



Air Conditioning TODAY



JANUARY 2019 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 33, No 1

MORSCO Open House in Spring TX



Pictures on page B4.

Hunton Distribution Grand Opening in Houston TX



Pictures on page B10.

HARDI Captures Industry Spirit with Record-Breaking 2018 Annual Conference: Legacy

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) hosted its 2018 Annual Conference earlier this month in Austin, Texas.

The event, which spanned four days from December 1-4, saw a record official attendance of 1,640 people at the JW Marriott venue.

“What we saw this year was that last year’s then-record attendance was not a fluke – there was no ‘Vegas bump’,” said CEO Talbot Gee.

The format for the event consisted of two main keynote speakers tying directly to the Legacy theme; opening keynote Matthew “Griff” Griffin and surprise closing keynote Platon.



Griffin, the founder and CEO of Combat Flips Flops, spoke on the importance of perseverance through failure to kick off the event. Platon, whose identity as the closing keynote was kept a secret until his slot during the final general session on Tuesday, spoke to the crowd about his experiences as a world-renowned portrait

photographer working with a plethora of notable figures such as Donald Trump, Vladimir Putin and Edward Snowden.

Peppered throughout the event were breakout sessions that encompassed various elements of the Legacy theme, including a dichotomy of two panel sessions that alternately featured

experienced industry leaders from both the distributor segment and the contractor segment of the HVACR industry.

Also featured during the event was the premiere of the much-anticipated Workforce Recruitment Initiative documentary, “Hot Commodity”. Featuring several HARDI members and their employees, the film looked to the future of the HVACR industry and the next round of generations entering the workforce.

The next HARDI Annual Conference will be held December 7-10, 2019 in New Orleans at the Hilton Riverside.

Pictures of the event are on pages 12-13

2019 AHR Expo to Showcase the Latest in HVACR Innovation, Products and Technologies

Show offers first look at new developments in the HVACR industry for contractors, engineers, facility managers, OEMs and other industry professionals

Westport, Conn. – The 2019 AHR Expo will preview the future of the HVACR industry with exhibitors from around the globe coming together to showcase new and upgraded products, technologies and innovations. The Show, held January 14-16, 2019 at The Georgia World Congress Center in Atlanta, is the industry’s

best place to gain insight into what’s coming in the year ahead. For further information and to register, visit ahrexpo.com.

About AHR Expo The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) is the world’s largest HVACR event, consisting of more than 2,100

exhibitors and attracting 60,000+ attendees each year. Since 1930, the Show has provided a unique forum where the entire HVACR industry, including OEMs; engineers; contractors; manufacturers; distributors; commercial, industrial and institutional facility operators; and educators can come together

to discover the latest products, learn about new technologies and develop mutually beneficial business relationships. This year’s Show, co-sponsored by ASHRAE and AHRI, will be held Jan. 14-16, 2019 at the Georgia World Congress Center, Atlanta, and is held concurrently with ASHRAE’s Winter Conference.



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Bosch Thermotechnology Corp. Contributes Complete HVAC and Hot Water Systems to Innovative Net-Zero-Energy Home

Los Angeles' Bridge House proves the future of home-building is green

Watertown, Mass.— Bosch Thermotechnology Corp., manufacturer of heating, cooling and hot water solutions, installed a complete HVAC heating and cooling system, thermostats, and a hot water system for the net-zero-energy Bridge House in Los Angeles.

Planned to integrate into the natural environment around it, the 4,500-square-foot home bridges 20 feet over a brook, giving it its moniker. In addition to its distinctive design, the home is net-zero energy and is intended to showcase innovative, eco-friendly building systems.

To contribute to the energy and system efficiency needed to obtain net-zero energy, Bosch Thermotechnology installed two Therm 940 ES outdoor tankless water heaters for hot water; two Inverter Ducted Split (IDS) air-source heat pumps for heating and cooling; and two Bosch Connected Control thermostats to control the IDS units.

In addition to Bosch Thermotechnology, Dan Brunn Architecture sought technologies and products from other Bosch divisions, including Bosch Home Appliances, Bosch Automotive Service Solutions, and Bosch Security and Safety Systems.

“Having partnered with Dan Brunn Architecture on prior projects, Bosch was proud to provide a full line of residential systems for the Bridge House, including HVAC, home security,

kitchen appliances and an electric vehicle charging station,” said Shilai Xie, manager of product management at Bosch Thermotechnology. “It’s an honor to contribute our energy-efficient solutions to such an innovative and sustainable project and help the Bridge House achieve its green building vision.”

Located in the neighborhood of Hancock Park, the cedar-clad, single-story Bridge House’s design is a nod to California’s Mid-Century Modern architectural style, with a rectilinear shape accented by grand glass doors and windows. Upon its completion in January 2019, Bridge House will be a venue for social and educational events.

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Carrier Selects R-454B—Sold by Chemours as Opteon™ XL41—to Replace R-410A in North America

R-454B is the long-term lower GWP refrigerant choice of Carrier for Ducted Residential and Light Commercial HVAC Products

Wilmington, Del. – The Chemours Company (Chemours) (NYSE: CC), a global chemistry company with leading market positions in titanium technologies, fluoroproducts and chemical solutions, announced today that

R-454B, its next generation refrigerant sold as Opteon™ XL41, has been selected by Carrier, after extensive testing and evaluation, as the primary lower Global Warming Potential (GWP) refrigerant to replace R-410A in ducted residential

and light commercial packaged products sold by Carrier in North America beginning in 2023.

The selection of R-454B enables Carrier to achieve their exacting performance standards, while exceeding the anticipated

requirements of future regulations. With a GWP of 466, Opteon™ XL41 (R-454B) reduces CO2 emissions by 78% and improves energy efficiency when compared to R-410A, and it provides over 30% reduction in GWP when compared to R-32, another

industry candidate to replace R-410A. Opteon™ XL41 was specifically developed to achieve the maximum possible reduction in GWP to satisfy long-term regulatory requirements.

“As the world moves toward more environmentally sustainable solutions, equipment manufacturers are searching for lower GWP options that will meet future regulations and can deliver on performance. Opteon™ XL41 achieves just that,” says Diego Boeri, vice president of Chemours Fluorochemicals. “We are thrilled to work in collaboration with Carrier to bring about transformative change for the air-conditioning industry. Chemours is committed to delivering world-class technology through responsible chemistry that reduces impact on global climate change.”

Opteon™ XL41 (R-454B) is an ASHRAE Class A2L (lower flammability), hydrofluoro-olefin based refrigerant and was chosen by Carrier for its balance of performance, energy use and safety, combined with the longevity and peace of mind it offers customers as a low GWP replacement for R-410A. Carrier will market R-454B as Puron Advance™ across North America.

Chemours offers a full portfolio of low GWP solutions under the Opteon™ brand, that deliver the optimal balance of performance, safety, and environmental sustainability for chillers, commercial refrigeration, air conditioning and heat pumps.

Learn more at Opteon.com

Carrier Announces Commercial Products Price Increase

Palm Beach Gardens, Florida – Carrier, which manufactures products under the Carrier, Bryant, Payne and ICP brand names, announces a price increase of up to 6 percent on commercial heating, ventilating and air-conditioning equipment. It will be implemented effective Jan. 14, 2019.

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AHRI Welcomes Samantha Slater as Vice President, Government Affairs

AHRI is pleased to welcome Samantha Slater to the team as Vice President of Government Affairs, overseeing all of AHRI's federal and state legislative activities. Slater comes to AHRI from the Renewable Fuels Association, where she was lead lobbyist for the past 10 years, with accomplishments that included preserving ethanol's role in the federal renewable fuels standard as well as the federal tax credit for ethanol. Slater has spent more than 20 years in government relations, working across party lines of all levels of government as an industry advocate on public policy issues related to energy, environment, and the economy.

Slater, who holds a degree in International Studies from American University in Washington, DC, will begin January 2, 2019. First reported by AHRI Update.

Is your website doing its job? Part One

These days your website is the epicenter of your marketing activity, feeding social and email campaigns, answering customer questions and capturing leads. Use this outline to conduct a website performance review to see if your website is living up to its full marketing potential.

Start with Analytics.

Install an analytics package on your website. If you have a WordPress website, WordPress Stats will give you some basic information, but we strongly suggest installing Google Analytics. The tool is free and will give you critical insights into visitor's behavior, keyword traffic, bounce rates, and other information you need to know.

How many visitors come to your site?

Next, it is time to dive into the data. Look at traffic trends. As you look at the numbers you will see trends, but more importantly, you will uncover opportunities for improvement.

Is your traffic growing? If you have a seasonal business be sure to compare year over year traffic.

Do you have fairly consistent traffic or are there spikes? If you can identify what drives the spikes in traffic you have a key to the type of activities

you should do more often. Does traffic spike when you send a newsletter? You might want to consider adding a second newsletter or actively promoting your email program to grow your list.

How are people finding your site?

Some people will come to your site by typing in the name of your company, others will simply search for a keyword or phrase. Some people will be referred to your website from a link from an email, social media, or another site. There is no perfect mix or right percentage. Instead, your objective should be to improve each over time.

Pay close attention to referral traffic which comes to your website from another website. While search engines don't value links as highly as they once did in establishing your authority, a referral from another high-quality site still brings traffic. So take time to expand your referring sites, increasing the outlets where people might bump into you. You can build these critical, credible external links by promoting others. Write blog posts about others, link to their site, post quality comments on other sites, engage in conversations, and bloggers will return the favor. It may take a while to get noticed, but it will come in time.

Look at the Key Words

Google does not make it easy to identify the keywords which drive people to your website. But you can back into the information by looking at your landing pages. Are there obscure blog posts that continue to generate traffic month in and month out? If so you can guess that the topics contain relevant keywords for your audience.

Once you identify several keywords be sure to include these phrases in the first few paragraphs, excerpts, summaries categories, and tags of web pages and posts. Use tools like Google Ad words, even if you aren't going to run a campaign this will help you understand how competitive your terms are, and help you find relevant alternatives.

Do some keyword searches. What keywords do you want people to use to find you? For us, it's things like Indianapolis web design and Indianapolis social media. We frequently run Google searches on these words to better understand where we rank, where our competition ranks and how we can move up on the search engine results pages. You should be doing the same.

Next Month we will talk about the Visual elements of your website.



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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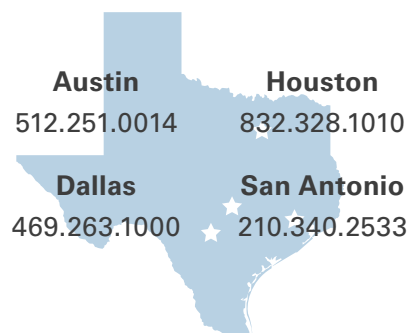
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PENN® Controls Celebrates 100 Years of Leadership and Refrigeration Expertise

Milwaukee – PENN® Controls, a brand of Johnson Controls, will mark its 100th anniversary in 2019. The company, which offers a complete line of commercial refrigeration controls products, was founded in 1919 by brothers Ralph and Albert Penn.

In 1919, the Penn brothers co-founded the Penn Electric Machine Company in Des Moines, Iowa. Its first product was the innovative Type S pressure switch, which Albert developed to automatically operate electric motor-driven water pumps. Their commitment to product innovation continued and in 1924, the Penn Electric Machine Company was awarded its first patent for a quick-acting switch mechanism.

Recognizing a 50-year legacy of innovation, the Johnson

Service Company (now Johnson Controls) acquired PENN Controls in 1968, expanding its manufacturing capabilities and international business. In 1986, PENN Controls introduced its first electronic modular temperature control, the System 350, which is still manufactured today.

The PENN Controls spirit of innovation that inspired Ralph and Albert Penn to found their company still lives on 100 years later in their product offerings, which include:

- A525 Series electronic refrigeration controllers with adaptive defrost
- MR5, a versatile, multifunctional, programmable temperature control
- QREV (Quick Response Expansion Valve) and PSHC

(Precision Super Heat Controller), which form an electronically controlled expansion valve

Future opportunities are available for PENN to bring precision controls to the supermarket, restaurant, convenience store and beverage industries – especially the brewing industry – where temperature and humidity control are essential to the fermentation process.

“We’re not only looking back at PENN’s 100-year history,” added Legeza. “We’re looking forward to embarking on our next century of innovation in controls, with the momentum of our legacy and expertise to propel us.”

For more information on PENN Controls, visit <http://penncontrols.com/>

Ice Air Receives AHRI Certification for Complete Line of Fan Coil Unit Products

Mt. Vernon, NY – Ice Air®, the developer and manufacturer of a wide variety of HVAC units and a member of the AHRI (Air-Conditioning, Heating, & Refrigeration Institute) Certification Program, has announced that their entire line of Fan Coil Units (FCU) series products have now earned AHRI certification. The announcement was made by Ice Air Co-CEOs Mo Siegel and Ric Nadel. As an AHRI member, Ice Air’s FCU series products were tested and certified to the highest industry performance standards and will carry the AHRI certified label.

One of those requirements that is mandatory for program participants is to comply with the provisions of the latest edition of ANSI/AHRI 440, Performance Rating of Room Fan-Coils (Standard). “This gives us the common language we need with our customers and engineers when we talk about our FCUs,” notes Ric Nadel, Ice Air’s Co-CEO and Chairman. “That means test requirements, rating requirements, minimum data requirements for published ratings is all there, for everyone to see and comprehend. It makes doing business that much better for the entire team.”

Ice Air’s complete line of AHRI-certified Fan Coil units includes the Fan Coil Horizontal Concealed (FCHC) series, the Fan Coil Hi Rise (FCHR) series, the Fan Coil Horizontal Ultra Thin (FCHU) series, the Fan Coil Vertical Concealed (FCVC) series, and the Fan Coil Vertical Exposed (FCVE) series.

Products that are certified through the AHRI Product Performance Certification Program are continuously tested, at the direction of AHRI, by an independent third-party laboratory, contracted by AHRI, to determine the product’s ability to conform to one or more product rating standards or specifications.

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The Duct-Free Zone

By Gerry Wagner

I am very proud of the GREE mini split troubleshooting curriculum I have created. It represents my 20 years or so of personal experience with inverter mini splits as well as what I have learned from attendees of my training events. Yes, I learn as much from them as they do from me!

The troubleshooting curriculum, as it is today, is multi-media based...power-point, video, product manuals and more are used throughout the 4 hour event.

I offer the notes from the class in an MP4 video format to those who attend by having them answer a 9 question survey about the class. One of the 9 questions asks, "how can we make the class better?" The #1 answer consistently is... "provide hands-on training."

Hands-on training has been difficult, if not impossible for

me...any traveling trainer for that matter, to provide in any real productive manner. Here have been the inherent challenges of hands-on training...

- In a post 9/11 world, traveling with equipment is virtually impossible. It's hard enough getting simple laptop computers and power-point projectors through TSA nevertheless HVAC equipment.

- Establishing product labs where such hands-on events could take place is economically challenging, (expensive). I have conducted training events in 43 states...even if we built 43 labs, if the lab is in Jacksonville, FL it is too far for installers / technicians from southern Florida to travel.

- As you all know, the inverter mini split technology is changing, (for the better) almost on an 18 - 24 month cycle. A "brick & mortar" product lab would have to be updated each and every time new

technology and new product was introduced.

- The greatest challenge from the instructor's point of view has always been what I call the "one wrench man - two shoulder limitation". I have conducted hands-on events in the past and what inevitably happens is that only one attendee can be the wrench man, the guy actually turning the wrench on the piece of equipment. The wrench man has two other attendees leaning over his shoulders, observing his work...the other 15 or more attendees can't see what is going on so they disengage. They go for a cup of coffee, have private conversations, go out for a smoke, etc.

About a year ago I started looking for a viable alternative to the traditional hands-on training...and I am thrilled to tell you I found it and it is incredible!

VIRTUAL REALITY VR!

GREE and I are partnering with the leader in HVAC Virtual

Reality VR learning, Interplay Learning out of Austin, TX.

In 2019, the GREE troubleshooting training events will feature VR elements to the training where I can take what Interplay Learning calls, "VR in a box" on a plane with me and set up a Virtual Reality GREE lab anywhere in the United States and beyond!

If you have never experienced VR with the hardware, (headset and hand-pods) I won't even try to describe the experience other than to say it will blow your mind! You lose all sense of the "virtual" and you feel like you are in the "reality" of working on an actual piece of equipment.

VR also solves the issue of the "one wrench man / two shoulders" issue I described earlier.

Only one attendee can be wearing the hardware at one time but, what the wrench man is seeing with the headset

the entire class will be seeing simultaneously, projected onto a jumbotron-type screen.

Virtual Reality by its nature is a very social activity. Where in the past, attendees would disengage because they couldn't see what was going on, with VR they not only see, they become involved with the wrench man, offering assistance and direction.

Another aspect to VR is that the training doesn't have to end when the class is over...

3D Virtual Reality is based in a 2D format that can, and will be available online to all GREE troubleshooting event attendees so that they can continue to use the same simulation in a 2D format when they get home or in their shops to further refine their skills.

GREE will be the first inverter mini split manufacturer to offer this incredible technology in their training and I am thrilled to be the trainer they chose to bring it to you!

GREE troubleshooting event dates, times and locations for 2019 will soon be posted at www.TWClimate.com under the "resources" tab.

If you would like to learn more about Interplay Learning, see their website at www.InterplayLearning.com



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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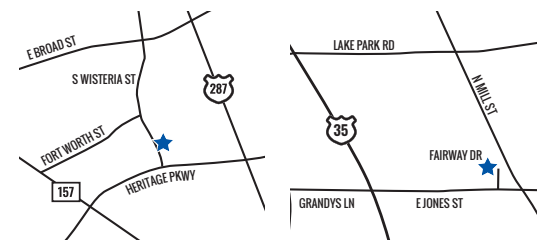
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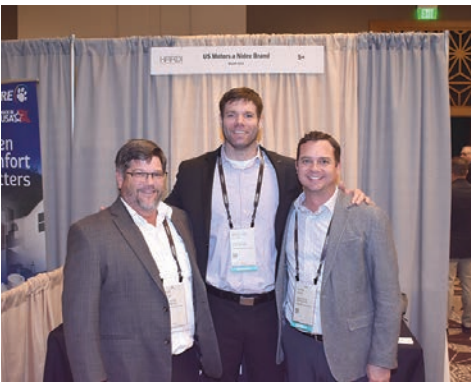
Anastasia Harold with Coolfront



Bill McDaniel and Robin Armijo with McDaniel Metals



Keri Kalschultz and Melissa Hyatt with FTL Finance



Brad Jacka, Morgan Silvey and Ryan Wade with Nidec Motor Corp



Carl Pollex with 5-2-1 Compressor Saver



Chad Rawlings and Todd Day with Standard Supply



Chip Kirkland, John Brower and Mark Kirby with Atco



Colleen Keyworth and Mayra Lira



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David Imig, Justin Hilaire and Michael Reilly with EWC Controls



David Lax, Daniel Cooper and Matt Cowley with Spectroline



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Jennifer Bryan, Adrian Gunder, Lexie Gunder, Greg Borr and Eric Griffin with Panasonic



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Patti Ellingson with Copper Atkins



Robert Boesch with Aspen Pumps and Greg Jourtras with Goodman



Robert Burnette and Mike Woolsey with Glasfloss Industries



Scott Rucas and Paige Desjardins with Goodman



Sean Holloway talks to customers about Rectorseal products



Sean Wahl, Ryan Charles and Matt Charles with RGF Environmental



Steve Wood, John Saathoff and Randy Burg at the Hartland Controls booth



Suzi Agar and Jason Vavra with Cody Company



Tatiana Carbonell and Alejandra Parra with Tradewinds Climate Systems



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Tommy Scheurer, Mark Coleman and David Mitchell with Mitchell Enterprises



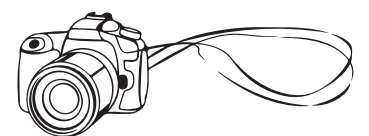
Trevor Piccione, Gerson Gavin and Tim Chapa with Aspen Manufacturing



Troy Evans and John Jeffers with CPS Products



Wes Swank, Michael Maloney and Patrick Maloney with Coburn Supply



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

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AHRI Announces New Officers, Presents Awards

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) held its inaugural Leadership Forum November 11-13 in Tucson, Ariz., during which it elected its new officers and presented awards to industry leaders.

“Without these dedicated industry leaders, AHRI would not be the recognized voice of the industry and reliable source for information,” said AHRI President and CEO Stephen Yurek. “We are very grateful for their service to AHRI and the HVACR and water heating industry.”

AHRI’s new Chairman is William Steel, President & CEO of Bard Manufacturing Company, an Ohio-based manufacturer residential and commercial heating and air conditioning equipment.

The AHRI Board of Directors is as follows:

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Vice Chairman: John Galyen, President, Danfoss

Vice Chairman: Mike Schwartz, CEO, Daikin Applied

Treasurer: Ron Duncan, President, Magic Aire

Immediate Past Chairman: Chris Peel, President & CEO, Rheem Manufacturing Co.

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Chris Nelson, President, Carrier Residential and Commercial Systems

Brent Schroeder, President, Air Conditioning, Emerson

Donny Simmons, President, Commercial HVACR, Ingersoll Rand

John Swann, President, Weil-McLain

Kevin Wheeler, President & CEO, A.O. Smith

The Richard C. Schulze Award is given for distinguished service and commitment to AHRI and the industry’s goals and objectives. AHRI congratulates:

Darryl Denton, Trane

Ken Fonstad, ABB

Steve Lind, Trane

Mark Menzer, Danfoss

Mike Straub, Rheem Manufacturing Co.

The AHRI Public Service Award recognizes deserving individuals or organizations outside of AHRI and its member companies that have made a significant contribution to the HVACR industry. AHRI was pleased to present this award to Warren Heeley of Heating, Refrigeration and Air Conditioning Institute of Canada.

The Distinguished Service Award is AHRI’s highest honor; it recognizes individuals who are leaders in the industry and who have made significant contributions throughout their careers. AHRI honored Frank Stanonik, who retired from AHRI this year after a 40+ year career in the industry.


TORAD to reveal Spool Compressors for Honeywell’s Solstice® ze at AHR Expo


Cumming, Georgia– TORAD Engineering will be revealing two new spool compressors designed for Honeywell’s ultra-low GWP refrigerant Solstice® ze (R-1234ze) at the 2019 AHR Expo to be held next month in Atlanta Georgia.

First generation low global warming refrigerants have GWP ratings in the 500-700 range, still contributing significantly to the global warming threat. Solstice® ze, has a near zero global warming potential and a very high cycle efficiency making it an ideal candidate to be the long-term refrigerant standard for many air-conditioning applications. TORAD’s spool compressor has performance, size and cost advantages compared to legacy scroll and screw compressors when utilizing Solstice® ze.

To learn more about the future of air-conditioning and to see spool compressor technology designed for use with Solstice® ze, stop by Booth B2809 at the AHR Expo or visit www.toradengineering.com.

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It's On My Heart: Exceptional Sales

Just had a very pleasant experience last week, was shopping at one of the big boxes (OK, it was Costco!) when we walked past the group of independent contractors as you exit. You know, the window, AC, water treatment folks who sometimes have a person standing there to get your name and address for an appointment. We have shopped at this Costco for years, in fact we know the manager and some of the employees. The lady at the water treatment station is pleasant, she always asks how we are doing. On this Saturday we stopped, since we have just purchased a new home, and we understand how hard the water is in Phoenix. So a water softener and RO system is in our future.

Her name is Lianne, she has been at this station for over 5 years. We talked, gave her our info, she asked when a representative could come by. We said weekends are

best, got stuff going on during the week. She asked if the very next day (Sunday) was open. We said yes, but did not want someone working on the Lord's day. She said that is one the regular work days for this rep, he is fine with a Sunday appointment. She gave his name, and said we would be thrilled with him, he is a complete gentleman and knows the water treatment products and systems.

Bryan showed up on Sunday, he was just as Lianne shared, professional and polite. We ended up buying a water treatment system and RO system for the new home, but that is not what this column is all about. It is about Lianne.

I got a thank you card from Lianne the next week, right after the install. Thanks for letting us improve your water, hand written inside and out, and had her cell number on the card. Next time we went to Costco, I looked her

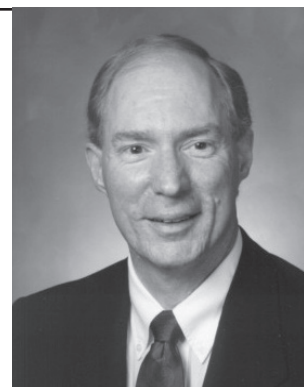
up and took notes. Here is what I discovered. She is from St. Louis, MO, my old home town. Came to AZ years ago, had a friend recommend her to Costco management, she got hired on. She knows people who shop there regularly, told me of a couple who had just celebrated their 70th wedding anniversary that came in a week ago! Still getting around, she knows them by name.

I asked her how many people she talked to each day. She replied all that will talk to me! No idea of actual number, she gets many who walk by and ignore her, some who say "not today", which my wife and I have said up till this year. I complimented her on getting the thank you card, she sends them out even if they don't buy. Her statement, nothing brings me down. Nothing. She was at her station three years ago when a woman she worked with saved her life. The woman

asked how she was doing, Lianne replied that she felt ok, but her fingers were numb for some reason. The other woman asked her a couple of questions, said, get in my car, we are going to the hospital. Turns out she was having a stroke. If she did not save her life, at least saved her from a life that could have been a lot worse. Lesson here is pay attention to those around you, and if something is not right, get some help.

Lianne said her job is easy, she believes in the product, believes in the company, she has a great job. One more story on connecting with customers, one of the couples who bought a system had become friends with her, they were going thru a medical problem. She called to see how they were doing, they were fine. When she was on vacation, they called her when they missed her in the store. A good connection.

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

Warm Weather Will Be Here Soon Are You Ready?

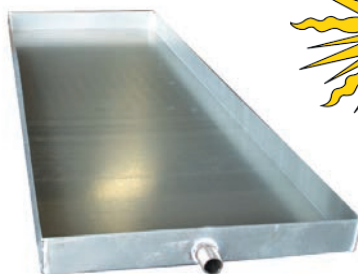
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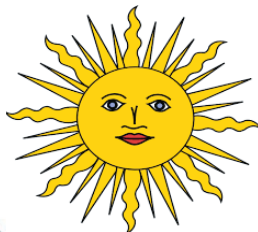
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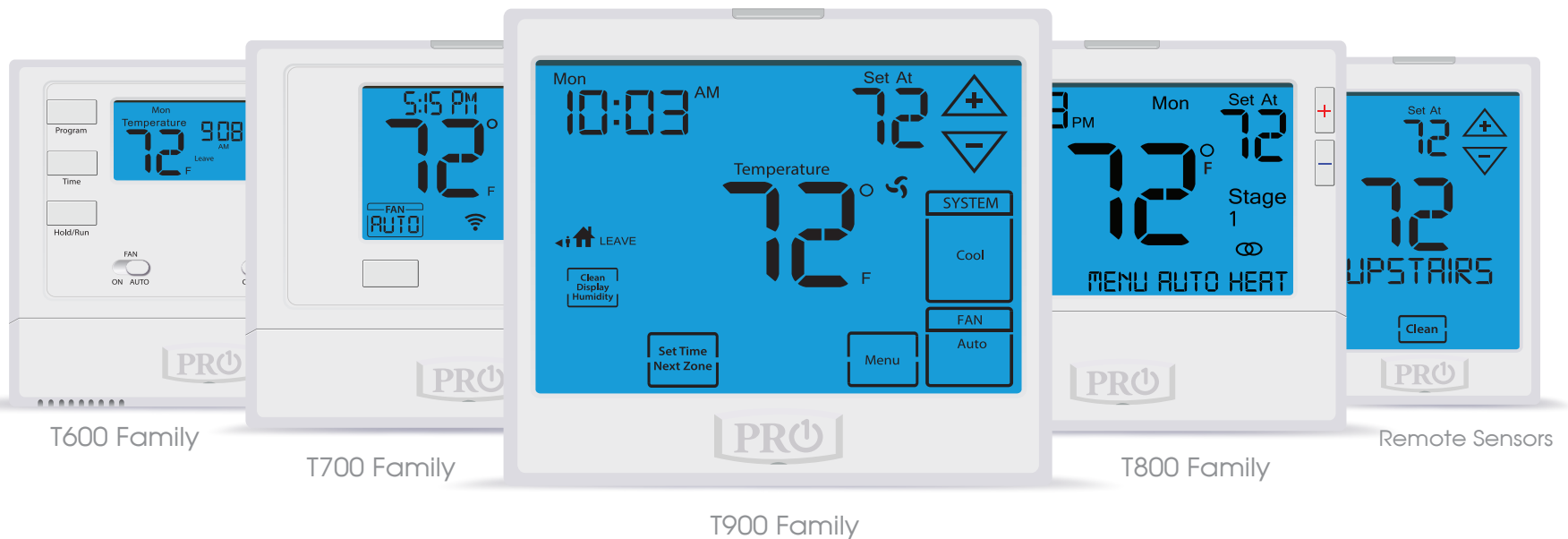
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HINSHAW con't

The amazing thing about this story is that there is another woman at this same Costco who is also a sales expert, Sophia is a woman who makes bread disappear. Actually she is one of the sample ladies who sets out small samples of the products for us to lunch on. On this day she was sampling Spanakopita, a Greek pastry. Here is what she

said about this pastry.

- Unbeatable Quality
- Wonderful product
- Very nutritious
- Very hot, be careful
- On sale, price is also hot!
- Enjoy with friends, parties, holiday season right around the corner
- This is Authentic Greek Food
- Enjoy for any occasion
- Very delicious

- \$5 off today
- Never be cheaper
- Put in freezer for a full year
- Take home a box today, even if you like to cook.
- 15 min in oven, you are ready to eat.

Not sure if you are counting, this is 14 reasons for you to buy this Greek food item. Can you give me 14 benefits of your product, right now, fast,

almost without thinking. She is good, make that great at product promotion. She also does the bread loaves, she can outsell the bread oven, makes those loaves leave the table.

Both of these ladies are the best in the nation at promoting their products by any measure, sales/repeat business/satisfied customers, any matrix you want to put out there. Both are highly motivated and love what they

do. When I asked Sophia and Lianne if I could write an article about them, they wondered why. Because what you both do is so amazing, and a lesson for all of us in sales (and we are all in sales in some way or another), not to take rejection personally, keep a positive attitude, love your products, enjoy people, and keep smiling! Thanks for listening, we'll talk later.

Modine Granted New Hot Gas Reheat System Patent

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Racine, Wis. – Modine Manufacturing Company (NYSE: MOD), a leader in technology in the HVAC industry, announced that it has been granted a patent for the Hot Gas Reheat (HGRH) System option used in its Atherion® Commercial Packaged Ventilation units. This patent adds to Modine's more than 2,400 global patents in the area of thermal innovation.

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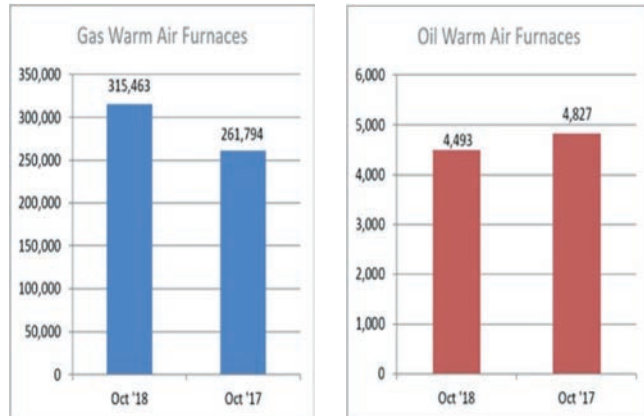
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AHRI Releases October 2018 U.S. Heating and Cooling Equipment Shipment Data

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for October 2018 increased 20.5 percent, to 315,463 units, up from 261,794 units shipped in October 2017. Oil warm air furnace shipments decreased 6.9 percent, to 4,493 units in October 2018, down from 4,827 units shipped in October 2017.

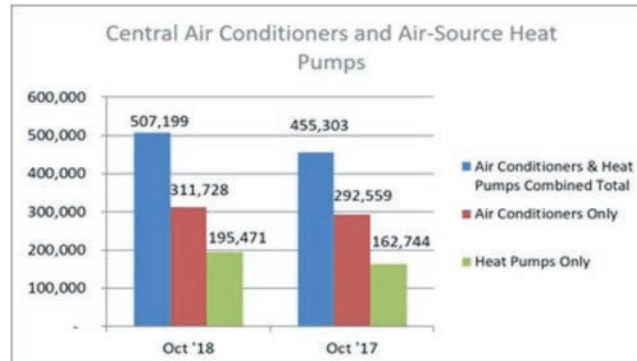


Year-to-date U.S. shipments of gas warm air furnaces increased 10.5 percent, to 2,804,483 units, compared with 2,538,683 units shipped during the same period in 2017. Year-to-date U.S. shipments of oil warm air furnaces increased 2.8 percent, to 29,046 units, compared with 28,249 units shipped during the same period in 2017.

Year-to-Date	Oct '18 YTD	Oct '17 YTD	% Chg.
Gas Warm Air Furnaces	2,804,483	2,538,683	+10.5
Oil Warm Air Furnaces	29,046	28,249	+2.8

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 507,199 units in October 2018, up 11.4 percent from 455,303 units shipped in October 2017. U.S. shipments of air conditioners increased 6.6 percent, to 311,728 units, up from 292,559 units shipped in October 2017. U.S. shipments of air-source heat pumps increased 20.1 percent, to 195,471 units, up from 162,744 units shipped in October 2017.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 7.2 percent, to 7,397,877, up from 6,900,365 units shipped in October 2017. Year-to-date shipments of central air conditioners increased 4.6 percent, to 4,832,854 units, up from 4,621,922 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 12.6 percent, to 2,565,023, up from 2,278,443 units shipped during the same period in 2017.

Year-to-Date	Oct '18 YTD	Oct '17 YTD	% Chg.
Air Conditioners & Heat Pumps	7,397,877	6,900,365	+7.2
Air Conditioners Only	4,832,854	4,621,922	+4.6
Heat Pumps Only	2,565,023	2,278,443	+12.6

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	25,707	+89.0	Under 16.5	244,291	+23.3
16.5-21.9	46,624	-25.8	16.5-21.9	590,613	-29.5
22-26.9	92,482	+15.9	22-26.9	1,406,114	+11.4
27-32.9	74,646	+15.1	27-32.9	1,163,240	+12.6
33-38.9	101,128	+17.4	33-38.9	1,584,836	+14.0
39-43.9	40,622	+22.3	39-43.9	589,442	+13.6
44-53.9	56,747	+15.3	44-53.9	862,645	+13.3
54-64.9	46,530	+8.8	54-64.9	688,929	-9.5
65-96.9	7,828	-3.5	65-96.9	94,972	+0.1
97-134.9	6,073	-1.3	97-134.9	73,325	-0.5
135-184.9	4,209	-3.9	135-184.9	49,691	+0.8
185-249.9	1,925	+3.9	185-249.9	21,552	+1.0
250-319.9	1,435	+31.5	250-319.9	14,339	+3.8
320-379.9	281	-19.9	320-379.9	3,526	-1.8
380-539.9	335	-10.4	380-539.9	3,603	-10.1
540-639.9	213	-19.6	540-639.9	2,841	+3.0
640-799.9	138	+12.2	640 & Over	1,209	-2.7
800.0-899.9	82	+20.6	800.0-899.9	684	+16.7
900.0-999.9	73	+114.7	900.0-999.9	756	+26.2
1,000.0-1,199.9	41	+20.6	1,000.0-1,199.9	436	+9.5
1,200.0 & Over	80	+27.0	1,200.0 & Over	833	+7.3
TOTAL	507,199	+11.4	TOTAL	7,397,877	+7.2

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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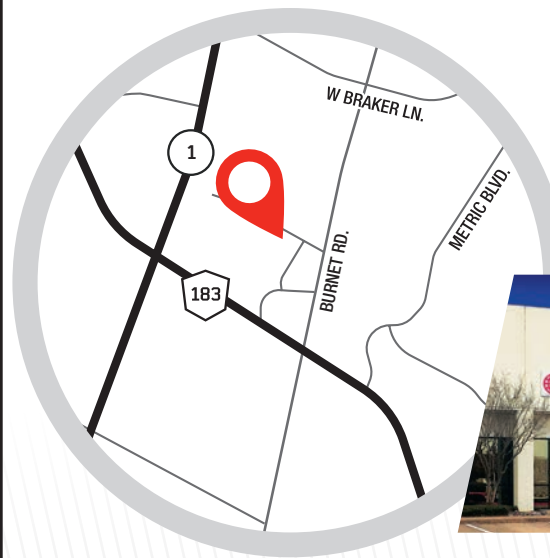


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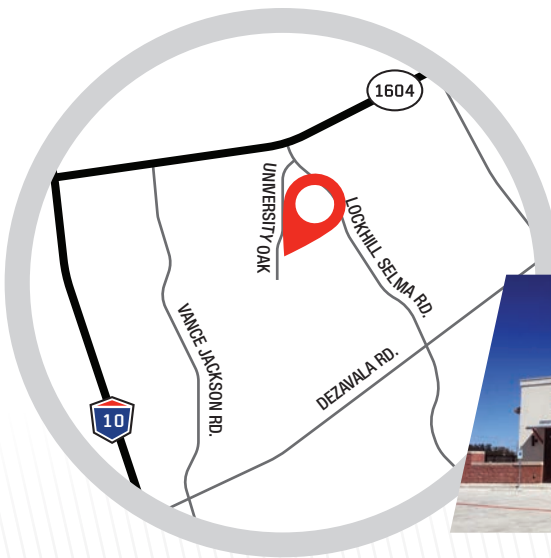
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HARDI

HARDI Distributes 2018 Awards for Advocacy, Benchmarking and Talent Pillars



Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) earlier this month presented the 2018 awards to select members for its Advocacy, Benchmarking and Talent pillars.

Recipients were chosen based on engagement with the HARDI organization in the respective areas, and were presented the awards on stage during a general session at the 2018 HARDI Annual Conference in Austin, Texas.

The recipients were the following:

- Advocacy Pillar Award
- Doug Wight, Refrigeration Sales Corp.
- Kevin Parsley, ACR Supply Co.
- Brian Blaushild, Famous Supply Company
- Benchmarking Pillar Award
- Don Wile, Johnson Supply
- Talent Pillar Award
- MORSCO

HARDI Implements Governance Changes to Board of Directors, Association

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has officially transitioned to a new governance model for the first time since its inception more than 15 years ago.

“The HARDI Board of Directors realized that we were functioning as an operational board,” said newly-appointed 2019 Chairman Brian Peirce. “This was necessary and important in the early years of HARDI when we had limited staff. However, with the growth and changes we’ve seen in HARDI over the past five years, we determined that this model was no longer conducive to sustaining future growth.”

These changes were determined and analyzed by a task force of HARDI Board Directors over the course of the past few years, and the rollout officially began in the summer of 2018 with the change of the “President” role on the Board of Directors to now be the “Chair”. The association bylaws were also analyzed and rewritten in coordination with this initiative.

The HARDI Board of Directors makeup now also entails Committees overseeing governance of certain aspects of the organization. These are the Finance, Membership, Compensation & Nominating Committees, which replaces the functions of the previous five-member Executive Committee.

“These changes to the governance of the HARDI organization allows the Board to give broader approvals for strategic initiatives while maintaining strong governance oversight. This will provide the HARDI management team the latitude to implement those initiatives in the most effective way possible.” Peirce continued.

“Board meetings were not making the most of our Directors’ time and expertise,” said CEO Talbot Gee. “Now our Board and Management have clear and distinct roles and responsibilities, and our Board Members are constantly engaged, evaluating and guiding HARDI’s strategic direction.”

“Not only is this going to raise the association’s game, it’s also providing excellent governance experience to help our members continue to grow their own leadership models as they scale to ever-greater heights,” Gee continued.

For more information, contact HARDI Public Affairs Specialist Anthony Lagunzad at alagunzad@hardinet.org.

RLS Successfully Defeats Conex’s Summary Judgment Motion in Patent Infringement Lawsuit

Shelbina, Mo – RLS LLC (“RLS”) is pleased to announce that Judge Reagan of the U.S. District Court for the Southern District of Illinois denied Conex Universal Limited’s (“Conex’s”) motion for summary judgment in RLS’s patent infringement lawsuit.

RLS filed its lawsuit on January 22, 2018, alleging that Conex infringes claims of U.S. Patent Nos. 9,145,992 and 9,638,361. The patents are related to RLS’s innovative and award-winning crimp fittings. RLS alleges Conex’s >B< MaxiPro fitting is covered by claims of the patents.

Conex attempted to avoid trial by filing a motion for summary judgment of non-infringement on August 8, 2018. Judge Reagan rejected Conex’s arguments and denied its motion on December 13, 2018. As a result, RLS will now have the opportunity to present its patent infringement claims to a jury in East St. Louis, Illinois. Trial is scheduled to begin on September 23, 2019.

RLS is a subsidiary of Marmon Holdings, Inc., a Berkshire Hathaway company. RLS designs, develops, and manufactures its patented RLS® Press Fittings engineered for high-pressure connections in the air conditioning and refrigeration industries. By replacing the time-consuming and demanding conventional practice of manually brazing copper joints, the RLS® Press Fittings allow for faster, more consistent connections and reduce total installed cost while enhancing safety. RLS owns patents and pending applications around the world directed to its fittings. For more information, visit RLS’s website at www.rlspressfittings.com and www.rlspressfittings.com/patents.

RLS has also partnered exclusively with Parker Hannifin Corporation, allowing Parker’s Sporlan Division to offer RLS’s patented fittings under the ZoomLock™ brand, as well as RLS press tools and ancillary Parker Sporlan products with built-in RLS technology. For more information, visit the ZoomLock™ website at www.sporlanonline.com/zoomlock.

Shafer Services Plus in San Antonio Texas Honored



American Standard Heating and Air Conditioning celebrated the commitment, integrity and community-minded actions of Shafer Services Plus when it presented the San Antonio dealership with the inaugural 2018 American Standard Building a Higher Standard award. Shafer Services Plus was one of four American Standard teams to receive the 2018 honor. American Standard Brand Manager Kathryn Wildrick, left, presented the trophy to president and owner Jimmy Shafer and business development manager and owner Chase Anderson dinner on Monday, Dec. 10, at The Rustic in San Antonio, Texas. To help celebrate their accomplishment, the Shafer leadership was surrounded by its employees and American Standard distributor, ACES A/C Supply Inc., who nominated Shafer Services Plus for the award. Other American Standard dealers to receive the 2018 honors are Andrews Heating & Air Conditioning of Clinton, Indiana; Cary Heating and Air Conditioning of La Crosse, Wisconsin; and Florida Keys Air Conditioning of Marathon, Florida.

Shafer Services Plus leaders gathered with representatives from their American Standard Distributor ACES A/C Supply Inc. for a photo after Shafer Services Plus received the 2018 American Standard Building a Higher Standard award on Monday, Dec. 10, at The Rustic restaurant in San Antonio, TX.



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MORSCO Open House in Spring TX

MORSCO held an Open House at their new location in Spring, Texas on December 12. The event had a vendor fair, fish and shrimp lunch and door prizes. The new store is located at 220 Spring Hill Drive, Suite 250 in Spring.



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

Danfoss joins World Bank's "Sustainable Cooling" Workshop

A holistic approach that focuses on lifecycle cost instead of first costs, and includes supportive regulation, incentives, education, and collaboration to deploy existing technologies is key to achieving sustainable cooling for all.

Danfoss addressed the challenges and opportunities of sustainable cooling during a workshop hosted by The World Bank in Washington, D.C. For the session, John Galyen, president of Danfoss North America, joined moderator John Roome, senior director, climate change, World Bank, and representatives from government, NGOs, and research in a panel discussion on making cooling technologies sustainable, accessible, and affordable—in both developed and developing countries.

"The industry has a proven track record of meeting both refrigerant and energy-efficiency challenges, especially in developed countries," Galyen said. "The challenges in developing countries are different because comfort cooling and cold chains are not as well-established—and these are places where population growth, and therefore cooling demand, is concentrated."

"The good news is that we have available, proven technologies and best practices to provide sustainable and energy-efficient cooling solutions." In fact, the International Energy Agency's (IEA) recent report, "Future of Cooling," shows that even though energy demand from air conditioning

alone is expected to triple, deploying the most energy-efficient technologies can halve the impact of the energy needed for space cooling.

He also noted that in developing countries a significant challenge exists due to a focus on the first cost of more advanced technology.

"We need to change the focus to lifecycle costing, and we need the public and private sectors to lead in providing education, training, and support," Galyen explained.

For example, in India, where it is estimated that 40 percent of all perishable food is lost due to an inadequate cold chain, Danfoss worked with the Confederation of Indian Industry to create a new process called "Banana Festival" that would help farmers implement best practices and strengthen education on post-harvest management. This collaboration of private and public organizations has resulted in the ability of banana farmers to more than double their productivity and sell their crops to Europe for the first time.

"If food waste were a country, it would be the third largest emitter of greenhouse gas emissions—and while one billion

people go to bed hungry, 1/3 of all food is lost due to inefficient or non-existent cold chains," Galyen said. "Imagine the impact sustainable, reliable, efficient cooling could have on health and environment. Therefore, it is imperative that we continue to work together to optimize cold-chain infrastructure around the world."

"In the next 10 years, industry will play an increasingly vital role in decarbonizing our economies, especially in the areas of full system optimization and integration as the world becomes more digital and connected," Galyen suggested.

Supermarkets, which are one of the most energy-intensive—and one of the most advanced and connected—buildings, provide a good example and source of best practices. Because supermarkets tend to be owner operated, performance, efficiency, and sustainability are critical to their customers and bottom line. As a result, supermarkets often design, commission, and continuously monitor systems and stores, and invest in technologies like VFDs, thermal storage, natural refrigerants, and heat recovery.

The potential for energy-efficient, sustainable cooling is significant when

systems are optimized and connected. For example, a supermarket in Denmark reduced its electrical costs by 50 percent by installing a digital smart solution that optimizes energy use across all applications, including lighting, refrigeration, and heating.

"The industry has proven we can meet technological challenges," Galyen said. "Now we need to take a holistic approach that includes supportive regulation, incentives, education, and collaboration to deploy the proven technologies that are available today—and take these best practices to developing countries so we can achieve sustainable cooling for all."

Other panelists in the workshop included:

- Victor Urrutia, Minister of Energy of Panama
- Ricardo Lara, U.S. Senator (CA)
- Ajay Mathur, Director General, The Energy & Resources Institute (TERI)
- Rachel Kyte, CEO, Sustainable Energy for All
- Riccardo Puliti, Senior Director, Energy Global Practice, World Bank
- Iain Campbell, Managing Director, Rocky Mountain Institute

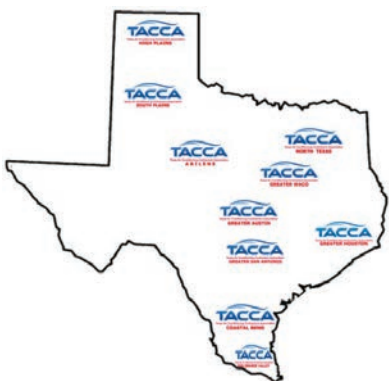


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Join TACCA and NFIB as we once again partner together to get the HVAC/R story told at the Texas Capitol!

Small Business Day at the Capitol

There is a growing movement from out of state labor groups advocating for California-style policies, which would threaten the livelihood of your business and be devastating for the Texas economy. Join our efforts in Austin needed to keep Texas a business friendly state and protect your right to own, operate and grow your small business!

SMALL BUSINESS DAY AT THE CAPITOL--February 11 and 12, 2019.

AGENDA AT-A-GLANCE

Monday, February 11

5 p.m. - 7 p.m. - Legislative & Welcome Reception (Legislators and Staff Invited to mingle with NFIB members)

Tuesday, February 12

8 a.m. - 1 p.m. - Hear from Honored Guests and Elected Officials on the state of the state and small business forecasts.

1 p.m. - 4 p.m. - Legislative visits at the Texas Capitol-meet one-on-one with your State Reps/Senators

Honored Guest Speakers will be announced soon

The Sheraton Hotel at the Capitol

701 East 11th Street - Austin, Texas 78701

(512) 478-1111 - Rooms are \$199 a night + tax

Registration for Small Business Day is \$60 per person. This includes the Legislative Reception on Monday evening the 11th; Breakfast and lunch on Tuesday February 12th, including a featured slate of honored guest speakers; and an event bag filled with goodies. Register Today!

For additional questions or help, please contact TACCA at 512-320-0616 or todd@tacca.org.



Have a GREAT and Prosperous 2019

Happy New Year!

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Feb 23/24 - Austin

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AHRI Presents Policy Leadership Awards



This week, AHRI presented Policy Leadership Awards to two members of Congress who have been supportive of our industry and its legislative efforts during the 115th Congress. AHRI President & CEO Stephen Yurek presented the award to House Energy and Commerce Committee Chairman Fred Upton (R-Mich.) for his efforts in support of EPCA reform and tax reform (top), while AHRI Vice President of Public Affairs Francis Dietz presented the award to Rep. Ron Kind (D-Wisc.) for his support of the HEAT Act and tax reform (bottom). Policy Leadership Awards are given to federal and state legislators who exhibit leadership in support of the HVACR and water heating industry and our policy objectives.

First reported by AHRI Update

ASHRAE Publishes Updated Residential, Construction Standard

Atlanta – ASHRAE has released an updated edition of *ANSI/ASHRAE/IES Standard 90.2-2018 Energy-Efficient Design of Low Rise Residential Buildings*. The standard establishes minimum whole-building energy performance requirements (design, construction, and verification) for energy-efficient residential buildings.

The 2018 revision of Standard 90.2 outlines cost-effective residential building energy performance measures that are at least 50 percent more efficient than those defined by the 2006 International Energy Construction Code (IECC).

“Standard 90.2 provides a mechanism by which any residential building design can be easily evaluated against performance objectives,” said Theresa Weston, Ph.D., chair of the Standard 90.2 committee. “This update to the standard offers better alignment between this standard’s requirements and marketplace product availability as well as some revisions to improve the document’s clarity and internal consistency.”

The 2018 edition of Standard 90.2 provides:

- Clarification for modeling software requirements
- Guidance on the use of international climate data presented in ASHRAE Standard 169
- A new normative appendix on proper installation techniques for critical thermal resistance building components
- Improved prescriptive envelope performance data tables
- New performance specifications for ground-source heat pumps
- Minimum lighting efficiency provisions for single-family, large single-family, and multifamily homes
- Guidance on pool heater pilot lights, pump motor efficiency, and exterior de-icing systems
- Clarifications to multi-zonal building air-leakage testing procedures

The cost of ASHRAE Standard 90.2-2018 is \$94 for ASHRAE members (\$110, non-members). To order, visit www.ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

RSES Signs Memorandum of Understanding with RETA

Rolling Meadows, Ill. – RSES proudly announces it has signed a Memorandum of Understanding (MOU) with Refrigerating Engineers and Technicians Association (RETA) at RETA’s Annual Meeting on Nov. 8, 2018. The organizations have agreed to develop and maintain a mutually beneficial relationship to promote the safe and efficient use of refrigerants applied in refrigeration technology – both commercial and industrial.

“RETA and RSES share extremely common goals and approaches when it comes to training our respective industry professionals, so it makes sense to unite in order to continue to attain these goals,” said RSES Executive Vice President Lori Schiavo. “Continuing education and certification are essential for professionals in this industry, and I am looking forward to uniting with RETA to provide revered products and services to all levels of professionals in every realm of HVACR.”

RSES and RETA have agreed to create and maintain the exchange of association news publications. Both organizations will work together to transfer technical expertise and experience in the form of technical papers, guidelines, handbooks and other publications. They will also prepare and disseminate training courses and other materials under a separate agreement or provide materials as part of a general copyright license. Various cross-member discounts on conferences and memberships are also on the horizon.

“The RETA/RSES Memorandum of Understanding unites the leaders of refrigeration and HVAC training in the residential, commercial and industrial environments,” said Executive Director Jim Barron. “This first step establishes an unprecedented exchange of institutional information for the benefit of members of both organizations. Allowing representatives to attend national events and board meetings will lead to the further development of our shared culture. As outlined in the MOU, development of joint materials in those areas where it makes sense, such as low charge ammonia system compliance, benefits both memberships by establishing consistent industry guidance, developed from shared industry experience. Perhaps the least obvious benefit will be the ability of our combined voices, a chorus of well over 10,000 (and growing), to safeguard the industry from undo regulations and the misapplication of regulations.

“We believe that this cooperation supports the visions of Herbert Herkimer, Norman Register and J.B. Embrey,” Barron added. “Our only regret is that has taken 85 years to get to this point.”

Ruskin® invests \$2.2 million for R&D lab expansion in Grandview, Missouri

Over 10,000 square feet added to accelerate new product development and speed to market

Grandview, MO – Ruskin®, a leading manufacturer of air control solutions, is doubling the size of its research and development center in Grandview, Missouri. The expansion will focus on new product innovation, testing standards and cost-saving improvements for louvers, control dampers, life safety dampers, sound control and air measurement technologies. The expansion is scheduled for completion in late December.

“Our goal is to accelerate speed to market with improved testing capabilities and resources in a certified AMCA/UL facility,” said Brian Poe, director, engineering and product development for Ruskin. “The additional

testing equipment will help Ruskin drive its future with the best product designs and innovations, offering the greatest value to customers around the world.”

Additionally, Ruskin will enhance its leading-edge technology to test the more stringent Miami-Dade testing standards for hurricane conditions in areas where FEMA protection is required. The expansion includes critical laboratory equipment for AMCA 500-L protocols, including wind-driven rain, water penetration, pressure drop, thermal shock and impact – helping lead today’s and tomorrow’s building codes.

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



GREE Mini Split Training in Houston TX

GREE held a two day mini-split training at the Heyden Stanley Group in Houston TX on November 27 and 28. The classes were taught by Gerry Wagner, author of the monthly column "The Duct Free Zone". Topics of the training included GREE Mini Split Design and Installation as well as GREE Troubleshooting. Each curriculum was approved for 4 hours of NATE credit, and both were approved for 4 hours of Texas CEU.



AMCA Revises Standard 500-D, Laboratory Methods of Testing Dampers

Arlington Heights, Ill.—Air Movement and Control Association (AMCA) International Inc. announces the revision of ANSI/AMCA Standard 500-D, Laboratory Methods of Testing Dampers for Rating.

Designated AMCA Standard 500-D-18, the newly revised standard establishes uniform laboratory test methods for dampers. Included are methods for determining, as appropriate, air leakage, pressure drop, dynamic closure, and operational torque.

Changes to the standard include:

- The addition of the use of orifice plates for measurement of airflow in some setups per ANSI/ASHRAE Standard 120-2017, Method of Testing to Determine Flow Resistance of HVAC Ducts and Fittings.
- The deletion of unused definitions.
- The redefinition of when transformation pieces can be used in a setup.
- The making of the inlet cone for ductwork optional for pressure-drop-test figures 5.2, 5.3, 5.3A, 5.3B, and 5.3C.

Additionally, for alternate mounts in leakage tests using figures 5.4 and 5.5, the pressure tap was moved from the chamber to the blank-off plate at the damper, and some parameters for its location were defined.

AMCA Standard 500-D-18 is available for purchase (\$45 for AMCA members, \$90 for non-members) in AMCA's online store.



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The spotlight



Mike Doorhy Joins Weil-McLain® as Vice President and General Manager



Master-Bilt® Names Frank Fuller as VP Sales and Customer Care



Triangle Tube is pleased to announce the appointment of Tom Tonkins to the role of Director of Sales & Business Development



RectorSeal® LLC named Jeff Underwood as its Vice President of Sales and Marketing. Underwood also assumes the same position for RectorSeal's parent company CSW Indu



Taco has named Cheryl Merchant as President of Taco Family of Companies North America

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

Fresh-Aire UV's Patriot IAQ Helps Fund Injured Afghanistan Veteran's Mt. Kilimanjaro Climb

Fresh-Aire UV donates portions of HVAC air cleaning equipment sales to Annapolis, Md.-based Warrior Events that sponsors events for veterans.

Triplegic injured warrior Adam Keys completed his bucket-list by trekking the 19,341-foot-high peak of Tanzania's Mt. Kilimanjaro this year thanks in part to donations from Fresh-Aire UV and its Patriot IAQ program to veterans charity Warrior Events, Annapolis, Md.

Patriot IAQ is an indoor air quality (IAQ) equipment dealer program created by Fresh-Aire UV, Jupiter, Fla., where a portion of each sale's proceeds are donated to veterans charities.

Fresh-Aire UV presented a check Dec. 15 to Warrior Events (www.warriorevents.net), which helps partially fund veterans events, such as Keys' five-day mountain-climb and the incurred costs for Tanzanian trail guides, an EMT, supplies and travel. The 26-year-old Keys was the sole survivor when a truck transporting U.S. Army paratroopers was blown up by an Afghanistan roadside bomb in 2010. More than 100 surgeries later, Keys offered his inspirational soaring achievement as a tribute to his fallen comrades that was featured on CBS This Morning's "Pushing the Limits" Series and Fox and Friends television shows.

The climbing effort propagated other veteran funding successes, such as Keys' "adamkeys1stepforward" Facebook fundraising page that now gives 33-percent of its donations to Warrior Events.



(Photo courtesy of Jennifer Queen, B&B Air Conditioning & Heating Service) (right to left) Ron Saunders, vice president of HVAC indoor air quality manufacturer, Fresh-Aire UV, Jupiter, Fla.; presented a check to injured veteran Adam Keys, a former U.S. Army paratrooper that lost three limbs in Afghanistan in 2010, via Robert Saunders, president of the veterans charity, Warrior Events, Annapolis, Md.; and Bill Williams, executive vice president at HVAC contractor, B&B Air Conditioning & Heating Service Co., Rockville, Md.

Patriot IAQ (<https://patriotiaq.com>) dealers promote Fresh-Aire UV's Blue Tube UV, APCO and other HVAC indoor air quality products under the Patriot IAQ brand. The branded program, which includes dealers such as service

contractor B&B Air Conditioning & Heating Service Co. Inc., Rockville, Md., exists solely for the purposes of donating a percent of profits to military veteran charities. "We became a dealer last year, because we wanted to help veterans, and the air purification products were better technology than what we previously sold," said Bill Williams, executive vice president, B&B Air Conditioning & Heating Service, which markets IAQ heavily online and trains service techs to promote the Patriot IAQ's profit sharing theme to homeowners.

"Our passion is to make sure everyone at our events feels special and that it feels like a 'bucket list' event," said John O'Leary, chairman, Warrior Events, which funded 60-percent of Keys' climb and co-hosted 55 other events in 2018 that brought injured veterans together with each other, friends and family.

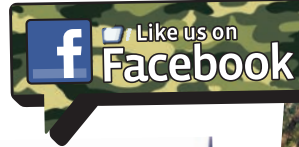
"Patriot IAQ only donates to veteran charities that have little or no administrative costs, so that all the money gets to the people who need it," said Ron Saunders, vice president, Fresh-Aire UV, which also sponsors other organizations such as the veteran hub, Ma Deuce Deuce (Ma22), Toms River, N.J., www.ma22.org. Ma22 is a non-profit, veteran advocacy group that raises awareness of the "22 daily veteran suicides" epidemic.

For more information on Fresh-Aire UV or Patriot IAQ, please visit www.freshaireuv.com

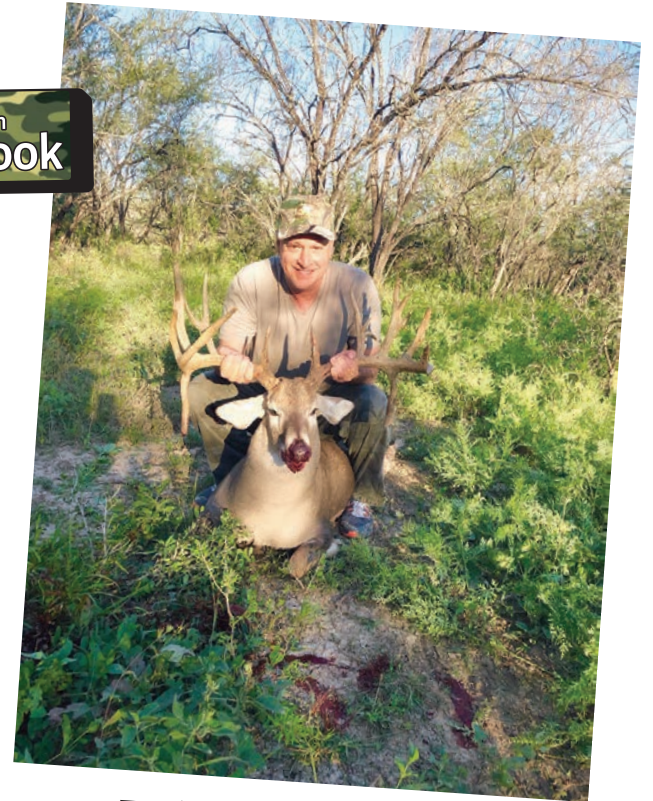
BRAGGIN' RIGHTS



Spencer Jergens took this buck at Dawson Ranch on Opening Weekend near Sabinal TX



Dawn Gore took this nice 8pt near Liberty Hill TX on Thanksgiving morning. It had an 18.5 inside spread.



Ernie Jergens took this buck at Dawson Ranch on Opening Weekend near Sabinal TX



Matt Gore took this nice buck near Liberty Hill TX

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Hunton Distribution Grand Opening in Houston TX

Hunton Distribution held a Grand Opening and Ribbon Cutting ceremony at their new location in Houston, Texas. The event had raffle prizes, food, Houston Texans cheerleaders, music and a tour of the new facility. The new building is located at 735 FM 1959 in Houston, Texas.



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

Construction Employment Rises by 5,000 Jobs In November And 282,000 For the Year; Hourly Pay Jumps 3.7 Percent, Unemployment Rate Falls to 3.9 Percent

Four Percent Year-over-Year Job Growth in Construction Exceeds Overall Growth, But Industry is Struggling to Find Qualified Workers

Construction employment increased by 5,000 jobs in November and by 282,000 jobs over the past year while the industry's average pay continued increases and unemployment decreased to a historic low, according to an analysis of new government data by the Associated General Contractors of America. Association officials called on public officials to enhance career training and education and employment-based immigration reform to ensure an adequate supply of qualified workers.

"Demand for construction remains strong and pay is rising faster than in the overall economy," said Ken Simonson, the association's chief economist. "But contractors are having increasing difficulty finding qualified workers as industry unemployment slides to historic lows."

Construction employment totaled 7,312,000 in November, a gain of 4.0 percent over the past 12 months. Employment in residential construction—comprising residential building and specialty trade contractors—grew by 7,900 jobs for the month and 145,100 jobs over the past 12 months, a 4.7 percent increase. Employment in nonresidential construction—including building, specialty trades, and heavy and civil engineering construction—inchd down by 3,600 jobs in November and grew by 127,900 jobs during the past year, a 3.6 percent increase, the economist remarked.

Hourly earnings in the industry averaged \$30.28 in November, an increase of 3.7 percent from a year earlier. Average hourly earnings in construction are now 10.7 percent higher than the average for all nonfarm private-sector jobs, which rose 3.1 percent in the past year, to \$27.35. Meanwhile, the unemployment rate for jobseekers with construction experience in November was 3.9 percent, down more than a percentage point from 5.0 percent in November 2017. The number of such workers fell to 375,000 from 467,000 a year earlier. Both figures were the lowest for November since the series began in 2000, Simonson noted.

In a survey the association released in August, 80 percent of construction firms were having trouble hiring hourly crafts workers and 81 percent expected that hiring would remain difficult or become harder. In response, association officials put forward a plan that would increase funding to career and technical education and reform immigration.

"Demand for new construction is rising faster than construction firms can add skilled personnel," said Stephen E. Sandherr, the association's chief executive officer. "In order to have a skilled workforce and build America, federal officials should invest in career training and push for commonsense immigration reform."

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CALENDAR OF EVENTS

PHCC San Antonio January 2019
Calendar of Events

January 10 11:00 am The Petroleum Club - Monthly Membership Meeting – Topic: Upcoming Legislative Issues for Construction Industry

January 16 11:30 PHCC-San Antonio office - Plumbing Apprenticeship School meeting

January 17-20 Journeyman Test Prep Classes at PHCC San Antonio office

January 22 11:30 am The Petroleum Club - Board of Directors meeting



The Texas Commission of Licensing and Regulation is scheduled to meet **Friday, January 11, 2019 at 8:30 a.m.** in the 1st Floor Public Meeting Room of TDLR’s North Campus, located at 1106 Clayton Lane, Suite 125E, in Austin. When the agenda and staff reports are available, they will be posted online. The meeting will be broadcast on TDLR’s YouTube channel.

Johnstone Supply San Antonio January Training Calendar						
DATE	DAY	TIME	LOCATION	TOPIC	TRAINING REGISTRATION CODE	COST
Jan. 3	Th	8-11 am	Broadway	Refrigerant Recovery Workshop - Rules & Best Practices	TRAIN19-41-01	\$35
Jan. 8	Tu	8 - 11am	Broadway	Goodman 80% Gas Furnace - Sequence of Operation, Components & Troubleshooting	TRAIN19-41-02	\$35
Jan. 9	W	8 - 11am	Broadway	Goodman Air Handler - Sequence of Operation & Troubleshooting	TRAIN19-41-03	\$35
Jan. 10	Th	8 - 11am	Broadway	Goodman Heat Pump - Operation and Troubleshooting	TRAIN19-41-04	\$35
Jan. 15	Tu	8 - 11am	Broadway	Compressors - Proper System Dehydration and Acid Prevention	TRAIN19-41-05	FREE
Jan. 16	W	8 - 11am	Broadway	Goodman 90% Gas Furnace - Sequence of Operation, Components & Troubleshooting	TRAIN19-41-06	\$35
Jan. 17	Th	8am - 3pm	Broadway	EPA Certification Review & Exam (includes book, training and exam)	TRAIN19-41-07	\$125
Jan. 17	Th	1pm - 3pm	Broadway	EPA Certification Exam Only	TRAIN19-41-08	\$85
Jan. 22	Tu	8 - 11am	Broadway	EcoBee Thermostat Overview	TRAIN19-41-09	FREE
Jan. 23	W	8 - 11am	Broadway	Fieldpiece Job Link System - Jim Malone, Fieldpiece Rep	TRAIN19-41-10	FREE
Jan. 24	Th	8 - 11am	Broadway	Medium Temp Refrigeration System Overview	TRAIN19-41-11	\$35
Jan. 29	Tu	1pm - 3pm	Broadway	Refrigeration Cycle I - Thermodynamics, Heat Transfer, Compressors, Condensers	TRAIN19-41-12	\$35
Jan. 29	Tu	5pm - 7:30pm	Broadway	NATE Certification Training - Core Review 1 - (NATE Manual included - Registration for 29,30 & 31 (exam not included)	TRAIN19-41-13	\$195
Jan. 30	W	8 - 11am	Broadway	Refrigeration Cycle II - Metering Devices, Evaporators, Air Flow Requirements & System Dehydration	TRAIN19-41-14	\$35
Jan. 30	W	5pm - 7:30pm	Broadway	NATE Certification Training - Core Review 2 - (NATE Manual included - Registration for 29,30 & 31 (exam not included)	See Jan. 29	
Jan. 31	Th	8am - 3pm	Broadway	Refrigeration Cycle III - Refrigerants, System Charging, Superheat & Subcooling	TRAIN19-41-15	\$35
Jan. 31	Th	5pm - 7:30pm	Broadway	NATE Certification Training - Core Review 3 - (NATE Manual included - Registration for 29,30 & 31 (exam not included)	See Jan. 29	

Insco’s January
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.

Grapevine

Tuesday, January 15th to Wednesday, January 16th – Mitsubishi Electric M & P Series 2 Day Service Course from 8am – 5pm located at Insco’s Grapevine Training Facility | Only \$195

Johnson Controls brings advanced technologies, energy-efficient and sustainable equipment to 2019 AHR Expo

Company will showcase innovative approach to smart product offerings

Milwaukee– Johnson Controls’ global offerings of advanced technologies and energy-efficient, sustainable equipment will be on display at the 2019 AHR Expo (Booth B1617), January 14-16 at the Georgia World Congress Center in Atlanta.

The new and enhanced products demonstrate a coalescence of technology and innovation, giving customers greater insights into their buildings through powerful, integrated solutions. In addition, the equipment offerings will help customers lower costs and decrease energy use.

Key offerings to be featured include:

Metasys® 10.0, an innovative building automation system, is designed to deliver more unified building management. It provides facility personnel with smarter building automation, faster responses to critical alarms and new integrations with fire detection, security and lighting systems – all with visibility from a common, intuitively designed interface.

Johnson Controls® NexusPremier™ 25-50-ton commercial rooftop units combine the flexibility of an applied system with the value and simplicity of a rooftop unit. These feature-rich units include class-leading standard efficiency models that comply with stringent DOE 2023 energy efficiency standards with options to meet 2019 CEE highest tier ratings for each tonnage.

The **YORK® Predator™ Series** offers a third tier of efficiency for its commercial rooftop units. The 6.5-12.5-ton ultra-high efficiency commercial rooftop units deliver maximum operational

efficiency by combining advanced energy management with simplified serviceability. Units feature an IEER rating of up to 21.2 and comply with advanced building code requirements for three stages of cooling in variable air volume operation.

Johnson Controls-Hitachi Air Conditioning is introducing several new products, including the Hitachi Water Source Variable Refrigerant Flow (VRF) heat pump and heat recovery cooling and heating systems. These exceptionally energy efficient systems are ideal for compact spaces such as high-rise condos, apartments, office buildings, and other locations where outdoor placement is challenging.

Johnson Controls will announce a new development with the **YORK® YZ Magnetic Bearing Centrifugal Chiller**. Launched in early 2018, the YZ is the first chiller fully optimized for ultimate performance with a next generation low-global warming potential (GWP) refrigerant. The YZ offers outstanding efficiency, an impressive operating map, sustainability and a low total cost of ownership. YORK will also showcase its line of absorption chillers, which use only a natural refrigerant (water), are driven by waste or low-cost heat, and use an innovative two-step evaporator-absorber requiring less energy input. YORK’s line of YLAA air-cooled scroll chillers will feature two new models that offer smaller footprints with increased efficiency.

Johnson Controls Enterprise Management (JEM) is an open, comprehensive analytical platform with cloud-based versatility that proactively analyzes building data across an enterprise. JEM

helps find opportunities for improved performance, pinpoint inefficiencies to reduce energy costs, identify and diagnose equipment problems, and take corrective action to fix them.

“This year at AHR, we’re taking our offerings to a higher level,” said Bill Jackson, president of Global Products and head of corporate strategy, Building Technologies & Solutions, Johnson Controls. “We’ll highlight across-the-board innovation in unified building management systems. We’ll also show our proficiency in designing and manufacturing equipment that lowers costs and saves energy. This show is about demonstrating our commitment to customers and ensuring our building technologies exceed their expectations.”

Johnson Controls will debut the Inspiration Deck, located on the second story of a double-deck structure in the middle of its booth. The deck will tell the inspirational Johnson Controls’ story, primarily featuring its investment in building an ecosystem of digital solutions and unified building management systems. In addition, the booth will feature a presentation theater, where subject matter experts will present on a variety of industry-related topics, including innovations in building management technology, sustainability, advancements in chiller systems, and using data to optimize building operations.

For more information, visit Johnson Controls at the AHR Expo or go to www.johnsoncontrols.com/ahr. For information about Johnson Controls’ participation in the expo’s New Product and Technology Theater, go to <https://ahrexpo.com/education/#npptt>.

RGF Releases Avid Air™: New Product Developed with Chipotle Mexican Grill

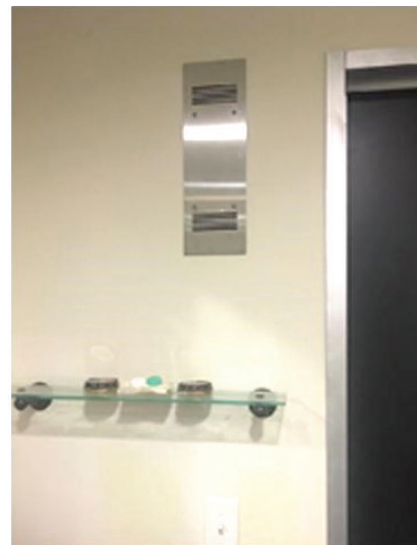
*Demand throughout the food, retail, and hospitality industries
leads to the development of Avid Air™*

Riviera Beach, Florida

- RGF Environmental Group Inc., the leader in environmental solutions for air, food, and water, has developed the Avid Air™ purification unit in partnership with Chipotle Mexican Grill. The unit is designed to be discreetly flush-mounted within commercial spaces.

Chipotle's objective in the development of Avid Air™ was to expand the reach of their food sanitation program. The Avid Air™ was created to destroy air and surface-born microbials (bacteria/viruses) in what is commonly known as one of the most contaminated areas of any enclosed space: the bathroom.

Since the exclusive launch of Avid Air™ with Chipotle, RGF has found a demand for the unit beyond bathroom installation. "It's a competitive field out there



and providing the highest-level indoor air quality to guests and customers has become yet another way for restaurants, retailers, and hospitality franchises to set themselves apart from the rest," said Bill Svec, Vice President of water and food products at RGF. "We work closely with our clients to understand where they need our applications, targeting the sources

most likely to contain microbial contaminants. Areas like public restrooms, hotel rooms, locker rooms, and retail changing rooms were at the top of their list."

AvidAir's stainless-steel fascia assures long life and durability, while the security screws serve to mitigate tampering and vandalism. The unit utilizes RGF's proprietary Photohydroionization® (PHI)

technology, which includes UV and quad-metallic catalyst components to actively purify the air through the creation of ionized hydro-peroxides. This reaction thereby greatly reduces bacteria, viruses, mold spores, odors, and VOCs. The unit does not require an existing HVAC component in the location of treatment and can be easily wired into the space as easily

as a light fixture. By mounting the unit flush to the wall or ceiling, it appears as if it is simply part of the ventilation system.

Bill Svec added, "This product is virtually silent and prevents 100% of light from escaping the device, which is a critical request of the hospitality industry. Our design team was proactive in facing the issues of light and noise pollution, so we subsequently delivered a superior product to add to our air purification line."

The Avid Air™ is not only for commercial use, but available to the public as well, and can be purchased through local HVAC suppliers and wholesalers and installed by a certified electrician or HVAC technician. Licensed HVAC contractors can be found on the RGF Environmental Group website at: <https://www.rgf.com/contractor/>

Product News

Spectroline® AR-GLO® 5 Fluorescent Leak Detection Dye: The Most Advanced OEM-Grade Dye Formula for AC&R Systems

Westbury, Ny— Spectronics Corporation announces the upcoming release of AR-GLO® 5 – the brightest, most advanced fluorescent leak detection dye formula in the world. As the inventors of fluorescent leak detection, Spectronics has been at the forefront of leak detection technology for over sixty years. This is the first time in over twenty-plus years that Spectronics is releasing a completely new dye formulation.

The new AR-GLO® 5 dye formula fluoresces brighter. It has a greater resistance to extreme temperature ranges and moisture, resulting in the new dye having a longer shelf-life. In addition, the dye performs better under stressful conditions and has greater stability. All of these qualities make AR-GLO® 5 an excellent tool for long-term preventative maintenance and leak detection. AR-GLO® 5 dye is also co-solvent free and manufactured using OEM-Grade materials. This means AR-GLO® 5 can be safely added to an AC&R system and the dye will not affect how the refrigerant or the equipment works. AR-GLO® 5 dye can also remain indefinitely within the system for ongoing 24/7 leak detection.

Pairing with the new AR-GLO® 5 dye

formulation is a new and improved violet light LED leak detection lamp. The SPE-HVL "Spectroline Violet Light" provides optimal fluorescent dye response and contrast when scanning for hard-to-find leaks. The compact design allows a technician to scan in cramped areas. The pre-focused beam reveals the smallest refrigerant leaks. Any time the system is serviced, all a technician must do is scan the unit with a Spectroline leak detection lamp. The new AR-GLO® 5 dye glows brilliantly and indicates the exact location of all leaks.

In addition, Spectroline is also releasing GLO Seal™. The new product is a 2-in-1, Fluorescent Dye with Sealant. GLO Seal™ pinpoints the exact location of all leak areas and seals micro-leaks from the inside. GLO Seal™ is formulated with the new AR-GLO® 5 dye formula, with the added benefit of having a powerful sealant. GLO Seal™ is concentrated and perfect for fighting corrosion problems, making it a robust find-and-fix solution for AC&R systems.

After more than five years of R&D, the new Spectroline product portfolio featuring AR-GLO® 5 will be available to ship starting Jan 1, 2019.

For more information visit spectroline.com



Building Dependable Partnerships

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

Technical Service Advisor

Qualifications for this position require 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.

CertainTeed Shows Dedication to #KeepCraftAlive Movement by Donating \$20,000 to SkillsUSA Students

CertainTeed, a leading North American manufacturer of building materials, has continued its partnership with Fine Homebuilding to #KeepCraftAlive, by donating \$20,000 to SkillsUSA. This year, Fine Homebuilding raised \$70,000 to fund scholarships for SkillsUSA students in construction-related fields for the 2018-2019 academic year, an increase from the \$25,000 awarded last year. This dramatic increase from last year's efforts is due in part to the positive impact of industry leaders and strong focus on closing the "skills gap," considering that the housing industry continues to grow yet there is still a shortage of trained, qualified labor.

Each year, an estimated 100,000 SkillsUSA students complete technical programs that enable them to be job-ready on "day one." As a sponsor, CertainTeed was able to directly impact scholarship recipients by encouraging them to continue pursuing training and furthering their education in the construction trades. The scholarship program recognizes active members and alumni who have a passion for the craft and are planning to attend schools, community colleges, or undergraduate programs and to pursue industry certifications within the construction trades. The scholarship will be applied to the 2018-19 academic year for 28 recipients.

"As a leader in the industry, we continue to focus our efforts on building the pipeline of tradesmen and women by supporting them in various ways," stated Matt Gibson, vice president of corporate marketing, CertainTeed. "Whether it's through career guidance or financial assistance, it is our goal to make sure students are aware of the opportunities and to give them the tools for a successful career path."

Each recipient of \$2,500 in scholarship funds was selected based on a series of criteria, which included an application, a 300-word essay and a letter of support from a teacher, administrator, SkillsUSA advisor or educational/professional mentor. The following winners were acknowledged at a special reception on June 28, 2018 at the annual SkillsUSA National Leadership and Skills Conference in Louisville, KY:

- Brandon Copenhaver (Drywall)
- Alexandra DeGroot (Architectural Drafting)
- Patrick Duckett (Cabinetmaking)
- Darian Edsitty (Plumbing)
- Megan Enouen (Architecture)

- Caleb Erickson (Carpentry)
- Shawn Evelyn (Woodworking)
- Cody Flood (Carpentry)
- Joshua Fox (Electrical)
- Cameron Galloway (Building Construction)
- Grant Hansen (Carpentry/Construction)
- Hayden Hart (Carpentry)
- Alexis Hribar (Wood Manufacturing)
- Trey Johnson (Plumbing/HVACR)
- Michael Knoechel (Construction Technology)
- Anthony Koller (Electrical)
- Jose Lopez (Construction Management)
- Joseph Lou (Architectural Drafting)
- Jacqueline Medina (Masonry)
- Sean Morey (Drafting)
- Michelle Perez (Masonry)
- Aaron Porro-Harrell (Electrical)
- Chris Powell (Electrical and Residential Wiring)
- Christopher Schwaller (Drafting/Engineering)
- Madison Thum (Architecture & Construction Management)
- Andrew VanderWal (Electrical)
- Natalie Walker (Architectural Drafting)
- Timothy Watkins (Cabinetmaking/Construction)

"Having CertainTeed and Fine Homebuilding's continued support makes a great difference as we focus on the next generation," said Tim Lawrence, executive director, SkillsUSA. "We are excited that they continue to lead the efforts and partnered with SkillsUSA to honor these extremely deserving men and women."

"Fine Homebuilding is dedicated to supporting those who have a passion and are on track to excelling in the trades," said Renne Jordan, Publisher, Fine Homebuilding. "Partnering with an industry leader such as CertainTeed to benefit the youth tradesmen and women has made a lasting impact on the #KeepCraftAlive mission to fill the skills gap."

For more information about CertainTeed and its mission to #KeepCraftAlive, visit www.certainteet.com/keepcraftalive. For more information about SkillsUSA, visit www.skillsusa.org. For more information on the #KeepCraftAlive initiative, visit www.keepcraftalive.org.

Emerson Booth at AHR Expo to Feature Award Winners and Expertise in Human Comfort, Cold Chain, Professional Tools and Building Infrastructure

Emerson to support contractors with daily seminars in the booth

Sidney, Ohio – Emerson will be showcasing its solutions and award-winning products at the 2019 AHR Expo in the areas of human comfort, cold chain, professional tools and building infrastructure. The company's focus at AHR Expo will be on technology and tools that are redefining comfort, performance, safety and efficiency in the HVACR industry.

Emerson's booth will feature its AHR Innovation Award winning products in the booth, including the Refrigeration category winner, the Copeland Scroll™ fractional-horsepower, low-temperature compressor. Emerson had four finalist products that will be showcased in the booth, including:

- Supervisory Controls (Building Automation category)
- White-Rodgers™ Universal single stage furnace control for ECMx blower motors (Heating category)
- RIDGID® Press Booster & Rings for MegaPress® XL (Plumbing category)

- Sensi™ Multiple Thermostat Manager (Software category)

Emerson's presence at the show will include its new professional tools portfolio, now expanded by the 2018 acquisition of the Greenlee® and Klauke® brands. Along with its RIDGID® brand, Emerson provides a broad and durable line of tools built to help mechanical, electrical and plumbing contractors boost productivity.

Starting Monday, January 14, visitors to the Emerson booth can gain insights into key industry trends and technologies with a series of in-booth seminars. The seminars will begin at 11 a.m. each day and run at various times over the three days of the show. There will also be seminars conducted in Spanish.

Emerson will be exhibiting the latest innovations from its leading brands, including ASCO™, Bettis™, Copeland™, Fisher™, Greenlee®, Keystone™, Klauke®, ProAct™, RIDGID®, Sensi™, Therm-O-Disc™, Vanessa™, and White-Rodgers™.

To help attendees plan their show visit, Emerson is a sponsor of the AHR Expo mobile app, which can be downloaded from the show website.

For more information on Emerson's plans for the 2019 AHR Expo in Atlanta, visit the company at booth B2219 and Emerson.com/AHR.







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Product News

At AHR Expo, HVAC/R Leader NAVAC to Introduce Lighter, Next-Generation Smart Refrigerant Charger

Weighing under 40lbs for easier mobility, solution also incorporates brushless DC-driven vacuum pump & wireless temperature probes Variety of vacuum pumps, recovery units & hand tools on display at NAVAC Booth B4323



Lyndhurst, NJ — more efficient.

NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and other industry-specific items, will introduce a substantially lighter, modernized refrigerant charger at AHR Expo 2019, January 14-16 in Atlanta. At the show, NAVAC will feature the debut of its new NRC62D Smart Refrigerant Charger, which at under 40lbs aligns with the company's overall mission of making technicians' jobs simpler and

Like its predecessor, the newer, lighter NRC62D thrives on user simplicity. Automating the system evacuation and recharge process is a significant step forward from traditional processes, which typically employ vacuum pumps, manifold gauges, charging scales, refrigerant tubing and other connection devices, and are highly dependent on a technician's experience level and judgment.

For NAVAC, another AHR Expo highlight will be its popular, recently released

cordless automatic flaring tool. A welcome departure from creating flares manually, the NEF6Li Cordless Power Flare yields accurate, hassle-free flares in a fraction of the time compared to traditional flaring methods. Equipped with a high-performance, large-capacity rechargeable lithium battery, the solution makes flaring faster and far simpler without sacrificing accuracy or consistency.

The NEF6Li Cordless Power Flare also offers variable speed control and quick-connect functionality. It comes in a sturdy blow-molded case with four tube holders, six commonly-sized flare dies, two batteries, a charger, a premium tubing cutter and a deburring tool. It is one of several convenient hand tools NAVAC will showcase at AHR, with others including a Digital Manifold Gauge, a Micron Gauge and a Tube Expander.

Turbotorch→ to Offer Full Line of Product Demonstrations at 2019 AHR Expo



Annapolis Junction, M.D. — TurboTorch→, an ESAB brand, will offer hands-on demonstrations of its full line of premium quality brazing and soldering products in booth C7223 at the 2019 AHR Expo, Georgia World Congress Center, Atlanta, January 14 - 16. Products include outfits, torches and handles, consumables, regulators and accessories for air-fuel, oxy-fuel and MAP-Pro/LP gas, as well as welding and cutting equipment.

Booth visitors can enter a daily drawing for a Sentinel™ A50 welding helmet and a grand prize drawing of a Victor® G150-J-CPT oxy-fuel portable tote outfit.

Unique Regulator

Featured demonstrations include the Victor EDGE™ 2.0 ESS32 PFH800 pressure/flow hybrid regulator, which

combines flow and pressure regulation functions in a single device to provide adjustability for using nitrogen as a backing gas, for purge applications and to conduct pressure tests. As part of its Iron Clad Pledge, ESAB covers the EDGE 2.0 ESS32 PFH800 and all Victor EDGE 2.0 Series regulators with a Lifetime Warranty, as well as with ESAB's 100% satisfaction guarantee.

The Air-Fuel Standard

Burning up to 40% hotter than competitive air-fuel torches, TurboTorch's Extreme™ line of self-lighting and standard torch tips create a "wrap around" flame effect that heats pipe more evenly and quickly. The company's Extreme™ air-swirl torches, available in standard and self-lighting models for acetylene and MAP-Pro™/LP gases, are the preferred choice

of contractors and do-it-yourselfers.

"TurboTorch Extreme air-acetylene torches set the highest industry standards for performance, reliability, durability and safety," says Paul Eckhoff, Director, Product Line Management, ESAB. "Other products available on hand include ESAB All-State® brazes, solders and fluxes, Thermal Dynamics® plasma cutters and ESAB's Rebel™ multi-process, multi-voltage welder."

ESAB Welding & Cutting Products, established in 1904, is a recognized leader in the welding and cutting industry. From time-honored processes in welding and cutting to revolutionary technologies in mechanized cutting and automation, ESAB's welding filler metals, equipment, and accessories bring solutions to customers around the globe.

For more information about ESAB and its leading brands, visit www.esab.com or call 1-800-ESAB-123.

AHR Expo Donates \$20,500 to the Atlanta Police Athletic League through Innovation Awards Program

Westport, Conn. — The AHR Expo, the world's largest HVACR event, to be held in Atlanta January 14-16, 2019, is giving back to the Atlanta community with a donation of \$20,500 from its Innovation Awards program to the Atlanta Police Athletic League.

Each year, the AHR Expo donates the entry fees from the Innovation Awards competition to a charitable organization within the region where the Show is being held.

For 2019, the AHR Expo has chosen to donate the funds to the Atlanta Police Athletic League (PAL), a non-profit public benefit corporation working under the mission of providing a safe environment for Atlanta area youth to reach their full potential through a partnership with local police and the surrounding community. PAL was founded in 1983 as a community partnership between the Atlanta Police Department (APD), NPU's, Community Investors and local Business

Associations. The partnership has pioneered programs serving at-risk youths aged 8-18 years by implementing constructive, planned athletic and academic activities aimed at teaching moral, civic and social principles in a safe and nurturing environment.

"We are thrilled to have been named the recipient of the AHR Expo's generous donation for 2019," said Sergeant Vincent Sims, Atlanta Police Athletic League. "We are deeply appreciative of the support

given to our program and what we are doing here in Atlanta. We look forward to using the funds to support our HVAC projects that will improve our youth facilities in the coming year. This will help us as we grow our program and provide service to more youth in the area."

PAL currently serves more than 2,800 children annually through programs such as its Youth Summer Camp, Youth Athletic Leagues and After School Tutoring Programs. The

strength of the program's leadership in conjunction with the dedication of the Atlanta Police Department provides a strong youth crime prevention initiative by building positive relationships through educational activities.

"Each year the AHR Expo travels to a different city and we are always so humbled by the warm welcome from the surrounding community. It means so much that we are able to work closely with

these cities to give something back while we are in town," said Clay Stevens, manager of the AHR Expo. "We are thrilled to lend our support through the donation of our Innovation Awards entry fees to strong programs such as PAL that are serving their communities for a vibrant future. We look forward to seeing PAL improve their HVAC systems as they continue to provide invaluable services to so many at-risk youths in the Atlanta community."

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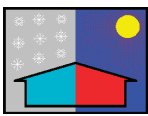


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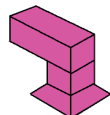
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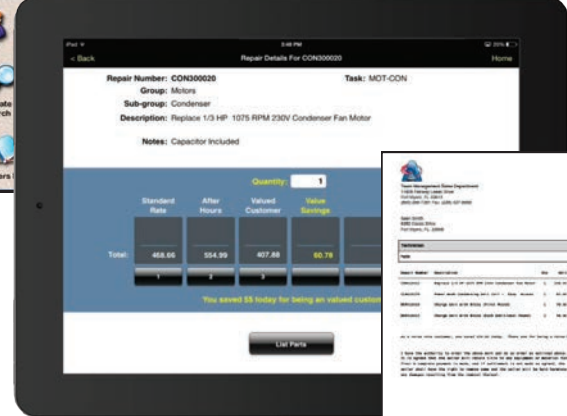
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