



Air Conditioning TODAY



DECEMBER 2018 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 32, No 12

Goodman Distribution at the Karbach Brewery



Pictures on page B6.

Standard Supply and Bartos Homes for our Troops Golf Tournament



Pictures on page B9.

Lennox Grand Opening in Fort Worth TX



Pictures on page B12.

SMACNA Attends White House Event and Pledges to Create 17,000 Jobs

Chantilly, Va. – The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA), the leader in promoting quality and excellence in the sheet metal and air conditioning industry, today joined President Donald Trump and senior officials at the White House to celebrate the Pledge to America's Workers. Under the pledge, SMACNA has committed to creating 17,000 industry jobs to positively impact workforce development.

"Our entire industry, from our contractor members and their employees to our labor partners and the crafts persons they represent, and everyone in between, believes in equipping our talented workforce with the skills they need to have a successful career in this industry," said Vince Sandusky, CEO of SMACNA. "We are committed to building a sustainable workforce

and are proud to pledge our support alongside other national organizations and companies."

The Pledge to America's Workers is an initiative through the National Council for the American Worker to expand job opportunities across high-demand industries. The White House event brought together representatives from several national associations, including SMACNA, to celebrate a landmark of six million new job opportunities pledged through the initiative.

As part of its pledge, SMACNA will enhance the industry's workforce by creating job opportunities for 17,000 individuals over the next five years. Through education, training and professional development programs, SMACNA will partner with the International Association of Sheet Metal, Air, Rail and Transportation Workers

(SMART) to invest in jobs across labor and management roles.

"Investing in the workforce today means that we support the leaders of tomorrow, and we have an obligation to give those workers their best chance at success," said Sandusky.

Through its continued workforce development initiatives, SMACNA has worked closely with the Construction Employers Association and other labor partners to operate more than 1,100 apprenticeship training centers across the country and invest more than \$1.3 billion annually in training programs. In addition to improving the nation's overall economic competitiveness and quality of life, investment in skilled apprenticeship training and infrastructure represent a significant job creation opportunity across the construction industry.

To learn more about SMACNA, visit www.smacna.org.

ABOUT SMACNA:

SMACNA is an international trade association representing 3,500 contributing contractor firms and is a leader in promoting quality and excellence in the sheet metal and air conditioning industry. SMACNA members are responsible for effectively delivering the clean air Americans breathe in offices, homes, and hospitals; for many of the attractive facades you see on today's stadiums and office buildings; and for the comfortable, healthy, and safe living environments in which our citizens live out their daily lives. SMACNA has national offices in Chantilly, Va., outside of Washington, D.C., and on Capitol Hill. For more information, visit www.smacna.org.

Johnstone Supply Hosts 2018 Coleman Dealer Meeting



Pictures on page B14.



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Daikin Enters into an Equity Venture with TMI

Houston – Daikin North America LLC [Daikin] has entered into an equity venture with Thermal Mechanics, Inc. [TMI].

The existing TMI leadership team of Dave Rich, president, and Kevin Krimmel, vice president of sales, will continue to guide the new company, which will continue doing business under the Thermal Mechanics name at this time.

“Our vision for Daikin is to change the market, develop a long-term sustainable business and become North America’s number one indoor comfort solutions provider,” said Taka Inoue, executive vice president and president Daikin Business Unit. “To accomplish this, Daikin will continue to introduce highly differentiated products while utilizing Daikin’s leading technologies, including inverters, heat pumps and refrigerant management.

“TMI’s long history with Daikin as one of our leading applied manufacturer representatives with a highly technical selling capability will strengthen our position in this Midwest market,” Inoue explained.

The Daikin and TMI equity venture will allow for an expanded presence in the Missouri, Kansas and Illinois markets, providing heating and air conditioning equipment from 1.5 to 3,000 tons for residential, light commercial and large applied commercial markets. The new company will take on additional Daikin product lines – including residential unitary systems, ductless split systems and light commercial rooftop products – while continuing growth of existing sales, support and service for applied products, VRV, controls and parts.

For more information about Daikin, visit daikinac.com or daikincomfort.com.

ASHRAE and Partners Release 2018 International Green Construction Code

Atlanta – ASHRAE has announced the release of the 2018 International Green Construction Code® (2018 IgCC®). The 2018 IgCC is a joint initiative of the U.S. Green Building Council (USGBC), International Code Council (ICC), ASHRAE and the Illuminating Engineering Society (IES).

More information can be found at www.ashrae.org/news.

SPX Cooling Technologies Announces Price Adjustment

Overland Park, KS – SPX Cooling Technologies, Inc., a full-line, full-service industry leader in the design and manufacture of evaporative cooling systems has announced a price increase of 4-5% on Marley® and Recold® products effective immediately.

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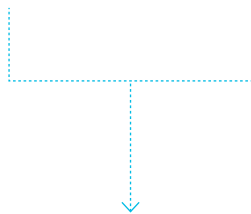


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Texas: Abilene, Brownwood, Lufkin, Marshall, Nacogdoches, Texarkana

RSES Announces 2018-2019 International and Auxiliary Board of Directors

Rolling Meadows, Ill.— The RSES Board and RSES Auxiliary International Annual Business Meetings were held during the 2018 RSES Conference & HVACR Technology Expo on Oct. 9–12, 2018, in Albuquerque, New Mexico. At that time, the 2018–2019 International Board and Auxiliary Board of Directors were sworn into office. The Executive Committee remained the same for one more year, and the Auxiliary Board pared down their members.

RSES 2018–2019 Board of Directors includes: International President Nick Reggi, CMS, RCT; International Vice President Steve Wright, Sr., CMS, RCT; International Secretary and Treasurer Mike Ralston, CM; International Sergeant at Arms Raymond T.

Clary, CMS; and Educational & Examining Board Chairman Roger M. Hensley, CMS, RCT.

Regional Directors include: Region 1 and 3 Ratib E. Baker, CMS, RCT; Region 2 Arthur T. Miller, CMS, RCT; Region 4 and 6 Raymond T. Clary, CMS; Region 5 and 7 Steve Wright, Sr., CMS, RCT; Region 8 and 11 Brynn C. Cooksey, CMS, RCT; Region 9, 12 and 13 Michael Ralston, CM; Region 10 Jerry Clark, CM; Region 14 and 15 J.F. “Fred” Townsend, CM; and Region 16 and 17 Gary Struhar, CMS, RCT.

The 2018–2019 RSES Auxiliary Officers and Board of Directors were also appointed in October. They include: President Jill Malone; Vice President Gail Paschal; Secretary Irene Thompson; Treasurer Pat

McCarthy; Sergeant at Arms Karla Miller; Director of Credentials Sandy Ralston; and Director of Publicity Brenda Decker.

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.

FASA Revises Prompt Payment in the 50 States Charting Prompt Payment Laws for Commercial Construction

Alexandria, Va. — Construction subcontractors seeking the most current information regarding state laws on prompt payment for commercial construction can now access a newly updated Prompt Payment in the 50 States.

The American Subcontractors Association and the Foundation of ASA’s 2019 Edition of Prompt Payment in the 50 States charts the state-by-state breakdown of such details as the time frame for payment between owners and prime subcontractors; primes and subcontractors; and subcontractors to lower-tier subcontractors.

The ASA-member law firm and ASA general counsel, Kegler, Brown, Hill and Ritter, Columbus, Ohio, prepared the manual, which is available under the “Contracts & Project

Management” section in the members-only area of the ASA Web site at no cost to ASA members. To learn more about becoming a member of ASA, visit the Membership section on the ASA website, www.asaonline.com/

FASA was established in 1987 as a 501(c)(3) tax-exempt entity to support research, education and public awareness. Through its Contractors’ Knowledge Network, FASA is committed to forging and exploring the critical issues shaping subcontractors and specialty trade contractors in the construction industry. FASA provides subcontractors and specialty trade contractors with the tools, techniques, practices, attitude and confidence they need to thrive and excel in the construction industry.

Representative Agencies Come Together

Dallas, TX— The Pollex Group and Michael Sales Group joined forces September 1st to become The Partners Group HVAC. The merger brought the total to 8 members with over 225 years of experience in the HVAC industry. They all share a common goal to provide exceptional, quality service that our customers and vendors have come to expect.

The eight members of the merged company are Andrea Titoyan, Bubba Roberts, Dan Salas, Mike McCall, Rene Luna, Rick Engleking, Roger Pollex and Todd Montgomery.

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We would like to express our sincere thanks & appreciation to all of our loyal customers for your continued business and support throughout the years. May the New Year bring you many prosperous blessings!

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Happy Holidays from Rick, Paul, J.T., Daniel, Craigo, Gary, Danny, Jaxson, Barbara, Sheri, Eduardo & Marshall

AHRI Presents Free Educational Sessions at AHR Expo

AHRI will host three educational sessions at the AHR Expo, taking place January 14–16, 2019, in Atlanta, Ga. The sessions are free and no pre-registration is required. The three educational sessions will take place on Tuesday afternoon, and include The Importance of Humidity in Modern Buildings; Safety, Innovation, and Other Benefits of CSST in Residential and Commercial Applications; and Variable Frequency Drives: Method of Laboratory Test and Case Study. In addition, AHRI's IT team will be available Tuesday afternoon, from 1 p.m. –5 p.m., for any Expo attendees who would like a tutorial on AHRI's new Directory of Certified Product Performance. Room locations will be communicated in the coming weeks. Contact: Monica Cardenas at MCardenas@ahrinet.org. This was first reported in AHRI Update online.

How to be a Social Media Chef

Just because you can cook, it doesn't mean you should run a restaurant. My husband is an amazing cook. He reads recipes, comes up with his own variations, blending and layering ingredients in new and delicious ways. Even though he is amazing in our kitchen, he could not own a restaurant. Why? He knows how to time a meal with three dishes for eight people, but expanding that to thirty dishes, for one hundred people requires skills he does not have.

What does it take to be a social media chef?

The same challenge exists when it comes to professional social media. Lots of people are good on social media. They are funny and engaging. They have a large following and interact regularly. But just because they are great at managing their own accounts does not mean they have the skills to be a successful social media chef.

Precise Recipes

It is easy to improvise when you are cooking for a few people. A pinch of this, a dash of that. If you don't have enough potatoes you can substitute with carrots. When you are cooking for a larger group and they expect a potato, that is what you have to serve. Slight variations will dramatically change your dishes when

you are cooking on a large scale, so a precise recipe is required to order the food you need in bulk. In professional social media, that recipe is your content calendar. It outlines the ingredients (types of content) and the schedule (how often and when you will post). It is also used to create your shopping list.

A professional doesn't just grab a random stock image at the last minute. Posts are planned, appropriate images and Gifs are selected, or created and scheduled to drop in the timeline at exactly the right time. While many experts have conducted research to find the exact right time, Sprout social has a terrific post on this topic. A professional social media chef knows how to use the industry standards, individual client data, and their own experience honed across a range of clients to create the ideal schedule.

Manage the Kitchen

When my husband is cooking the rest of the family stays out of the kitchen. He manages his time, switching from pot to pot so every dish arrives on the table at the same time. That works on a small scale, but restaurant chefs must create standard practices, train their staff, delegate tasks, and stay on top of everything that is happening at the same time. They can let go because they have

laid the groundwork.

A professional social media chef will do the same thing. Whether they are part of your marketing team or an outside expert, their first task must be to create standard practices. Next, social media won't work if you are relying on just one person to put messages out there. Everyone on your team needs to be trained and know how to engage in order to support the company's social media program. Non-profit organizations with small staffs and large volunteer groups should extend this training to the loyal external community. When it comes to social media, the more people supporting the chef, the more delicious the result.

Walk into any restaurant kitchen during the dinner rush and it feels a bit like managed chaos. Somehow, in this chaos, the chef knows what is going on at each station. Social media management can feel that way as well. This is especially true as you widen your team, allowing multiple people to share and even post directly to your social pages. A good social media chef is continually training, coaching, providing guidance to marshal the resources of their entire team.

Ready to learn to be a professional social media chef or hire one? Give us a call.



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

Honeywell Seizes Product and Sues to Stop Unlicensed Refrigerant Sale and Distribution

Intellectual property enforcement ensures that customers are protected

Morris Plains, NJ— Honeywell (NYSE: HON) reaffirmed its commitment to stop the sale and distribution of unlicensed versions of the company's Solstice® yf (R-1234yf) refrigerant wherever that activity occurs around the world by all legal means. The

latest action taken by Honeywell involved the seizure of unlicensed refrigerant and filing of lawsuits in both the Czech Republic and Germany. The lawsuits allege infringement of Honeywell patents covering the manufacture of 1234yf and its use in automotive

air conditioning.

At Honeywell's request, Czech customs seized on September 12, 2018 a shipment of unlicensed refrigerant manufactured in China. Following seizure of the suspected infringing refrigerant, Honeywell filed suit for patent

infringement against a Czech distributor for attempting to offer the product for sale. On October 16, 2018 Honeywell filed two separate infringement suits in Germany against a Chinese manufacturer and a Chinese distributor for attempting to sell and distribute the

suspected infringing refrigerant in Germany.

These efforts are exemplary of Honeywell's commitment to protecting its investment in the development and commercialization of authentic Solstice yf.

Honeywell is a world

leader in the development, manufacture and supply of refrigerants that are sold worldwide under the Genetron and Solstice® brand names for a range of applications, including refrigeration, building and automobile air conditioning.. For more information, visit <https://www.honeywell-refrigerants.com>.

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Service Nation, Inc. Receives the Prestigious Aggie 100 Award

Aggie 100 honors the 100 fastest growing Aggie-owned or Aggie-led businesses in the world.

The 14th annual Aggie 100 named and awarded Service Nation, Inc. as the 54th fastest growing company in 2018. Service Nation President Matt Michel and Controller Kyle Scott were recognized at the ceremony and Kyle accepted the award on behalf of Service Nation.

M a y s B u s i n e s s School's McFerrin Center for Entrepreneurship created the Aggie 100 to identify and celebrate the success of Aggie alumnus as well as educate and inspire current students. Companies must be nominated and be in business for over five years, with verifiable revenues of \$250,000 or more. "It is an honor to be recognized by the Aggie 100 for our achievements and business growth," said President of Service Nation and Texas A&M Alum, Matt Michel. "Our mission at Service Nation has always been to inspire and support the entrepreneurial spirit of residential contractors who aim to better their businesses through our training, education, and mentorship programs."

The Duct-Free Zone

By Gerry Wagner

A chain is only as strong as its weakest link.

We have all heard that saying before and for many, the weakest link in the mini split system has been the flare connections at the indoor and outdoor units. Let's be honest with each other, for whatever reason, the most common area for a refrigerant leak in the mini split system is the flare connections. No matter how skilled and experienced the installer, a leak at a flare connection still shows its ugly head from time to time.

I think I have the answer to this age-old problem...

The trick to the perfect flare connection does not have a singular solution...it is multifaceted.

The first key to a perfect flare connection is the flare itself. As obvious as that statement is, it is where most

problems lie when it comes to flare connections. If the flaring process of the copper tubing is done improperly, the flare is doomed to leak.

Because mini split systems utilize R410A refrigerant and run at higher pressures than R22, the diameter of the flare needs to be larger to compensate for the higher pressures the connection will experience. That said, we need to use a flaring tool specifically designed to create the R410A flare...I like the Yellow Jacket Deluxe 45° flaring tool.

The key to this tool is that it has a tubing stop...if used properly; it won't allow you to over or under flare the tubing. Now, I won't say the tool is idiot-proof because idiots try real hard, but if the tubing stop feature is used as designed, the flare diameter and depth will be perfect each and every time.

Yellow Jacket has a great video regarding this product...you can see it on YouTube by writing YELLOW JACKET QUICK TIP: R410A, MINI SPLITS AND FLARING into the YouTube search feature.

The second step in the quest for the perfect flare is to use Nylog Blue.

I'm always amazed how few of us are even aware of the Nylog product. Nylog Blue is a viscoelastic fluid made from synthetic refrigeration grade compressor oil. Nylog Blue is fully miscible and compatible with all system refrigerants and oils.

Now, this is where I need us old-timers to have an open mind because what I'm about to tell you runs counter to what us old guys were taught back in the day...

You want to put Nylog Blue on the face of the flare...that's right, the face

of the flare!

I'm always reluctant to call Nylog a "sealant" because again, for us old guys, "sealant" has bad connotations. We think of the "sealant" that our pops poured into the radiator of the '59 Mercury when the radiator blew...that stuff did indeed seal the leak in the radiator but it also sealed everything in the cooling fluid's path...like the engine block!

Unlike most "sealants", Nylog will never harden...it will always remain ductile.

Refrigeration Technologies, the people who make Nylog, have a great video on YouTube that you can access by writing, NYLOG, HVAC GASKET AND THREAD SEALANT into the YouTube search feature.

The last step to the perfect flare process is

to follow the equipment manufacturer's torque specification for the flare nuts.

Again, if we are honest, most of us don't do this... primarily because most of us don't have an open-ended torque wrench. Those of us who are motorheads have torque wrenches but automotive torque wrenches are designed to be used with sockets...that won't work for torquing a flare nut.

I like the crescent torque wrench by CPS... they call it the BTLDTW BlackMax. The fact that it is a crescent design allows it to be used on a variety of flare nut sizes and it has a digital display where you program in your desired torque and it alerts you both audibly and visually when that number is achieved.

You can get more information on the CPS

BTLDTW BlackMax torque wrench at www.CPSproducts.com.

I'm convinced if we follow the three steps that I have described here; we can relinquish the flare connection's hold on the title of "weakest link."



ABOUT THE AUTHOR:

Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVAC 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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RectorSeal Introduces TripleGuard™, a Smart Water Leak Monitoring, Detection and Prevention System

Plumbing and HVAC/R contractors can now install a property-saving solution that proactively shuts off a supply water valve when piping or appliances leaks occur.

RectorSeal® LLC, Houston, a leading manufacturer of quality plumbing and HVAC/R products, introduces TripleGuard™, a smart, electronic water leak monitoring, detection and prevention system product line that guards against property damaging, infrastructure water source leaks in residential and commercial real estate.

Available through North American plumbing and HVAC/R wholesalers, TripleGuard is ideal for any real estate owner or manager overseeing property with dish washers, clothes washers, sinks, hot water heaters, hydronic/plumbing piping and other potential water leak sources.

TripleGuard consists of two products that are

maintenance-free and installable in less than an hour: 1) the TripleGuard Smart for Cloud-based monitored facility leak protection; and 2) the TripleGuard Active appliance lead shutoff, designed mainly for single source protection such as water heaters.

While the plumbing industry currently has many leak detectors, few brands actually proactively stop water flow and subsequent property damage while also enabling the user with cloud-based control remotely or onsite via smartphones or the Internet. “Statistics reveal North American water damage insurance claims total billions of dollars annually and 250-gallons (946-liters) of water can potentially leak daily from just an 1/8-inch

(3-mm) crack in a pipe,” said Brian Ilagan, TripleGuard senior product manager.

The TripleGuard Smart system includes:

- Actuator shutoff unit for the supply water line. The actuator is a high-torque design that fits over a 3/4, 1, or 1-1/4-inch (228, 305, 381-mm) ball valve (sold separately) on a building or zone’s primary water supply piping. It operates wireless with 4 AA batteries. The actuator is designed to withstand fully-submersed natural flooding situations and in temperature extremes from -4°F to 124°F (-20°C to 51°C) temperatures. The actuator automatically closes and opens the ball valve monthly to proactively prevent scale buildup, thus requiring no maintenance

other than battery replacement every four years;

- Two water leak detectors. The sensors require two AA-batteries and placement under a potential water leak source. Maintenance requires battery change out every two years;

- A Cloud-connected HUB. A 915-Mhz wireless device connects to the Cloud via Wi-Fi or a hard-wired modem Ethernet connection. The smart device accepts wireless communications from the sensors, and then monitors sensor status (scalable up to 30 sensors/HUB). When a sensor detects water, the HUB receives the communication and then wirelessly signals the actuator to close. HUB maintains a historical record of sensors for troubleshooting and status reports.

A smartphone app. The app allows remote access to the HUB for monitoring and controlling operation. The app can also be used to manually shutdown the building or HUB zone water supply remotely when unoccupied.

The TripleGuard Active is a one-piece actuator valve that monitors and detects water heater leaks. Its single 10-foot-long (3-meter), umbilical cord-connected sensor placed in the water heater pan automatically deactivates the cold water shutoff valve when detecting a water leak presence. “Statistics reports that 75-percent of water heaters fail within 12 years and cause property damage,” added Ilagan.

The TripleGuard product line’s other features include:

- One-year product warranty;

- Valve is NSF/ANSI Standard 61 (NSF-61) and NSF-372 certified for potable water;

- Multiple kits can be observed simultaneously on a manifest monitoring system for Home Owner Associations (HOA), multi-family housing management departments, and other overseers of large facilities with multiple units;

- Potential for reducing property insurance premiums and satisfying insurers’ water leak policy provisions;

- Future generations will integrate with Internet of Things (IoT) platforms;

For more information on TripleGuard, please visit the RectorSeal webpage www.rectorseal.com/tripleguard



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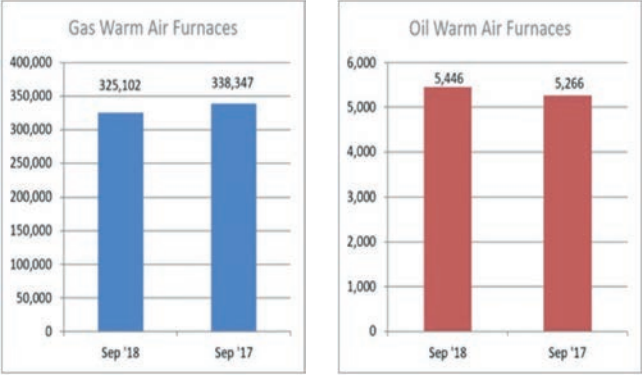
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AHRI Releases July 2018 U.S. Heating and Cooling Equipment Shipment Data

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for July 2018 increased U.S. shipments of gas warm air furnaces for September 2018 decreased 3.9 percent, to 325,102 units, down from 338,347 units shipped in September 2017. Oil warm air furnace shipments increased 3.4 percent, to 5,446 units in September 2018, up from 5,266 units shipped in September 2017.

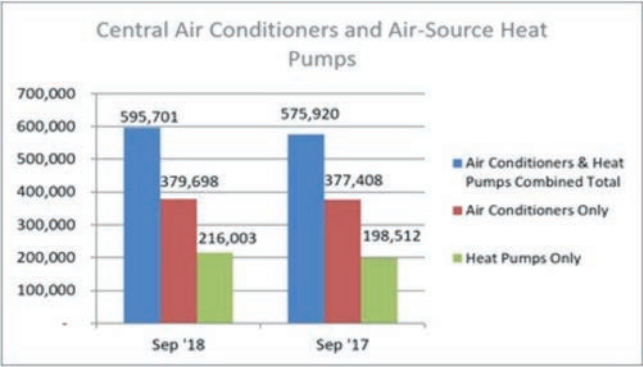


Year-to-date U.S. shipments of gas warm air furnaces increased 9.3 percent, to 2,489,020 units, compared with 2,276,889 units shipped during the same period in 2017. Year-to-date U.S. shipments of oil warm air furnaces increased 4.8 percent, to 24,553 units, compared with 23,422 units shipped during the same period in 2017.

Year-to-Date			
	Sep '18 YTD	Sep '17 YTD	% Chg.
Gas Warm Air Furnaces	2,489,020	2,276,889	+9.3
Oil Warm Air Furnaces	24,553	23,422	+4.8

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 595,701 units in September 2018, up 3.4 percent from 575,920 units shipped in September 2017. U.S. shipments of air conditioners increased 0.6 percent, to 379,698 units, up from 377,408 units shipped in September 2017. U.S. shipments of air-source heat pumps increased 8.8 percent, to 216,003 units, up from 198,512 units shipped in September 2017.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.9 percent, to 6,890,678, up from 6,445,168 units shipped in September 2017. Year-to-date shipments of central air conditioners increased 4.4 percent, to 4,521,126 units, up from 4,329,473 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 12 percent, to 2,369,552, up from 2,115,695 units shipped during the same period in 2017.

Year-to-Date			
	Sep '18 YTD	Sep '17 YTD	% Chg.
Air Conditioners & Heat Pumps	6,890,678	6,445,168	+6.9
Air Conditioners Only	4,521,126	4,329,473	+4.4
Heat Pumps Only	2,369,552	2,115,695	+12.0

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	28,087	61.7	Under 16.5	218,584	18.4
16.5-21.9	48,419	-38.5	16.5-21.9	543,989	-29.8
22-26.9	108,508	10.2	22-26.9	1,313,632	11.0
27-32.9	87,068	13.9	27-32.9	1,088,594	12.3
33-38.9	122,200	11.6	33-38.9	1,483,708	13.9
39-43.9	45,239	3.8	39-43.9	548,820	13.1
44-53.9	69,689	4.9	44-53.9	805,898	13.1
54-64.9	60,622	3.9	54-64.9	642,399	-9.8
65-96.9	8,920	-2.0	65-96.9	87,144	0.5
97-134.9	7,140	-6.5	97-134.9	67,252	-0.4
135-184.9	4,925	-3.9	135-184.9	45,482	1.3
185-249.9	2,137	3.9	185-249.9	19,627	0.7
250-319.9	1,438	-5.5	250-319.9	12,904	1.4
320-379.9	338	-8.2	320-379.9	3,245	0.2
380-539.9	365	-3.7	380-539.9	3,268	-10.0
540-639.9	264	0.8	540-639.9	2,628	5.5
640-799.9	99	-34.0	640 & Over	1,071	-4.4
800.0-899.9	73	78.0	800.0-899.9	602	16.2
900.0-999.9	56	-3.4	900.0-999.9	683	20.9
1,000.0-1,199.9	37	-43.1	1,000.0-1,199.9	395	8.5
1,200.0 & Over	77	19.8	1,200.0 & Over	753	5.6
TOTAL	595,701	3.4	TOTAL	6,890,678	6.9

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>.

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Product News

Honeywell Solstice® Refrigerant with Lower Global Warming Potential Approved by Tecumseh

Solution to be deployed globally in low- and medium-temperature applications' compressors and condensing units

Morris Plains, New Jersey – Honeywell (NYSE: HON) today announced that Tecumseh Products Company has approved Solstice N40 (R-448A) refrigerant with a lower global-warming-potential (GWP) for the reciprocating compressors used in its global commercial refrigeration systems.

The approval follows extensive testing by Tecumseh and confirms Solstice N40's global acceptance as an alternative to the use of R-404A in self-contained integral systems and condensing units, when utilized according to Tecumseh application guidelines.

Based on hydrofluoroolefin (HFO) technology, Solstice N40 is the most widely accepted, lowest GWP, non-flammable replacement for R-404A in the supermarket industry. It is used in almost 16,000 stores in Europe alone. It offers GWP that is

approximately 60 percent lower than legacy hydrofluorocarbon (HFC) refrigerants such as R-404A. In addition, Solstice N40 also consumes less energy: in U.S. and European supermarket trials, Solstice N40 demonstrated in average 5% lower energy consumption in low-temperature applications and 5% to 15% percent lower energy consumption in medium-temperature applications compared with R-404A.

"We are delighted Tecumseh is enabling the use of Solstice N40 globally," said Robert Kebby, global business manager – refrigeration, Honeywell Fluorine Products. "Solstice N40 is gaining momentum across the industry because it helps users lower their carbon footprints and save energy."

For more information about Solstice N40, visit <https://www.fluorineproducts-honeywell.com>.

Mitsubishi Electric Trane HVAC US Releases kumo cloud® Skill for Amazon Alexa

Makes home personalization easy with voice control

Suwanee, Georgia – Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Zoned Comfort Solutions® and Variable Refrigerant Flow (VRF) heating and cooling systems, announces kumo cloud® app integration with Amazon Alexa.

Kumo cloud mobile app and web service put enhanced control of heating and cooling at users' fingertips, no matter where they are. The integration with Alexa allows homeowners to enable and control their Mitsubishi Electric system simply by asking Alexa. To begin, homeowners must download the Alexa app and enable the kumo cloud smart home skill within the app. Once linked to the homeowner's account, the app allows users to turn their system on/off, change set points or modes for an

individual zone or entire group, as well as request zone status, including the humidity or current temperature simply by asking Alexa or using the app.

Once the skill is enabled, homeowners can use voice prompts such as, "Alexa, what is the temperature in the bedroom," to check the room's current temperature. Customers also have the option to rename zones to "kitchen," or "girl's room," for added customization.

The kumo cloud app is compatible with iOS, Android and Fire OS devices. To learn more, visit www.mitsubishicomfort.com/kumocloud.

All product names mentioned herein are trademarks or registered trademarks of their respective owners.

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It's On My Heart: Make Your Own Weather Plus 1!

Just had a trip to Minneapolis, traveled with a distributor rep for two days. Al Weber is a seasoned veteran, does a great job as territory manager working that area. He sees dealers of all sizes, from guys who are working out of their house to companies that have dozens of team members. One thing they all have in common; they are all affected by the weather.

I was there late Oct, it was still pretty nice out. Did not need my puffy coat, brought it, but left it in the car most of the time. Several dealers we spoke to said, when it gets cold we are busy for the entire winter. The problem was that it had not gotten cold yet. They need 25 degrees or in that range to kick off the busy season.

Al told me a story of growing up in Iowa, parents owned a gas station. When it got slow, Al would walk downtown (small town) and knock on the doors of the businesses, ask if they needed

any car maintenance or repair work done. Offered a discount on the spot if they said they could do it that day. So he made things happen that very day.

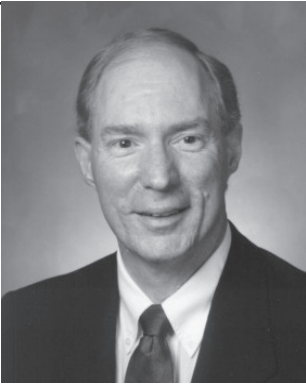
Now, how does that apply to us? Exactly that same idea fits for our industry. We continually wait on the weather, hoping it will be 15 or 115 degrees, that is when we get real smart. And busy. The opportunity is that it may not get real cold or hot, at least not when we want. So you, as the owner/manager/sales rep or even technician has to move now, get something to kick in today. Knocking on doors, calling existing customers, or stopping by an install to see how they like the system, and to get a positive review, these are all weather creating actions. Actions that can lead to the crews doing something that can be billed, rather than clean the gutters, paint the office, etc. So take action, don't blame the weather for not showing up, make your own weather.

Now, for a new subject, it is the time for my year-end message. Take time this holiday season to thank those that work for you for doing a sometimes-difficult job. We in the hvac industry work in tight attics and crawl spaces, unconditioned spaces, on roofs and other unpleasant places. We get called out when it is freezing cold and blazing hot, sometimes missing out on a child's soccer game or dinner. I can remember one Christmas Eve, got a knock on the door at 7 PM. Went to the door expecting carolers, instead found a neighbor and a stranger looking at me. The stranger was the neighbor's friend, his unit was not heating. Neighbor asked if I could help. I had some fuses, gave him an assortment, told him to call the office (he had already done that, found out it was double time) if that did not fix it, no more that I could do. That is our industry, not exactly a 9-5

operation. So thank the team for being involved in another trip around the sun.

And what else? Look for ways to be involved in your community. To give back to the town that supports you with business. Contact the local non-profits, church groups, Salvation Army, senior citizens home. See how you may help those who need a hand out this time of year. I can remember one year Donley Service adopted several families at Christmas, gave us all a positive feeling to help others. And the families were really thankful. Not sure how to proceed? Send a message out to your customers on an email blast, or on FaceBook, we are ready to help those in the community, let us know if you have a neighbor/family/friends who are needing our services or anything this season. Start with one family, move on as you have ability.

SEE HINSHAW PG.21



Jim Hinshaw

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

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

profitability, all phases of the business.

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

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

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

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

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

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HINSHAW con't

How about your neighborhood? People around your home or business may need assistance but uncomfortable asking for help. Just the fact that you reached out, wished them a Merry Christmas (yes, I still do the Christmas greeting), offered a plate of cookies or a small gift, that can do wonders for brightening a gloomy day. Not everyone has a Merry Christmas, some have family situations that are not pleasant at all. Many have lost loved ones, had medical issues, business downturns, life has dealt them a tough hand. You may be the only bright spot this season. More importantly, your techs are the company's eyes and ears in the marketplace. Have them look for opportunities to be a blessing when they are in the home, and to be enthusiastic and have a positive attitude for each customer.

Thanks for being part of our family, and I do hope you have a blessed Christmas!

Shafer Services Plus of San Antonio, Texas, Receives Inaugural American Standard® 2018 Building a Higher Standard Award

From helping burn victims to providing home comfort to those in need, local HVAC dealer is recognized for outstanding commitment to employees, customers and the community

San Antonio, Tx. – American Standard® Heating & Air Conditioning, a leading provider of indoor comfort solutions and services, and a brand of Ingersoll Rand, announced today the 2018 winners of the Building a Higher Standard awards for commitment to customers, employees and their communities.

American Standard launched the awards program this year to recognize independent HVAC dealers across the country for exemplifying the brand's core values, including integrity, community involvement, teamwork, and a focus on continuous improvement in the pursuit of excellence.

Among the 2018 American Standard "Building



a Higher Standard" winners is Shafer Services Plus of San Antonio, Texas. This dealer sought to share its resources and better the community through its "Serving South Texas" initiative. This program honors deserving community members who are dealing

with life-changing conditions or personal hardships by providing free services and systems to increase their home comfort level.

As part of "Serving South Texas," Shafer Services Plus installed new high-efficiency systems for two local veterans

impacted by critical wounds and other injuries sustained during their time in service.

To learn more about the Shafer Services Plus story, visit amsd.us/Shafer.

"The Building a Higher Standard award is our new highest honor for our highly

skilled, dedicated and valuable partners who represent our brand," said John Hofmann, vice president for American Standard. "Our dealer network supports American Standard's goals of delivering an unparalleled experience that provides high quality heating and air conditioning solutions and services."

2018 was the inaugural year for the annual awards program. Winners were selected from a competitive pool of nominations. The winners of are featured in a video series playing across national and regional media through January 2019. For more information about the American Standard's Building a Higher Standard awards program, please visit <http://amsd.us/BAHS>.



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Product News

Nortek Global HVAC Receives Patent for A/C Hot Gas Reheat Circuit Modulation

Air conditioning systems, especially dedicated outdoor air systems (DOAS), can now eliminate frosting without interrupting the dehumidification cycle.

St. Louis—Nortek Global HVAC, O'Fallon, Mo., a leading manufacturer of HVAC equipment, was granted a U.S. patent for a method of controlling and stabilizing hot gas reheat circuits in air conditioning systems.

Patent number U.S. 10,066,860 B2 lists the inventors as four Nortek employees: James Patrick Downie, controls department manager; Richard Brian Reed, design engineer; Richard Gerard Blasko, director of engineering; John Patrick McKissack, P.E., product manager; and a former Nortek cooling research engineer, Avinash Keshavrao Gholap, Ph.D.

The method eliminates hot gas reheat circuit instability and the risk potential of freezing experienced by most current air conditioning reheat technology, especially on dedicated outdoor air systems (DOAS) when operating during cold and high humidity ambient conditions. The current industry standard typically protects systems only mechanically with inefficient on/off thermostatic expansion valve (TXV) bypass diversions.

Reheat is required when the space has no internal load, however the outside air needs to be dehumidified and delivered to the space. The most critical reheat time is spring and fall rainy seasons with outdoor ambient temperatures between 56-66°F. Conventional direct expansion (DX) systems avert

cold weather evaporator frosting through a coil frost-stat that deactivates the DX system when the evaporator coil temperature reaches 32°F. Other solutions utilize ineffective low ambient condenser fan control.

Instead, the patented Nortek method, which already appears on Reznor and Mammoth branded DOAS units, uses a DDC algorithm to prevent sub-cooling of the evaporator coil via a DDC-controlled modulating hot gas reheat TXV. Therefore, the DOAS' dehumidification operation functions without coil frosting or inefficient air conditioning process interruption. The net result is stable and uninterrupted humidity control for the operation.

The method solves three following drawbacks associated with conventional DOAS:

- Loss of cooling capacity when cycling between reheat and no reheat operation;
- Freezing of the evaporator coil in 56-66°F ambient conditions;
- Insufficient oil return due to poor refrigerant management that ultimately causes DX system failure.

For the specifying engineer or service contractor, this methodology will provide a more effective dehumidification cycle and better, more reliable reheat and air comfort control for their customers' DOAS units. Room humidity control remains stable regardless of outdoor ambient conditions.

2018 Energy Efficiency Indicator Survey: More than Half of Global Organizations Plan to Increase Energy Efficiency Spending in Next 12 Months

Milwaukee – Johnson Controls, a global leader in creating smart cities, unveiled the findings from its 2018 Energy Efficiency Indicator (EEI) survey, revealing that U.S. organizations are planning to increase investments in smart building measures including building controls and building systems integration at a greater rate than more traditional energy efficiency measures.

The survey of nearly 2,000 facility and energy management executives from 20 countries found that 57 percent of organizations in the United States and 59 percent of global organizations plan to increase investment in energy efficiency in the next year.

Over the past decade, traditional energy efficiency measures – such as HVAC equipment improvements and lighting upgrades – have become table stakes for many organizations. Today, organizations identify greenhouse gas footprint reduction, energy cost savings, energy security and enhanced reputation as key drivers of investment fueling growth in green, net zero energy and resilient buildings.

Smart Buildings Driving Future Investment

Building controls improvements were cited as the most popular investment for the next 12 months among U.S. organizations, with 68 percent of respondents planning to implement this measure. Building system integration saw a 23 percent increase in respondents planning to invest in 2019 compared to 2018, the largest increase of any measure in the survey.

To download the full results, please visit: <https://www.johnsoncontrols.com/insights/2018/buildings/features/2018-energy-efficiencyindicator>.

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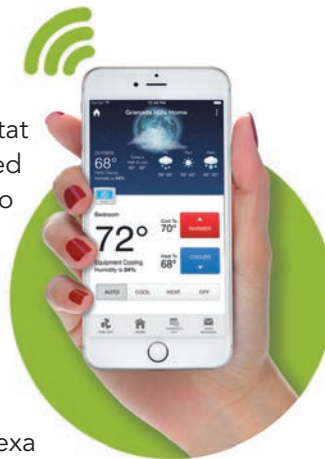
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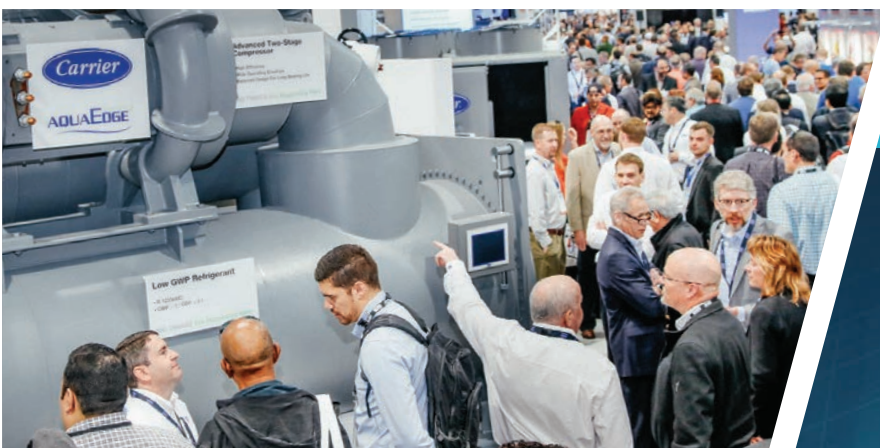
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Danfoss Acquires US-Based Industrial Refrigeration Technology Leader

Danfoss today announced the acquisition of AAIM Controls Inc., located in Waynesboro, Pennsylvania, US. As a leader in the North American industrial refrigeration market, AAIM Controls is a specialized supplier of custom-designed regulation and control automation solutions, from motor starters to complete PLC systems. With the acquisition, Danfoss moves to a strong and unique position as a systems provider within industrial refrigeration.

With global megatrends like digitalization and combatting climate change driving the industrial refrigeration market forward, the demand is increasing for bundled solutions of products, as well as intelligent control and automation, that increase energy efficiency, ensure food safety, and help in the transition to alternative, climate-friendly refrigerants.

Arthur Marshall, one of the founders of AAIM Controls, said, "Becoming part of the Danfoss family will give us great options for expanding into new areas, and I'm confident that the partnership with Danfoss will open up new business opportunities. Not only do we share the same ideas of how to develop the business, but we also have the same values when it comes to our people and how to drive growth."

AAIM Controls Inc. was founded in 2003 by Art Marshall and Alan Izer, and employs 24 people within administration, engineering, and manufacturing in their 16,000-square-foot facility in Waynesboro, Pennsylvania, USA. <http://www.aaimcontrols.com/>

LG Strengthens Relationship with National Distributor Baker Distributing Company

Baker Expanding Offering of LG HVAC Solutions to 200+ Locations Nationwide

Alpharetta, Ga. – Air conditioning technologies innovator LG Electronics is building on its existing partnership with nationwide distributor Baker Distributing Company by expanding its entire lineup of residential and light commercial heating and cooling solutions to more than 200 locations coast-to-coast.

"After debuting LG products in locations across the West coast in 2014, Baker has proved to be an instrumental partner in not only selling our award-winning products, but sharing common values in educating contractors on the essential skills needed to be successful," said Kevin McNamara, senior vice president and general manager, LG Air Conditioning Technologies. "With availability in more than 200 Baker branches, contractors have greater access to training and the LG HVAC solutions to deliver on the quality, performance and style that consumers expect from their heating and cooling systems."

LG offers unmatched flexibility and performance within its portfolio. Whether it's duct-free, ducted or a combination of the two, contractors have the flexibility to install the solution that best suits the customer's design and functionality needs. And with the recent availability of Wi-Fi on virtually all LG indoor units making them compatible with the LG SmartThinQ app, contractors can

now offer their customers an energy-efficient and stylish HVAC system without having to sacrifice convenience. The LG SmartThinQ app is also integrated with both Amazon Alexa and Google Assistant enabling voice control on the user's preferred platform for the truly connected home experience.

"Baker Distributing works hard to ensure that obtaining high quality HVAC products is quick and convenient for our customers and is equally committed to top-tier training for contractors on today's most popular solutions at one of our participating partner academies," said Matt Roth, president, Baker Distributing Company. "Through continually pushing boundaries in air conditioning technologies, LG's leading the industry with innovative technology and flexible connectivity solutions, and that makes them a tremendous partner in providing award-winning solutions for a wide range of projects for our customers."

In conjunction with Baker, LG will be bringing its "LG Technology Roadshow" – a unique mobile showroom on wheels – to a number of Baker locations starting in mid-October to offer Baker's customers a hands-on experience with LG's latest air conditioning technologies.

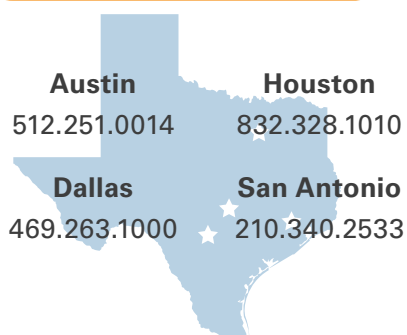
For more information on LG's complete portfolio of air conditioning systems visit lghvac.com.



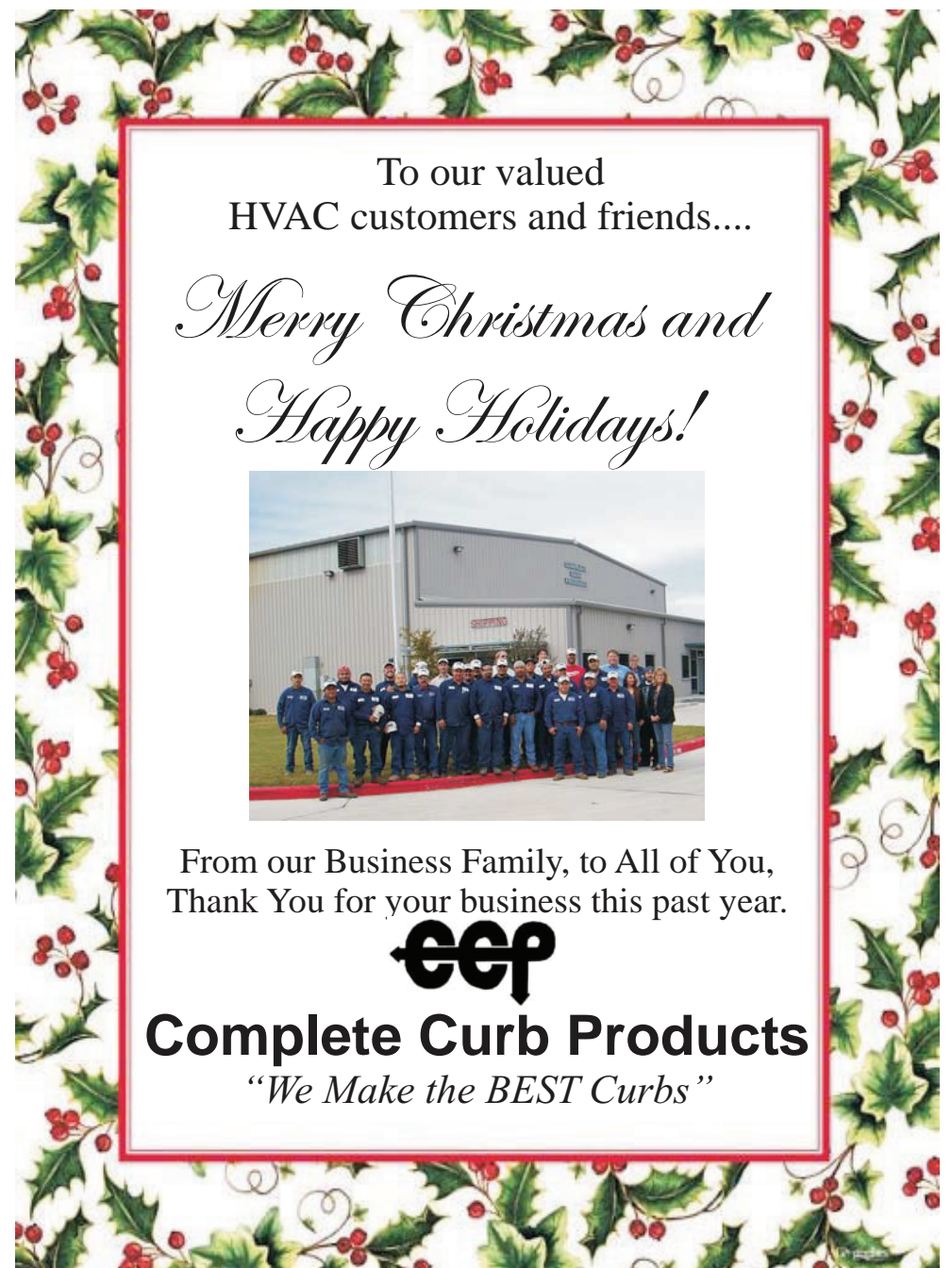
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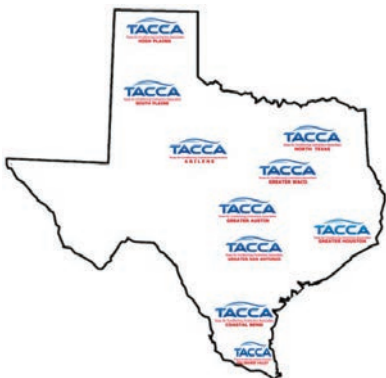
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www.tacca.org

TACCA Local Chapters

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Greater Houston
Greater San Antonio
Greater Waco
High Plains
North Texas
Rio Grande Valley
South Plains



TACCA Welcomes the following new members.
Thank you for your support!

Big Country Air

- Weatherford

DMC Mechanical

- San Antonio

SOS Mechanical

- Round Rock

Universal Home Experts

- Houston

TACCA and ServiceRoundtable have joined forces to offer FREE Affiliate Membership into the ServiceRoundtable for ALL TACCA Contractor members. This valuable new membership benefit will offer TACCA members free content, discounted event rates and rebates from the Preferred Partner program. Look for more details in your inbox soon on how TACCA members can take



EXCLUSIVE BENEFITS

- 60 Day Trial Period
- Free "Equipment Loaner Program"
- Member help line: 561-404-0193
- Free "AccessOne" online reporting



- 1 SFP will provide your company with a **savings proposal** based on your unique business processing needs and our consultative analysis.
- 2 Our program offers you a **60 Day Trial Period** where you will be provided with the necessary equipment and training.
- 3 Service is the cornerstone of our business. **We take great pride in our relationships** and take specific measures to consistently ensure your satisfaction.

TACCA Teams Up with **Service First Processing** to offer YOU money, back into your pocket through the SFP savings proposal. Across Texas, Service First Processing, is saving contractors CASH MONEY on their credit card processing. **"They have made monthly phone calls to go over the savings for the first 6 months. Service First Processing has made our experience with a credit card processing company personal, and that just doesn't happen these days."** - TACCA Members, Morrow Mechanical, Spring.

Give Service First a chance to earn your business. Contact Ryan at 561-404-7687 or ryan@sfprocessing.com



TACCA wishes for everyone a glorious and festive Holiday Season

TACCA Membership Benefit #22 - Buying power through our TACCA/National Purchasing Parter (NPP) plan which includes HUGE discounts on products and services.

FAQ's — From the Texas Department of Licensing

Am I exempt from paying the late renewal fee if my TDLR license expired while I was serving on active duty?

Yes. You are exempt from paying any late renewal fee and are only required to pay the timely renewal fee. Refer to the rules governing your license type, which are available at www.tdlr.texas.gov.

Need an HVAC CE Course or License Prep Course?
More than 2800 HVAC Professionals Use TACCA Program's each year!

CE Classes:

Dec 6 - Lubbock
Dec 8 - Hurst
Dec 15 - Houston
Jan 12 - San Antonio
Jan 12 - Waco

License Prep:

Dec 15/16 - Houston
Jan 12/13 - San Antonio

Visit www.tacca.org to register!

Texas Air Conditioning Contractors Association

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

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

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

The spotlight



Taco has annouced
Geoff Bent as Southeast
Region Manager
Commercial Products



Taco has announced
John Morgan as
Area VP Western US



Taco has announced
Ric Turmel as Area VP
Central US



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Group is pleased to
announce the addition
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Executive David Burt
as CFO



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Veteran Sam Gravatt
as its Distribution
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To read the complete stories on our Spotlight People please visit www.ac-today.com

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Standard Supply and Bartos Homes for our Troops Golf Tournament

The tournament was held at Stevens Park Golf Course on October 22. The \$30,000 raised went to help Homes for our Troops.



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



TACCA The Leader in Texas Department of Licensing Approved Education

Training Opportunities

TACCA (TDLR Provider #1126) has more than 40 years experience helping Texas contractors. Classes are available at a location near you or conveniently online. Register today!

Online Continuing Education

TACCA Members
\$49.00

Industry Partners
\$60.00

Visit
www.TACCA.org

Dec 6 - Lubbock

Dec 8 - Hurst

Dec 15 - Houston

Jan 12 - San Antonio

Jan 12 - Waco

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!

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Jan 12/13 - San Antonio

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VISIT US ONLINE AT
www.TACCA.ORG

HARDI

HARDI Distributors Report 12.1 Percent Revenue Increase in September

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 12.1 percent in September 2018.



The average annualized growth for the 12 months through September 2018 is 9.8 percent.

“September was another strong month and for the same reasons as August, warmer than normal temperatures against a weak prior year,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The 9.8 percent annual sales growth is the best annual pace since eight years ago when we began to move beyond the Great Recession.”

“September saw HARDI members enjoy beneficial weather and robust economic conditions,” said HARDI Economist Paul Hallmann. “Based on initial estimates, the US economy grew at an annualized rate of 3.5% in Q3. Unemployment remains at 3.7%, a 49-year low, and consumer confidence reached an 18-year high. HARDI members should prepare for more strong economic growth early in 2019 before things start to cool down by year end.”

Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, spiked up with the strong sales this past spring. “The DSO is unusually high this month but that happens after unusually busy months like September or May of this year,” said Loftus. “One month is not a trend and this spike is explainable, if it corrects with the next report.”

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 Announces Launch of Monthly Thought Leadership Education Sessions

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI), the single voice of wholesale distribution within the HVACR industry, has announced the launch of a monthly educational webinar series to members. The first session will be held on November 19 and will feature Adam Waller, CEO of DDI System, as the guest speaker. DDI System is a prominent Enterprise Resource Planning (ERP) software provider for HVACR distributors.

The first webinar of this thought-leadership series is titled “Leveraging eCommerce, Product Content and CRM for an Unbeatable Customer Experience.” This session will discuss powerful ways that product content can deliver a unique, omnichannel buyer experience when implemented properly. In addition, Waller will take a look at how modern day ERP features can help distributors navigate today’s complex digital market with powerful tools that empower teams to elevate customer engagement.

“Partnering with DDI System for the launch of this educational webinar series was the right fit for HARDI because of DDI’s strength and expertise in the marketplace for HVACR distribution trends,” said HARDI Director of Marketing & Sales Chris DeBoer. “DDI System has been a leader in innovation for distributors for more than 25 years and has a proven record of helping HVACR distributors modernize and grow. We’re delighted to deliver yet another valuable resource to HARDI members through this new initiative.”

“We’re excited to be given the opportunity to partner with HARDI for this groundbreaking educational series,” said DDI System Director of Marketing Jennifer Rosvally. “So much of what we’ve learned throughout our years serving the industry can help shape the technology of the future. DDI hopes to provide a level of thought-provoking awareness to topics that matter most for distributors during our planned events. We are working closely with HARDI leadership to frame these topics and encourage discussions so that participants walk away with a higher understanding of where to focus resources in 2019 and beyond.”

The first educational session of this three-part series with DDI System is scheduled for November 19, and dates for the subsequent sessions will be announced in the coming months.

To learn more about DDI System’s Inform ERP for HVACR distributors, please visit ddisystem.com/hvac.

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Season's Greetings

With sincere thanks for your support throughout the year, we wish you a very happy holiday season and a prosperous New Year!

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Steve, Ray, Duane,
Gary, Kelly, John,
James, David, Lenny,
Wes, Jeremy & Dan

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& a Happy and Healthy New Year!*

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Insko's December Events Schedule

Insko 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, December 5th – Top Tech Ruud 80% Gas Furnace from 8am – 12pm located at 1209 N Interstate 35 Frontage Rd, Round Rock, TX | Only \$75

Grapevine

Tuesday, December 11th – Inverter Technology Certification & Residential Communicating Controls from 8am – 6pm located at Insko's Grapevine Training Facility | Only \$95

Houston

Wednesday, December 5th – Microchannel Coils from 8:30am – 12:30pm located at Insko's South Houston Training Facility | Only \$75

Thursday, December 13th – Mitsubishi Electric M & P Series Field Service Seminar from 8:30am – 12:30pm located at Insko's North Houston Training Facility | Only \$75

Johnstone Supply December Training Calendar

DATE	DAY	TIME	LOCATION	TOPIC	TRAINING REGISTRATION CODE	COST
Dec. 4	Tu	8 -11 am	Broadway	Basic Electricity - Part I- Ohm's- Watt's Law, Measurements & Circuit Volts,Amps,Ohm's	TRAIN18-41-26	\$35
Dec. 5	W	8am - 11am	Broadway	Basic Electricity-Part II-Ladder Diagrams, Compressors, Capacitors, Relays, Solenoids, etc	TRAIN18-41-27	\$35
Dec. 6	Th	8am - 11am	Broadway	Basic Electricity - Part III - System Electrical Troubleshooting	TRAIN18-41-28	\$35
Dec. 11	Tu	8am - 4pm	Broadway	Duct Board Fabrication - NAIMA CertificationWkshop - Part 1	TRAIN18-41-29	\$395
Dec. 12	W	8am - 4pm	Broadway	Duct Board Fabrication - NAIMA CertificationWkshop - Part 2	includes text & tools	both days
Dec. 13	Th	8am-11am	Broadway	Combustion Air Code Requirements	TRAIN18-41-30	\$35
Dec. 18	Tu	8am-11pm	Broadway	Refrigeration Cycle - Danfoss	TRAIN18-41-31	FREE
Dec. 19	W	8 - 11am	Broadway	PSC Motors Overview & Troubleshooting	TRAIN18-41-32	\$35
Dec. 20	Th	8am-3pm	Broadway	Carbon Monoxide Training & ESCO CO Certification Exam	TRAIN18-41-33	\$150
Dec. 27	Th	8 - 11am	Broadway	EPA Certification Exam Only	TRAIN18-41-34	\$85

CALENDAR OF EVENTS

Refrigeration Association of San Antonio and CASTILLO TRAINING, Sponsor are hosting the

CARBON MONOXIDE SAFETY PLUS

Instructor – BOB DWYER, Director of Training, COSA

6-HR NATE #3207-0002 CEH

Saturday, December 15, 2018

8:30 AM to 3:30 PM

LOCATION Southern Careers Institute
6963 NW Loop 410 San Antonio, TX 78238

Cost of this course \$298.00

Includes course/instructor fee, lunch and one 777 Personal belt-clipped CO Monitor (\$199.95 value)

Class is limited to 50, First Come, First Served

Extra 777 Personal belt-clipped CO Monitors are available for \$150.00 +tax each and must be noted on this form prior to the class day only.

Contact: Elena Castillo, Director, RSES or

Fax this page to 210-828-0242 and reserve your space in class

Phone (210) 828-0234, Fax (210) 828-0242

REGISTRATION DEADLINE DECEMBER 10, 2018

Insko's Newest Branches Are Now Open

Insko Distributing has built 2 brand new branches to serve you better. Each one of the new branches features:

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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

Dec 15/16 - Houston
Jan 12/13 - 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****

Lennox Grand Opening in Fort Worth TX

The event on East Risinger Road in Fort Worth featured a ribeye steak lunch, vendor fair, on site training and prizes



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





HAPPY HOLIDAYS
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ACCA Comments on EPA Proposed Rule

Opposes Revisions to Section 608 of Clean Air Act

Arlington, VA – The Air Conditioning Contractors of America (ACCA) announces that it submitted public comments on the Environmental Protection Agency's (EPA) proposed rule, Protection of Stratospheric Ozone: Revisions to the Refrigerant Management Program's Extension to Substitutes, and other portions of the Section 608 program the EPA requested comments on.

On September 18, 2018 the EPA issued the proposed rule, which would rescind leak repair, maintenance, and reporting requirements for appliances and HVACR systems containing 50 or more pounds of substitute refrigerants. Included in the proposed rule was a request for comments on other Section 608 provisions, including the possibility of allowing anyone to purchase, handle, charge, and recover substitute refrigerants.

"ACCA thanks the EPA for the opportunity to comment on these issues, which raise serious safety concerns with our members," said Barton James, ACCA interim president and CEO. "A special thanks to ACCA's Advocacy and Political Action Committee

members whose input, guidance, and firsthand knowledge of the dangers of mishandling refrigerants was critical to our feedback to the EPA."

Martin Hoover, President, Empire Heating and Air Conditioning, Decatur, Georgia, and Chairman, ACCA Advocacy & Political Action Committee, said, "The prospect of allowing the general public to purchase and handle refrigerants will create a whole host of problems for contractors. Contractors and technicians would face the even more likely prospect of servicing equipment with dangerous mixes of refrigerants, which increase system pressures and temperatures and could cause explosions. As the industry moves toward flammable refrigerants, this problem becomes an even more serious, and dangerous prospect. ACCA members urge the EPA to maintain and strengthen the Section 608 requirement to purchase and handle refrigerants."

For more information, please contact ACCA's Director of Industry and External Relations, Todd Washam, at todd.washam@acca.org or 703-824-8864.

HVAC/R Leader NAVAC Appoints New Manufacturer Representatives

Hugh M. Cunningham Companies and Appalachian Sales Group to Service NAVAC Customers Across Seven States

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 engaged two new Sales Agencies to market, sell and service its customers. Hugh M. Cunningham Companies (HMC) will represent NAVAC in New Mexico, Louisiana, Arkansas, Texas and Oklahoma, and Appalachian Sales Group (ASG) will represent the company in North and South Carolina.

For more than eight decades, Hugh M. Cunningham has represented top manufacturers of building products, including mechanical, light industrial, waterworks,

fire protection, turf, irrigation, pool, HVAC, waterwell, agriculture and plumbing. "We believe in long-term branding with our vendors," said Ted Parker, Group VP of HMC's HVAC Group, "and look forward to growing the NAVAC brand in the South Central US."

"NAVAC is extremely pleased to welcome the outstanding HMC and ASG companies to our team," said Stephen Rutherford, Director of HVAC Tools Business for NAVAC, "as we widen the territory of customers having access to NAVAC's diverse array of user-friendly equipment and tools."

For more information, navacglobal.com



The Texas Commission of Licensing and Regulation meeting previously scheduled for November 30 will now take place **Monday, December 10, 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.







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Johnstone Supply Hosts 2018 Coleman Dealer Meeting

Johnstone Supply, the exclusive nationwide Coleman Air Conditioning equipment distributor, hosted the 2018 Coleman Dealer Meeting/Sales Award Breakfast for San Antonio area Coleman dealers on Wednesday, November 14th at the DoubleTree Hotel.

Both dealers and suppliers enjoyed breakfast then presentations on equipment, training and tech support, and marketing, as well as, financing ideas and goals for the upcoming year.



Johnstone Supply and Coleman Air Conditioning Partners: Mike Wallace, Eric Rossnagel, Darryl Loggins, Greg Corley, David Pena, Frank Snyder, Jim Elkins and Ryan Godin at the Coleman Dealer Meeting.



Bev Kokos is pondering how much fun the Coleman Mini-Bike will be after he wins it.



Mike Wallace, Johnstone Supply Vice President addresses the attendees of the 2018 Coleman Dealer Meeting.



Ryan Godin, Coleman Brand Manager for Johnstone Supply opens the 2018 Coleman Dealer Meeting.



Mike Lopez and Adam Griswold greet each other during the networking session.



Bev Kokos, Rafael Cardoza and Daniel Zamora along with Johnstone Supply TSM Becky Garcia listen to a speaker during the meeting.



Johnstone Supply Marketing Manager David Pena addresses the meeting regarding upcoming marketing promotions.



Is that “The Thinker”? No, it’s Ryan Godin, Johnstone Supply Coleman Brand Manager trying the Coleman Mini-Bike on for size.



Mike Wallace, Johnstone Supply Vice President on the Coleman Mini-Bike, one of the prizes to be awarded to the first Coleman Dealer to reach the magic number.



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Robert Madden Industries is seeking motivated, energetic and qualified professionals to join the Technical Services Department. Positions are available in Austin & Lubbock Texas.

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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Tuesday December 4, 2018

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

Saturday December 8, 2018

TDLR No. 1362 Class No. 19048

•CARBON MONOXIDE SAFETY PLUS SEMINAR•

Saturday December 15, 2018

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

•EPA Exams• 1st Friday of the month

•NATE Exams• call for dates

•License Prep Classes• call for dates

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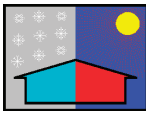


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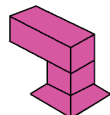
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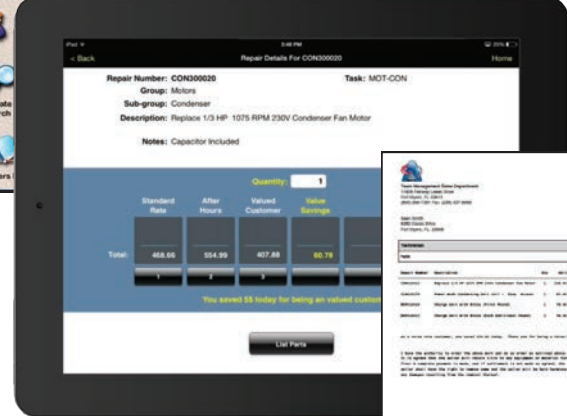
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In July 2016, readers of a national product testing and research magazine rated American Standard Heating & Air Conditioning's air conditioners and heat pumps as the most reliable brand among leading manufacturers.