, spent days painting. Finally pulled the home off the market after 5 months, just could not get traction. Came back to Colorado in May, looked at selling home again. Got a new realtor, she asked: did you paint it yourself? Well, yes, why do you ask. It shows, she replied. Advised me to hire a real painter, go ahead and pay whatever, get done professionally. Lesson here is to hire a professional, let them do the heavy lifting. We sometimes think we can do websites, internet marketing, social media (hay, just make some posts on FB, that will drag them in!), save some money. My advice, stick to the things you do well, let others do what they do well. Polish your own cannon. Old saying from a pastor way back.

We did, you heard that story last month in "Lessons from a house painting". Got it painted, looks amazing. Had it inspected, did what they suggested. About that new realtor. She is part of a new group, a lot smaller than the original realtor. We

go to church with her. She said they would work hard to make something happen, get our home into the hands of a new family that would love it. New realtor asked if we would mind it she had an open house, we said excellent. She did a couple two weekends in a row. Now, what we had heard was that houses don't sell from an open house. Urban legend from other realtor. They get listings from open houses, make contacts, that sort of thing. Our realtor said that is not exactly true, we sell homes from open houses. Go for it we replied.

End result, our home was on the market less than 2 weeks, got an offer with no contingencies from a couple in Florida, inspection is done and we have a contract. I know, it ain't over till the money is in the bank, but I feel great about how it all fit together. And I should shout out that several of you have been praying about this very thing, we do thank you! Appreciate you coming along on this journey, next stop is Arizona!



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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One month to IFMA's flagship World Workplace Conference and Expo in Charlotte, North Carolina

Houston, Texas – Only one month remains until the flagship event hosted by the International Facility Management Association (IFMA) kicks off in Charlotte, North Carolina, USA. The World Workplace Conference and Expo runs Oct. 3-5 with the multi-faceted theme, "Create Your Own Success." Registration is open at www.worldworkplace.org.

What: World Workplace Conference and Expo

When: Oct. 3-5, 2018

Where: Charlotte Convention Center, 501 South College Street, Charlotte, North Carolina 28202, USA

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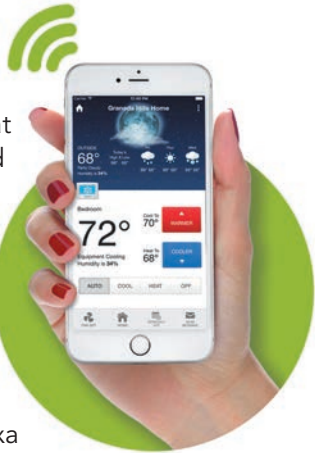
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Coburn Supply Summer Sales Classic Award Weekend

Sales Awards were given to the stores that showed the greatest increase in sales, as well as the highest percentage increase in sales during the Summer Sales Classic. Each vendor, rep and managers were represented at the winning stores.



**Michael Maloney VP of Marketing
for Coburns**



**DIVERSITECH-Highest Sales
Tyler TX, Highest Sales Increase
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**FIELDPIECE-Highest Sales Tyler TX,
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**GLASFLOSS IND-Highest Sales Tyler
TX, Highest Sales Increase Greenwood**



**HEATING AND COOLING GROUP-
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**LG-Highest Sales Alexandria LA,
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**M&M-Highest Sales Tyler TX, Highest
Sales Increase Harahan LA**



**MARS-Highest Sales Tyler TX, Highest
Sales Increase Ruston LA**



**ATCO-Highest Sales Tyler TX, Highest
Sales Increase Groves TX**



**MILWAUKEE TOOLS-Highest Sales
Longview TX, Highest Sales Increase
Lafayette LA Downtown**



**NORTEK HVAC GROUP-Highest
Sales Tyler, Memphis and Houston
Gardendale. Highest Increase
Shreveport, Greenwood, Eunice,
Alexandria, DeRidder**



**NUCALGON- Highest Sales Galveston
TX, Highest Sales Increase Houma LA**



**PARKER- Highest Sales Tyler TX,
Highest Sales Increase Jasper TX**



**PRO1-Highest Sales Laurel,
Highest Sales Increase Baton Rouge
North Street**



**RGF-Highest Sales Tyler TX, Highest
Sales Increase Conroe TX HVAC**



**RITCHIE YELLOW JACKET-Highest
Sales Tyler TX, Highest Sales Increase
Athens TX**



**RUUD HVAC GROUP-Highest Sales
Baton Rouge Airline, Memphis and
Laurel. Highest Increase Natchitoches,
New Iberia and Baytown**



**SURE COMFORT-Highest Sales Tyler
TX, Highest Sales Increase Athens TX**



**WHITE RODGERS-Highest Sales
Tyler TX, Highest Sales Increase
Tyler TX**



**TOOLS AND CHEMICALS GROUP-
Highest Sales Increase Jackson,
Lafayette Downtown, Jasper and
Abita Springs**

To see all of the awards pictures visit www.ac-today.com

Coburn Supply Summer Sales Classic Award Weekend

Coburn's held their Summer Sales Classic Award Weekend at the Royal Sonesta Hotel in New Orleans on September 21-23. The weekend had great food and hospitality. The Saturday Awards ceremony was held in the morning, followed by an Elegant Tailgate Gala on Saturday night.



Hunter Beatty, Shreveport, Highest Increase Sales Residential Plumbing



Darrell Raabe Golden Eagle Award Beaumont TX



Darrell Raabe Golden Eagle Award Huntsville TX



Donovan Vidrine, Baton Rouge Airline, Highest Increase Sales Heating and Cooling



Colleen Mowery and Denise Champagne



Eddie Henley and Don Maloney



Silver Eagle Award Alexandria LA



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Women in HVACR 15th Annual Conference

The conference titled Defying Gravity was held at The Brown Palace Hotel in Denver Colorado on September 19-21.
The conference set a record for attendance and featured guest speakers, networking, great food and excursions.



Adanna Le Gendre, Sarajane Scott, Jennifer Bryan, Marika Murray and Fina Vicari



Angie Snow presents Scholarship Winner Ryli Jetton her check for 2000



Candice Ensign, Larelyn Arriaga, Sarah Perez, Thomas Perez and Linda Rodriguez



Christina Each, Sally Beck, Joanne Hunt, Kimberly Merritt and Jackie Tutko



Colleen Keyworth, Sarah Jean Sagredo Hammond and Angela Garcia



Darcy DeVore, Mary Dickson and Marcia Christiansen



Emily Haney and Nicole Meier O'Neil



Erica Leonor, Alicia Dickinson and Tori Morrison



Guest Speaker Stacy Pederson



Helen Gray Buskirk, Lauren Dagostino, Lisa Bayne and Valerie Trone



Jennifer Pauley, Shannon Shull, Mary Alenbratt and Tori Morrison



Julie Decker and Leslie Glidea



Karly Rolls, Karen DeSousa and Mr. DeSousa



Keith and Kristin Jordan



Laurelyn Arriaga and Robin Armijo



Lauren Roberts presents Scholarship Winner Valerie Morrison her check for 2000



Lisa Bailey, President Mary Jo Gentry, Marjorie McAllister and Patti Ellingson



Lucile Cleonan, Valerie Trone, Lauren Dagostino and Helen Gray Buskirk



Marissa Granados and Annie Burnett



Marti McRae, Rachel Lama and Maggie Rodriguez



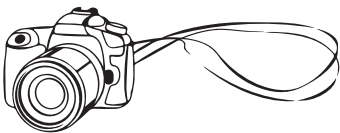
Melissa Wirkkala, Kerri Embry, Kourtney Miller, Annemaire Heise and Lori Zimmer



Renee Joseph, Danielle Putnam and Angie Snow



Sarah Orchard, Jill Dopp, Natalie Ortenburg and Kerry Darden



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

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

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

Integrated monitoring:

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- Lockhart

DMC Mechanical

- San Antonio

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- Houston

TACCA Donates Funds to TSTC for HVAC Student Scholarships

The Texas Air Conditioning Contractors Association has set up a scholarship fund for students in the Heating, Ventilation and Air Conditioning Technology program at Texas State Technical College. TACCA donated \$15,000 to the HVAC program for scholarships and plans to continue raising funds.

The money creates the TACCA Presidential Scholarship that will go to HVAC students enrolled at TSTC. TSTC's HVAC program teaches students to work in both residential and commercial environments. Since 2012, TSTC has placed more than 255 HVAC graduates into the Texas workforce.* Marcus Balch, Provost for TSTC in North Texas, says, "Having the ability to offer a \$1000 scholarship to students that are struggling to make ends meet is huge. Many of these students are working and have families. Helping remove some of the financial burden for these students allows them to focus on their studies while balancing work and families. The financial assistance has been critical in allowing many students to complete our HVAC program and enter or advance into the industry."

Contact Todd McAlister at 800.998.4822 for more information on how you can help with the TACCA Presidential Scholarship through TSTC

Beware of Mail Scammers - Not the TDLR!

TDLR received reports of a scammer mailing fake TDLR letters to license holders. The scammer is targeting people with previous TDLR violations and will likely mention those violations. He may also say he is from the "sheriff's office" or "OSHA" and may indicate he is trying to help the business owner.

This sophisticated scam includes falsely telling business owners their license is suspended and instructing them to get a "Business Surety Bond." The scammer also demands money or payment with Green Dot MoneyPak cards.

It appears the scam targets Vietnamese and Spanish speakers by providing false TDLR phone numbers for these languages.

Remember:

- TDLR will never ask you to pay a penalty or fine without first sending a Notice of Alleged Violation to you by certified mail.
- TDLR will never request or accept money or gift cards under any circumstances while visiting your business.
- TDLR does not request or accept payments via Green Dot MoneyPak cards.

If you receive a suspicious call or email like this, please contact your local law enforcement agency immediately. Please also call TDLR at 800-803-9202 to verify we did not contact you. Scams like this one can happen anywhere. Please use the information above to identify any suspicious or potentially illegal activity. Impersonating a public servant is a third-degree felony under the Texas Penal Code.

TACCA Membership Benefit #07 - TACCA has money saving offers on your insurance needs through our partnership with Waterloo Insurance. Call us today to find out more!

FAQ's — From the Texas Department of Licensing

If I want to add an endorsement to an existing license AND change my business information on my license, what is required?

You may complete the [ACR003 Notice of Change and Duplicate License Request](#), submit a fee of \$50 and provide a new certificate of insurance if the business name is being changed. A fee of \$25 for adding the endorsement AND a fee of \$25 to change the existing license is required: Total \$50

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Oct 13 - Hurst

Oct 20 - Beaumont

Houston

Oct 27 - Burleson

License Prep:

Oct 12/13 - Red Oak (DFW area)

Oct 27/28 - San Antonio

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Houston

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

Oct 12/13 - Red Oak (DFW area)

Oct 27/28 - San Antonio

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



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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.

ASHRAE Launches Online Standards Review Database

Atlanta – ASHRAE has announced the launch of an updated and improved online standards review database that allows members and non-members access to public review drafts for standards, guidelines, and addenda and to submit comments.

“The online standards review database has been updated to provide greater functionality than our previous system,” says Jeff Littleton, ASHRAE executive vice president. “The new system improves efficiency for staff and volunteers by providing information in a faster and a more meaningful way. We’re excited to present such a well-integrated database to our standards development community.”

The new system offers a single sign in feature, keeping the user logged in if already logged into ashrae.org, and a new dashboard, to easily access and highlight those items that require attention. The dashboard provides quick links to individual and committee comments, committee responses to comments, continuous maintenance proposals, and outstanding ballots.

Additional features of the improved database include:

- Complete letter balloting within the system with downloadable reports that demonstrate procedural compliance with ASHRAE ANSI approved standards development procedures
- The ability to hold committee votes on motions to approve public review publication interpretations, minutes and any other committee business
- Voting rules that are compliant with ASHRAE procedures, allowing for reduction of errors and minimizing the need for members to maintain excessive documentation,
- Automated notifications, warnings and reminders directly from the system, when deadlines are approaching
- Continuous maintenance proposals entirely online, and
- The ability to view proposals online and download proposals to work offline

“We’re pleased to bring this improved innovative tool to our members and nonmembers alike,” says 2018-19 ASHRAE president Sheila J. Hayter. “This updated database will be an invaluable resource toward ensuring that ASHRAE’s rigorous examination of standards is strengthened.”

To access the new online standards review database, please visit ashrae.org/publicreviews.

Two Members of Congress Tour Nailor Industries’ Houston Plant

On September 11, two members of Congress – Buddy Carter (R-Ga.) and Larry Bucshon (R-Ind.) – toured the manufacturing plant of Nailor Industries in Houston, learning about how regulations affect manufacturers and how the tax reform act passed last year has impacted industry. Carter and Bucshon expressed their appreciation after the event to Nailor’s Gus Faris, noting that they rarely have the opportunity to see actual equipment being manufactured and also to see the effect of Congressional decisions on U.S. industry. This story was first reported by AHRI Update.



Photo left to right Rep Larry Bucshon (R-Ind.) and Rep. Buddy Carter (R-Ga.) listen to Nailor Industries’ Gus Faris (back to camera)

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Texarkana, TX 75501
903.832.3562

College Station
12600 State Hwy 30
College Station, TX 77845
979.774.5390

Corpus Christi
5277 Old Brownsville Road
Corpus Christi, TX 78416
361.854.7591

Houston Westpark
8768 Westpark Dr.
Houston, TX 77063
713.787.6666

Arlington
1700 Tech Centre Parkway
Arlington, TX 76014
817.652.3272

Shreveport
500 W. 61st Street
Shreveport, LA 71106
318.869.0157

Temple
2402 South 57th
Temple, TX 76504
254.773.0809

Pasadena
8768 Westpark Dr.
Houston, TX 77063
713.477.8292

Plano
801 Jupiter Road
Plano, TX 75074
972.424.5222

San Antonio
1010 Arion Parkway Suite 101
San Antonio, TX 78216
210.495.4933

Waco
710 Venture Drive
Waco, TX 76712
254.751.7766

For more information please reach out to your **local Territory** or **Branch Manager**

GEM/AIRE.COM

Construction Employment Rises by 23,000 Jobs in August And 297,000 for the Year Even as Labor Shortages Prevent Firms from Hiring More Workers

Construction Officials Urge Federal Leaders to Double Spending on Career and Technical Education, Reform Immigration and Improve Job Training Programs to Help Address Workforce Shortages Affecting Most Firms

Construction employment increased by 23,000 jobs in August and by 297,000 jobs over the past year, reaching a 10-year high, while the industry's unemployment rate stood at an all-time low, according to an analysis of new government data by the Associated General Contractors of America. Even as firms continued to expand, a new report finds that most firms are struggling to find enough workers to keep up with demand.

"The construction industry continues to add workers and increase pay at greater rates than the economy as a whole, with job gains spread across both

residential and non-residential construction," said Ken Simonson, the association's chief economist. "But contractors report widespread difficulty in finding qualified workers for both salaried and hourly craft positions."

Construction employment totaled 7,259,000 in August, the highest level since May 2008 and a gain of 4.3 percent over the past 12 months. The economist pointed out that the year-over-year growth rate in industry jobs was more than double the 1.6 percent rise in total nonfarm payroll employment. Employment in residential construction – comprising residential

building and specialty trade contractors—grew by 12,900 jobs in August and added 136,600 jobs over the past 12 months, a 5.1 percent increase. Employment in nonresidential construction—including building, specialty trades, and heavy and civil engineering construction—grew by 9,600 jobs in August and increased by 160,500 during the past year, a 3.8 percent increase.

In addition to releasing the new workforce shortage survey results, the association also released a new Workforce Development Plan. That plan calls on federal officials to double funding for career and technical education programs over the next five

years, reform immigration and improve federal workforce training programs. The plan also outlines steps the association is taking to recruit more people into the industry.

"There is little doubt that construction firms would have added even more new workers if the pool of available, qualified workers was larger," Stephen E. Sandherr, the association's chief executive officer, said. "By making a few common-sense changes to our current education and workforce training approach, federal officials can help place significantly more people into high-paying construction careers."

Johnstone Supply Bolsters Customer Training Team

Johnstone Supply has elevated their commitment to support their customers by recently welcoming Juan Villela to lead their Training and Tech Support staff in San Antonio.

Villela's experience in the HVACR trade is extensive, including licensed contractor, HVACR educator, former Mechanical Inspector for the City of San Antonio (COSA), former Chair of the Board of Mechanical Appeals for the COSA, former Texas Technical Society Educator of the Year, and holder of many varied certifications including National Comfort Institute, Building Performance Institute, NATE, RSES CMS, HVAC Excellence, Certified Mechanical Inspector and others.

"We are committed to making Johnstone Supply the training place of choice for HVACR owners and technicians, as well as individuals looking to enter

the trade, by providing the best training available. Joining the Johnstone Supply team was an opportunity I could not pass up", Villela said.

Villela recently retired from St. Philip's College after completing 20 years of service where he served as Program Director of the Air Conditioning and Refrigeration Program. Many individuals working in the HVACR trade in the San Antonio area attended the AC program at SPC over the years.

"What is really rewarding, is to see the faces, shake hands and speak with former students who attended the program and are now working in the HVACR trade," Villela said.

Villela will be based at the north Johnstone Supply location on Broadway. Contact him to get on the mailing list for information about upcoming training. Call 210-829-1934 Ext. 155 or email at juan.villela@johnstonesupply.com.



Steve Acker has been promoted to VP of Operations for Hunton Distribution



Taco has announced Jeff Bredeson as President of HydroFlo Pumps



WaterFurnace has hired Bruce Cole to serve as VP of Residential Sales and Marketing



John Lane Named District Manager for Glasfloss ARW Division



Michael Langen Joins Weil-McLain as Director of Sales



Robroy Enclosures Appoints Mimi Miles to Marketing Manager



Mitsubishi Electric Trane US Appoints Atsuhiko Yabu to CEO, Mark Kuntz COO and Andrew Kelso CFO



Robroy Enclosures Appoints Gary Quirk to Market Development Manager

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

BRAGGIN' RIGHTS



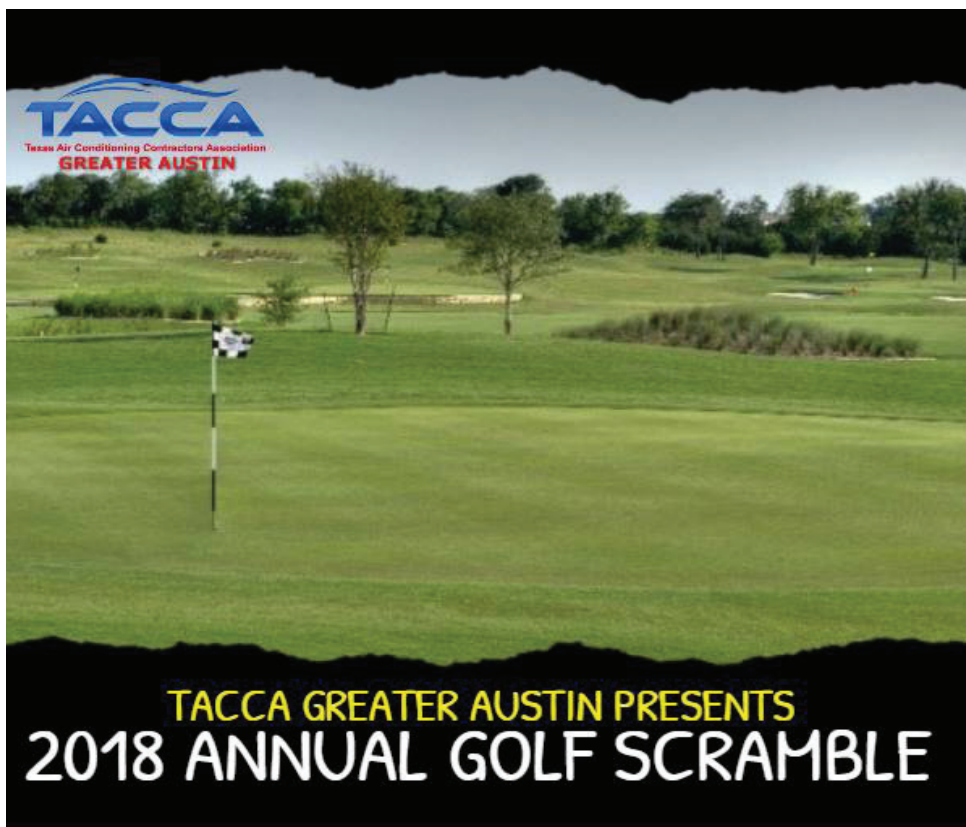
Darren Classen took this Bull with his bow between Rifle and Meeker Colorado. He was joined by his brothers Trent and Blake.

Mitchell and Tim Megason caught these in Aransas Pass TX during the TACCA San Antonio Fishing Tournament



Austin Becker with Gore AC and Heating shot this 300 lb hog at the Conejo Ranch near Uvalde TX with the help of his tracking dog Debo

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



**TACCA GREATER AUSTIN PRESENTS
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YORK® Support of Military Veterans featured on TV series

*Building Homes for Heroes partnership chronicled on
Live Life Forward on the Lifetime Network*

Milwaukee –The YORK® brand of Johnson Controls in partnership with Building Homes for Heroes (BHH) was featured on an episode of the TV series, Live Life Forward, which features organizations and individuals who the program recognizes as changing the world one step at a time.

The episode, titled “A Home Built for a Hero,” followed Gold Star Wife, Natasha De Alencar, whose husband, Staff Sgt. Mark De Alencar of Army Special Forces lost his life during a counterterrorism operation. The De Alencar family, including their five children, dreamed of owning a home. Building Homes for Heroes made that dream a reality with the gift of a mortgage free home complete with top-of-the-line amenities.

As a longstanding partner of BHH, YORK installed a heating and air conditioning system from the premium Affinity™ Series complete with an Alexa® compatible, Wi-Fi®-enabled Affinity™ Hx3™ touch-screen smart thermostat. The combination offers advanced smart home features and energy efficiency. Equipment was delivered by M&A Supply, a FL-based YORK distributor and the installation was completed by FL-based contractor, Jason Hale of Absolute Clean HVAC. After renovations were complete, teams from YORK, M&A Supply and Building

Homes for Heroes were on site to welcome the De Alencar family home.

“Johnson Controls has a longstanding commitment to supporting our country’s veterans,” said Liz Haggerty, vice president and general manager, Ducted Systems, Johnson Controls. “We are honored to be a part of welcoming this military family home and we hope the TV airing helps elevate the awareness of the tremendous sacrifices our veterans and their families make for our country every day.”

Since 2014, YORK and has donated HVAC systems to nearly 100 military families in partnership with Building Homes for Heroes. With the support from YORK distributors and contractors, these systems have been installed free of charge, many accompanied by complimentary lifetime maintenance.

To learn more about the partnership between YORK, Building Homes for Heroes and the hundreds of contractors and distributors who volunteer their service to support the cause visit: <http://www.york.com/for-your-home/why-buy-york/building-homes-for-heroes>

Live Life Forward can be viewed by visiting <https://youtu.be/QVUZEyLUNg>. To learn more about YORK®, visit www.YORK.com. Also follow on YouTube, Instagram and Facebook @yorkhomecomfort and @YORKHVAC on Twitter.

Danfoss Icon Turns 75

The radiator thermostat has given millions of people control of the heating in their home. Danfoss' iconic invention is turning 75

In 1943, the founder of Danfoss, Mads Clausen, invented the world's first radiator thermostat. Seventy-five years later, the iconic product is more relevant than ever in a world trying to control the temperature.

In Europe alone, there are over 500 million radiators with manual and unregulated valves. If you installed radiator thermostats on them all, Europeans could save 12 billion euro and 130 TWh of energy every year. The upgrade would reduce Europe's annual CO2 emissions by 29 billion tons – and the investment would pay for itself in just two years. That is according to a report from the European Building Automation Controls Association.

We are all familiar with them – maybe you even have one in your home. The radiator thermostat is Danfoss' DNA and the most visible evidence that our technologies help the world do more – with less.

"The first prototype of the world's first radiator thermostat was tested in my father's office. It was the birth of the world's first thermostatic valve for controlling the temperature in a room. The actual marketing began in 1952, when the radiator thermostat was launched as a device that

saves money and makes centrally heated rooms more comfortable, and from there on it just took off," recounts Jørgen Mads Clausen, chairman of the board at Danfoss.

The product was patented and gave Danfoss a leading position when the company began mass production of the radiator thermostat. Since 1943, approximately 350 million have rolled off Danfoss' production line. The latest version is the intelligent radiator thermostat Danfoss Eco™ – which has won the prestigious design awards Ret Dot and Danish Design Award.

"It is a strength for Danfoss to have been on the market for so many years, and there is an abundance of Danfoss DNA and cultural heritage in even our brand new electronic thermostats. Mads Clausen developed the leading technology in the temperature regulation and the intuitive turning motion of the thermostat that makes it so easy to use. That knowledge and technology have now been incorporated in all our new electronic thermostats. That way we keep up with trends in line with consumers' wishes," explains Anders Barkholt, vice president of Danfoss Radiator Thermostats.



MEETING PLACE

The Refrigeration Association of San Antonio meets on the third Thursday of every month in the Beethoven Maennerchor Hall at 422 Pereida.

Anyone in the HVACR industry may attend the meeting at no charge and take advantage of the information and presentations.

Any and all HVACR technicians may also participate at the 30-minute education sessions presented at 6:30 PM prior to the business meeting. There is no charge to attend. Any special 30-minute requests should be directed to the Education Chairman, Dallas Lesley CMS. Contact him via email. subsailor.ret78@yahoo.com.

RSES ANNUAL PICNIC

October 20, 2018

Comanche Park #2 | 5:00 PM to 10:00 PM

Bar-B-Que Plates \$10

Includes brisket and sausage, potato salad, pinto beans, and refreshments.

No charge to attend.

W.A. Moore Man of the Year Award

It is that time again to nominate a deserving individual to receive the W.A. Moore Man of the Year Award for 2018.

Deadline for submitting your nomination is Friday, October 12, 2018

The award will be presented at the picnic on October 20 at Comanche Park #2.

Ronnie Lindig is heading the committee that will select an individual who meets the criteria for this award.

To be a recipient, this person must be a member in good standing, has contributed to the growth of our local chapter and other chapters as well as in the industry, participated as an instructor or student in study classes, served on committees at chapter levels, and involved in activities in local school districts relative to refrigeration and air conditioning training.

This member must be active in promoting the T.O.D. campaign (Take off the Door on old refrigerators or freezers that may harm any human or animal), be involved in other activities that promote RSES in our industry, in this community, or at regional or international levels.

Please contact the person of your choice so that he/she can assist you in submitting the above information.

If you would prefer to make the nomination discreetly, without the nominee having knowledge of it, please check with other members of the chapter for their help in obtaining the necessary information and then submit their name to Ronnie Lindig at 210-663-4261.

HARDI

HARDI Distributors Report 15.4 Percent Revenue Increase in July

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 15.4 percent in July 2018.

The average annualized growth for the 12 months through July 2018 is 7.6 percent.



"This is a positive report in a seasonally important month," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The 15 percent was helped by an extra billing day and easy prior year comparison. We estimate the gain was in the 10 percent to 11 percent range if adjust for the extra billing day."

"The results this summer reflect the healthy and stable economy," Loftus continued. "After 94 consecutive months of job growth, consumer confidence is coasting at a very high level consistent with a high level of replacement activity. It is sad to realize the last time unemployment was this low was also the last time our government was generating a budget surplus."

Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, spiked up with the strong sales this past spring. The action was temporary, and the DSO is back to normal for this time of year near 44 days.

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 Expands Team with New Senior Membership & Sales Representative

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has expanded its Membership & Sales team with the hiring of Senior Membership & Sales Representative Justin Clary.

"We are very excited have Justin join the HARDI team," said Director of Marketing & Sales Chris DeBoer. "He will be a great asset to the association and will help us continue to advance relationships with our current members and pursue reputable potential members. Justin has a background in establishing, building and maintaining relationships, and will be a perfect fit for this newly created position within our membership team."

Clary will be assisting in the restructuring of HARDI sales and service offerings to membership. As part of this initiative, he will be performing regular site visits and needs assessments at member locations. This is part of HARDI's commitment to providing distributors with products/services that maintain them as the channel of choice between supplier manufacturers and contractors.

"This is a fantastic organization that I am happy to be a part of," said Clary. "I look forward to working with HARDI members as we continue to improve and expand our services and resources for HVACR distributors."

Clary graduated from The Ohio State University in 2017 with a bachelor's degree in Business Administration. He was the Marketing Coordinator for an international car wash group prior to joining HARDI.

"Justin excelled in his previous position that was focused on building relationships, finding new ways to grow the business, and listening and learning how to best help profit center leaders," said CEO Talbot Gee. "Justin is going to be a tremendous resource for current and potential HARDI members looking to take their businesses to the next level."



Insco's October Events Schedule

Insco Distributing, Inc. offers some of the best training available in the HVAC/R industry. With over 100 years of experience, we provide hands-on instruction at our four state-of-the-art training facilities located in Houston, Grapevine, McAllen & San Antonio. We also offer local training at our branches or off-site facilities throughout Texas and Oklahoma City. Most courses offer CE credits and our goal is to provide the needed skills and expertise to help our customers thrive in this evolving and competitive industry. Visit: insco.com/training to see the complete schedule of classes.

Austin

Wednesday, October 24th – Mitsubishi Electric M & P Series Field Service Seminar from 8am – 12pm located at 1209 N Interstate 35 Frontage Rd, Round Rock, TX | Only \$75

Grapevine

Tuesday, October 9th & Wednesday, October 10th – Mitsubishi Electric M & P Series 2 Day Service Course from 8am – 5pm located at Insco's Grapevine Training Facility | Only \$195

Houston

Wednesday, October 10th – York Variable Capacity Systems from 8:30am – 12:30pm located at Insco's South Houston Training Facility | Only \$75

Thursday, October 18th – Mitsubishi Electric M & P Series Field Service Seminar from 8:30am – 12:30pm located at Insco's North Houston Training Facility | Only \$75

Wednesday, October 24th – York Gas Furnace Installation & Troubleshooting from 8:30am – 12:30pm located at Insco's South Houston Training Facility | Only \$75

McAllen

Tuesday, October 2nd – Top Tech Ruud 80% Gas Furnace from 5pm – 9pm located at Insco's McAllen Training Facility | Only \$75

Wednesday, October 3rd – Top Tech Ruud AC Condensing Units from 8am – 12 pm located at Insco's McAllen Training Facility | Only \$75

San Antonio

Tuesday, October 9th & Wednesday, October 10th – Mitsubishi Electric M & P Series 2 Day Service Course from 8am – 5pm located at Insco's San Antonio Training Facility | Only \$195

Tuesday, October 23rd – Top Tech Ruud 80% Gas Furnace from 8am – 12pm located at Insco's San Antonio Training Facility | Only \$75

Victoria

Thursday, October 26th – Top Tech Ruud 80% Gas Furnace from 8:30am – 12:30pm located at Insco's Victoria Training Facility | Only \$75

CALENDAR OF EVENTS

HVAC Excellence

National

HVACR Educators & Trainers Conference

March 3-5, 2019 | Las Vegas, Nevada



Have you heard the good news? Nearly 100 HVACR organizations are uniting to provide sixty plus lecture and hands-on training sessions just for HVACR instructors.

Why? They understand that educators and trainers who provide training to the HVACR workforce, are being asked to prepare technicians for an industry that is vastly different than the one that they worked in.

To help you keep your training programs current, HVAC Excellence would like to invite you to join us for the 2019 HVAC Excellence **National HVACR Educators and Trainers Conference**.

This conference was created exclusively for those training the HVACR workforce.

- **Sessions...**created specifically for HVACR instructors.
- **Educator credentialing exams...**to identify areas where additional training may be needed.
- **Meet and networks with HVACR instructors...**to share exchange ideas.
- **Exposition...**to discover the latest technologies and training resources.
- **Instructor competition...**to gain new ideas and put your skills to the test.
- **Three plated meals and three continental breakfast...**included.
- **Earn...**continuing education units / hours.
- **Learn about VRV technologies...**by staying an extra day, March 6th.
- **Three for one...**Daikin and CARE, will be co-locating training events, making professional development even easier.

There are lots of **challenges** facing HVACR educators and trainers, however, needing professional development does not need to be one of them. The National HVACR Educators and Trainers Conference, makes it simple for attendees to receive professional development specifically designed for HVACR instructors, to meet the continually changing needs of the HVACR industry.

For details on the; sessions, presenters, exhibitors, schedule, hotel accommodations, and to register, we invite you to visit escogroup.org and click on the conference link.

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From September 17th to December 31st, 2018, you can take advantage of a free 10-year Parts and Labor Comfort Plan on a broad range of Coleman® HVAC residential products. Select furnaces, heat pumps, residential packaged units, air handlers, air conditioners and coils are eligible when purchased from a Coleman® Premier or Certified Comfort Expert™ Coleman® HVAC dealer – making this one of the greatest promotions on Coleman HVAC home comfort systems we've ever offered.

Sign up now to receive the FREE warranty promotion and a 15-month dealership for the price of 12!

Ask a Houston Area Johnstone Sales Associate for More Information.

www.johnstonesupply.com/39

Texas Air Conditioning Contractors Association

Texas HVAC/R License Prep Course

Oct 12/13 - Red Oak (DFW area)

Oct 27/28 - San Antonio

Time: 8:00 am till 5:00 pm

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

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

Call us at 800.998.4822 to register today, or visit our website at www.tacca.org

Discounted book packages available with class registration

TACCA Greater San Antonio Fishing Tournament

The Annual Tournament was held at Doc's in Corpus Christi TX on September 7-8



First Place Heavy Trout Team Sails Calls



1st Heavy Red Team TD Trout Tamers



First Place Team Thunder Dome



Winner MOST SPOTS Team Red Slayers



TROUT POT Winner Team Raiders of the Sea



Second Place Heavy Trout Team Rapid Recovery



2nd Place HEAVY RED Team Upper Slot Management



Second Place Team TD Trout Tamers



Fifth Place Team Size Does Matter



Eighth Place Team Luna



Tenth Place Team Slob City



Cooler and Apple Watch winner



Thanks for the hard work of the TACCA Greater San Antonio Fishing Tournament committee!





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

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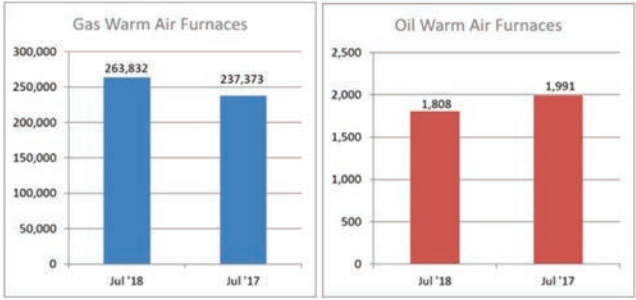
PARTS

SERVICE

AHRI Releases July 2018 U.S. Heating and Cooling Equipment Shipment Data

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for July 2018 increased 11.1 percent, to 263,832 units, up from 237,373 units shipped in July 2017. Oil warm air furnace shipments decreased 9.2 percent, to 1,808 units in July 2018, down from 1,991 units shipped in July 2017.



Year-to-date U.S. shipments of gas warm air furnaces increased 11.6 percent, to 1,846,173 units, compared with 1,654,582 units shipped during the same period in 2017. Year-to-date U.S. shipments of oil warm air furnaces increased 6.6 percent, to 16,003 units, compared with 15,007 units shipped during the same period in 2017.

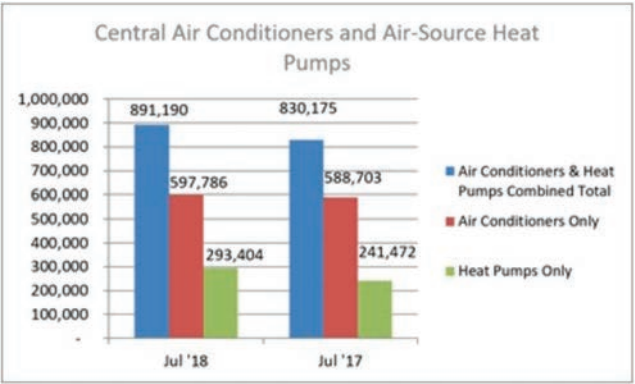
Year-to-Date	Jul '18 YTD	Jul '17 YTD	% Chg.
Gas Warm Air Furnaces	1,846,173	1,654,582	+11.6
Oil Warm Air Furnaces	16,003	15,007	+6.6

U.S. Manufacturers' Shipments of Central Air Conditioners and Air-Source Heat Pumps

Month			YTD		
Size Description (000) BTUH	Total	% Change from 2017	Size Description (000) BTUH	Total	% Change from 2017
Under 16.5	28,198	+19.3	Under 16.5	165,789	+12.3
16.5-21.9	63,785	-31.8	16.5-21.9	441,091	-28.9
22-26.9	165,788	+14.8	22-26.9	1,074,599	+10.2
27-32.9	140,087	+15.7	27-32.9	895,467	+11.5
33-38.9	193,020	+13.5	33-38.9	1,202,701	+13.1
39-43.9	72,296	+12.8	39-43.9	443,695	+13.4
44-53.9	106,906	+9.1	44-53.9	643,780	+13.3
54-64.9	87,692	+5.1	54-64.9	499,868	+8.4
65-96.9	11,771	+1.5	65-96.9	66,046	-0.4
97-134.9	9,215	+5.3	97-134.9	50,789	+0.2
135-184.9	6,361	+4.0	135-184.9	34,477	+2.8
185-249.9	2,700	+10.1	185-249.9	15,047	+1.8
250-319.9	1,799	+17.4	250-319.9	9,768	-0.3
320-379.9	424	+5.7	320-379.9	2,495	+0.2
380-539.9	420	-11.6	380-539.9	2,423	-12.4
540-639.9	275	-7.7	540-639.9	2,030	+3.2
640-799.9	167	+30.5	640 & Over	855	+1.8
800.0-899.9	75	-6.3	800.0-899.9	454	+5.1
900.0-999.9	83	+62.7	900.0-999.9	546	+25.5
1,000.0-1,199.9	49	+22.5	1,000.0-1,199.9	318	+24.2
1,200.0 & Over	79	+31.7	1,200.0 & Over	568	+10.3
TOTAL	891,190	+7.3	TOTAL	5,552,806	+6.5

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 891,190 units in July 2018, up 7.3 percent from 830,175 units shipped in July 2017. U.S. shipments of air conditioners increased 1.5 percent, to 597,786 units, up from 588,703 units shipped in July 2017. U.S. shipments of air-source heat pumps increased 21.5 percent, to 293,404 units, up from 241,472 units shipped in July 2017.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.5 percent, to 5,552,806, up from 5,214,936 units shipped in July 2017. Year-to-date shipments of central air conditioners increased 3.6 percent, to 3,647,251 units, up from 3,519,619 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 12.4 percent, to 1,905,555, up from 1,695,317 units shipped during the same period in 2017.

Year-to-Date	Jul '18 YTD	Jul '17 YTD	% Chg.
Air Conditioners & Heat Pumps	5,552,806	5,214,936	+6.5
Air Conditioners Only	3,647,251	3,519,619	+3.6
Heat Pumps Only	1,905,555	1,695,317	+12.4

BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial.

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

RSES Welcomes New Staff Members

Rolling Meadows, Ill. – RSES proudly announces the addition of two new staff members to its team. Both will be working at the main headquarters located in Rolling Meadows, Illinois.

Erika Hobbs joined RSES Journal on Sept. 4 as its managing editor. Hobbs is an award-winning journalist whose career as a writer, reporter, digital strategist and editor spans more than 20 years. She has worked for publications such as The Philadelphia Inquirer, Orlando Sentinel, Center for Public Integrity, WBBM Newsradio, as well as Engineering & Mining Journal and Coal Age magazines. Hobbs also has served as a communications director and strategist for academia, including the \$40 million-Learning Sciences Research Institute, and national nonprofits such as the News Literacy Project. Her diverse background includes teaching journalism at the university level, mentoring youth in Chicago's Bridgeport neighborhood and leading yoga classes for trauma survivors.

Pandit Singharuksa recently joined RSES as accounting manager. He brings more than 15 years of retail banking and lending expertise. Singharuksa oversaw branch audits and managed distressed branches to bring their operational procedures in line with federal rules and regulations. After banking, he worked with a non-profit organization as a counselor, educating members on personal finance and credit, creating strategies in accomplishing their goals of home ownership or becoming debt free.

Please join us in welcoming them to our HVACR community. Hobbs can be reached at ehobbs@rses.org and Singharuksa at pandit@rses.org.

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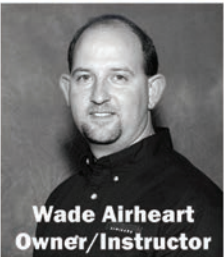


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CALENDAR OF EVENTS

Johnstone Supply October Training Calendar

				Training Registration	
Date	Time	Location	Topic	Code	Price
Oct. 2, 2018	8:00am - 1:30pm	Uvalde,TX	White Rodgers Gas Valve Training / Heat Pump Troubleshooting	TRAINING18-6	\$25
Oct. 3, 2018	8:00am - 1:30pm	SA Broadway	White Rodgers Gas Valve Training / Heat Pump Troubleshooting	TRAINING18-7	FREE
Oct. 4, 2018	8:00am - 11:30am	SA Broadway	International Fuel Gas Code - Gas Furnace Combustion Air Requirements	TRAINING18-8	\$35
Oct. 8, 2018	8:00am - 11:30am	SA Broadway	International Residential Code - Upflow Installation Requirements	TRAINING18-9	\$35
Oct. 9, 2018	8:00am - 11:30am	SA Broadway	International Fuel Gas Code - Gas Furnace Venting Requirements	TRAINING18-10	\$35
Oct. 10, 2018	8:00am - 5:00pm	SA Broadway	BPI Infiltration and Duct Leakage Certification	TRAINING18-11	FREE
Oct. 11, 2018	8:00am - 5:00pm	SA Broadway	BPI Infiltration and Duct Leakage Certification overflow testing		FREE
Oct. 15, 2018	8:00am - 3:00pm	SA Broadway	ESCO EPA Certification Review & Exam	TRAINING18-12	\$120
Oct. 16, 2018	8:00am - 11:30am	SA Broadway	Owens Corning PROCAT Insulation Class	TRAINING18-13	FREE
Oct. 18, 2018	8:00am - 11:30am	SA Broadway	Gas Furnace Operation & Troubleshooting	TRAINING18-14	\$35
Oct. 20, 2018	8:00am - 11:30am	SA Broadway	Superheat & Subcooling	TRAINING18-15	\$35
Oct. 23, 2018	8:00am - 12:00pm	SA Broadway	Nu-Calgon Indoor Air Quality & Coil Cleaning	TRAINING18-16	FREE
Oct. 24, 2018	8:00am - 11:30am	SA Broadway	System Airflow Measurements	TRAINING18-17	\$35
Oct. 25, 2018	8:00am - 11:30am	SA Broadway	International Residential Code - Horizontal Attic Installation Requirements	TRAINING18-18	\$35

Testo Announces Fall Promotional Campaign

Sparta, NJ— Testo, Inc., the world's leading manufacturer of test and measurement instruments, has announced its fall promotional campaign. This promotion offers customers the opportunity to receive a free video borescope with the purchase of any 320 or 330 series combustion analyzer.

The video borescope is a high-resolution video inspection camera capable of saving images and recording video on an external memory card. A perfect tool for HVAC technicians, the borescope could be used for service on heating and refrigeration technology, engines, turbines and more.

The testo 320 and 330 combustion analyzers set the standard for handheld combustion analyzers with exceptional quality and a wide range of key features and options. These features include all of the functions required to perform tuning and troubleshooting on residential and commercial appliances. They uniquely include pre-calibrated user-replaceable



sensors, and full color graphic displays.

This offer is valid for purchases from September 1st through December 31, 2018, with redemption accepted through January 31, 2019. Visit www.testo.com/promo to learn more. Retailers seeking more information can contact Testo, Inc. at 800-227-0729 or info@testo.com.



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Texas Department of
Licensing and Regulation

The Texas Air Conditioning and Refrigeration Contractor License Law on Certified Technicians has changed. Effective September 1, 2018:

- The application for certified technician must be submitted by mail, with supporting documents, not online.
 - Applicants must meet specific education or work experience requirements.
 - Applicants must pass a TDLR examination to become a certified technician.
 - The application fee for a certified technician is now \$50 and the renewal fee is \$35.
 - Technicians who became certified under the previous law may continue to renew.
- There are no changes to the requirements or fees for registered technicians.



Building Dependable Partnerships

Robert Madden Industries is seeking motivated, energetic and qualified professionals to join the Technical Services Department.
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Technical Service Advisor

Qualifications for this position requires a two-year HVAC/HVACR technical degree plus 5 years appropriate field work experience in installation, service and maintenance of residential and commercial HVAC systems or a minimum of 10 years appropriate field work experience. Qualified candidate should possess advanced skills and extensive troubleshooting HVAC/HVACR installation and maintenance problems, strong analytical/problem solving skills, familiarity with general personal computer software applications, exceptional communication skills, and enjoy working in a fast paced team oriented environment.

The TSA is responsible for providing technical assistance to dealers/contractors and customers to analyze, recommend solutions to, and resolve problems concerning equipment installation and operation. Additional responsibilities include training dealer/contractor personnel, facilitating resolution of consumer complaints, warranty administration and post sales support.

Compensation based on experience. The company provides excellent employee benefits, including a 401(k) plan and profit sharing. Qualified candidates please send resume to sherry.davis@rmadden.com.

Robert Madden Industries is a HVAC wholesale distributor, offering Carrier, Bryant and Payne equipment, parts and supplies. The company was founded in 1979 and currently employs approximately 200 employees in 14 locations serving West Texas and Central Texas areas.

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Location: **Laredo, TX**

October 16, 2018

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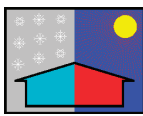
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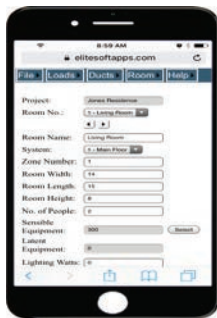
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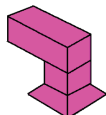


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[^]In July 2016, readers of a national product testing and research magazine rate American Standard Heating & Air Conditioning's air conditioners and heat pumps as the most reliable among leading manufacturers.