

AHR Expo Atlanta 2019



Uniweld Booth at AHR.
More pictures on page 20.

Women in HVACR Mixer at AHR



Pictures on page 21.

Johnstone Supply Houston Coleman Dealer Meeting



Kiki Carroll, Chris Charles and Tiffany Torres with
Johnstone Supply Houston. Pictures on page B3.

AHR Expo Atlanta 2019 and ASHRAE 2019 Winter Conference



Atlanta – The AHR Expo attracted HVACR professionals from around the globe and provided a forum for manufacturers to showcase the latest products and services. The Expo drew more than 65,000 attendees, with 1,809 exhibitors total, 496 international exhibitors from 35 countries and 107 first time exhibitors. The Expo was held at the Georgia World Congress Center in downtown Atlanta.

operational demands, changes in codes and design and new energy efficiency strategies were just some of the topic discussed among buildings professionals at the 2019 ASHRAE Winter Conference and AHR Expo.

The 2019 ASHRAE Winter Conference took place Jan. 12-16 at the Omni Hotel Atlanta at CNN Center and the Georgia World Congress Center in Atlanta, Ga, ASHRAE's headquarter city. More than 2,700 individuals registered for

this year's Winter Conference.

The Winter Conference technical program featured more than 300 presentations, with interest surrounding this year's new track, Renewable and Natural Systems, where session topics included exploring energy technologies, renewable energy sources and the future of the smart grid.

"The Winter Conference and AHR Expo provides an excellent setting for buildings professionals to collaborate on

new ideas and share knowledge," said 2018-2019 ASHRAE President Sheila J. Hayter, P.E. "As we explore ways to incorporate renewable energy technologies into integrated building concepts, ASHRAE will take an even greater leadership role in defining the relationship between buildings and the power sector. The Winter Conference and AHR Expo continues to be one of the most important platforms through which this knowledge is shared."

Increased building activity,



Back row, from left: Bill Steel, 2019 AHRI Chairman; Sheila Hayter, P.E., 2018-19 ASHRAE President; Mark Stevens, Show Manager, AHR Expo; John Hazen White, Jr., Executive Chairman & CEO, Taco Comfort Solutions; Harold Arrowsmith, VP of Mechanical Industrial Sales, Anvil International; Jeff Shaffer, Gruvlok Product Manager, Anvil International; Mark Fisher, President, Dwyer Instruments, Inc.; Paul Selking, Business Leader, Regal®; Robert Moss, Director of Engineering, Dwyer Instruments, Inc.; Mead Rusert, President, Automated Logic Corporation; Dustin Eplee, Energy Wall, LLC; Ed McKiernan, President, Cold Chain, Electronics & Solutions, Emerson.

Bottom row, from left: Laura Wand, VP & GM, Global Applied Equipment, Johnson Controls, Inc.; Daniela Bilmanis, Johnson Controls; Brian Humes, President, CPS Products, Inc.; Scott Madden, VP of Smart Tools Development, CPS Products, Inc.; Deep Dey, Marketing Manager, Regal; Udi Meirav, President, enVerid Systems; Steve Appling, Next Gen Software Development Manager, Automated Logic Corporation. First Reported by AHRI Update.

AHRI Receives ASHRAE Patron Investor Award

On January 14, AHRI received the ASHRAE Patron Investor Award during the ASHRAE Winter Conference in Atlanta. This award is presented to contributors that have provided over \$50,000 in financial leadership to ASHRAE.

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Product News

At AHR Expo, NAVAC Introduces Lighter, More Efficient Recovery Unit

Model NRDD features twin-cylinder compressor and highly efficient two-row micro-channel condensing coils for fast vapor recovery

Lyndhurst, NJ – NAVAC introduced a next-generation recovery unit at AHR Expo 2019, January 14-16 in Atlanta. Among other products, NAVAC debuted its new NRDD Recovery Unit, whose twin-cylinder compressor and oversized condenser with two rows of microchannel coils offer exceptionally efficient vapor recovery.

Exemplifying NAVAC’s overall mission of making technicians’ jobs simpler and more efficient, the NRDD Recovery Unit features a brushless DC motor that allows it to provide substantial power in a compact size and weight of just 25 pounds. This DC technology also provides better starting performance under low voltage conditions.

Another benefit of NAVAC’s NRDD Recovery Unit is its ease of use. Its large, LCD display is backlit for clearly visible, highly intuitive operation, and its modern, sleek appearance give its user the show-worthy confidence of high-precision manufacturing.

At AHR, NAVAC also introduced its new NRC62D Smart Refrigerant Charger, which at under 40lbs incorporates enhanced features such as a brushless DC-driven vacuum pump, wireless temperature probes with digital display of subcooling and superheat, and an upgraded, even more user-friendly digital interface.

Like its predecessor – the industry’s first smart refrigerant charger, Model NRC62i, which offered unprecedented automatic operation for intuitive, consistent system evacuation and refrigerant filling – 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.

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Construction Employment Increases in 265 Metros from November 2017 to November 2018 but 45 Metros Experience Year-Over-Year Decreases

Houston-The Woodlands-Sugar Land and Weirton-Steubenville, W.Va.-Ohio Have Largest Annual Gains; St. Louis, Mo.-Ill. and Laredo, Texas Have Worst Total and Percentage Job Losses for the Year

Construction employment grew in 265, or 74 percent, out of 358 metro areas between November 2017 and November 2018, declined in 45 and was unchanged in 48, according to a new analysis of federal employment data released today by the Associated General Contractors of America. Association officials cautioned that employment gains may be tapering off because contractors cannot find enough qualified workers.

“Construction employment growth remains widespread, but as unemployment hits historic lows in many metros, contractors are having ever-increasing difficulty filling positions,” said Ken Simonson, the association’s chief economist. “As a result, construction employment may

level off in more areas, even while the demand for projects—and workers—continues to be strong.”

The Houston-The Woodlands-Sugar Land, Texas metro area added the most construction jobs during the past year (24,000 jobs, 11 percent). Other metro areas adding a large amount of construction jobs during the past 12 months include Phoenix-Mesa-Scottsdale, Ariz. (17,500 jobs, 15 percent); Dallas-Plano-Irving, Texas (14,800 jobs, 10 percent); and Orlando-Kissimmee-Sanford, Fla. (11,100 jobs, 15 percent). The largest percentage gain occurred in Weirton-Steubenville, W.Va.-Ohio (26 percent, 500 jobs), followed by New Bedford, Mass. (22 percent, 600 jobs) and Lewiston, Idaho-Wash. (21 percent, 300 jobs).

The largest job losses between November 2017 and November 2018 occurred in St. Louis, Mo.-Ill. (-4,500 jobs, -7 percent), followed by Baltimore-Columbia-Towson, Md. (-3,000 jobs, -4 percent) and Middlesex-Monmouth-Ocean, N.J. (-2,400 jobs, -6 percent). The largest percentage decrease occurred in Laredo, Texas (-10 percent, -400 jobs), followed by Portland-South Portland, Maine (-9 percent, -900 jobs) and Spokane-Spokane Valley, Wash. (-8 percent, -1,100 jobs).

In November, Simonson noted, the number of unemployed jobseekers with recent construction experience—375,000—was the lowest yet for that month. Meanwhile, job openings in construction totaled 292,000 at the

end of October, a jump of 59,000 or 25 percent from a year earlier and the highest October level in the 18 years that the Labor Department has published the series. Together, these figures suggest contractors in many metro areas cannot find experienced workers to fill vacancies, Simonson said.

Association officials said the steep increase in job openings, along with the record low availability of workers with construction experience, underscores the need for policy measures to increase the supply of workers. They urged government officials to modernize career and technical education, double the funding over the next five years and enact immigration reforms that would enable construction

employers to bring in international workers when there are not enough locally available construction workers.

“The construction industry makes a major contribution to the economies of metro areas nationwide, but those gains are at risk,” said Stephen E. Sandherr, the association’s chief executive officer. “Public officials should do their part to help local economies continue growing by overhauling career and technical education to prepare more students for rewarding and high-paying careers in construction. At the same time, immigration reform can provide needed short-term relief while communities rebuild the pipeline for recruiting and preparing local workers.”

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Product News

Johnson Controls introduced diverse portfolio of YORK® Absorption Chillers and Heat Pumps at 2019 AHR Expo

Energy-saving products driven by waste heat using water as the refrigerant



Milwaukee – As part of its commitment to global sustainability, Johnson Controls showcased the YORK® absorption offering at the 2019 AHR Expo (Booth #B1617), January 14-16 at the Georgia World Congress Center in Atlanta. After successful deployment in Europe and Asian-Pacific countries, YORK® is launching its absorption chillers and heat pumps in North America, expanding their portfolio of environmentally friendly heating and cooling solutions. These products use only a natural refrigerant (water) and are driven by waste or other low-cost heat sources.

“Energy efficiency and sustainability are core elements of our vision and values,” said Clay Nesler, vice president, global sustainability and regulatory affairs, Johnson Controls. “The YORK® absorption chillers and heat pumps provide energy savings by using water as the refrigerant that yields zero ozone depletion and zero global warming potential. These units can

use a variety of waste heat sources, increasing cooling and heating systems efficiency while reducing operating costs.”

The YORK® absorption portfolio uses an innovative two-step evaporator-absorber / parallel flow design enabling a lower salt concentration, requiring less energy input. This results in increased reliability and energy efficiency compared to conventional designs.

“With electricity costs continuing to rise and lower cost natural gas more readily available, there is a renewed interest in combined heat and power systems,” said Ian McGavisk, vice president and general manager, Global Chiller Products, Johnson Controls. “Our absorption portfolio is optimized to integrate with combined heat and power (CHP) systems, and comfort and industrial process cooling in a clean and resilient way. The success of these units is backed by more than 50 years of innovation and experience in absorption technology.”

YORK® absorption chillers are supported by an extensive service and parts network, with more than 100 locations throughout the U.S.

For more information on YORK® absorption chillers and heat pumps, visit <http://www.york.com/absorption-chillers>.

Is your website doing its job? Part Two

Last month I wrote about conducting a performance review for your website. I focused on the behind the scenes data such as traffic and keywords. This month it is time to turn your attention to design and results.

Evaluate Your Visual Design

Be critical, your website performance review should include a close look at the design of your website. When was the last time you updated your site? If the answer is more than two years ago, you're doing a disservice to yourself and your customers. Not only are you not providing up-to-date information to your clients, you're missing out on a chance to improve your search engine ranking with frequent, relevant updates.

Consider adding regular blogging to your marketing mix, or at least keeping your website fresh with new events, tips, updated employee bios, and other information your customers want to know.

Look at the websites of your closest competitors. How does yours compare? Does your site look a little worn around the edges, a little out of date? How does the writing compare? Does yours flow and make sense, incorporating keywords, and focusing on your customer's needs? If not, it may be time for a face lift.

Do you have conversion opportunities

such as simple contact forms, or white papers and checklists for visitors to download? If so, determine how many people are taking advantage of those activities. Establish a goal such as 50 subscriptions to your newsletter, or 10 requests for proposals. Make the numbers specific and measure every month. If you miss your target, go back and look at your website again. Measure, and adjust, over and over again.

Count your new customers

How many people became clients because they dropped by your website? This includes clients who come to you via your online contact form, as well as those who picked up the phone and called after seeing the site. Make sure you have a system in place for determining how prospects found you.

Need Help with Your Website Performance Review?

The most critical part of any marketing activity is measuring and making sure your activities are paying off in a meaningful way. If your website isn't up to snuff, give us a call and let's talk about how we can help make sure your website is an integral and effective part of your marketing strategy.

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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.

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Bosch Thermotechnology Corp. Expands Furnace Offering with First-Ever Condensing Gas Unit

Bosch's 96 Percent AFUE Condensing Furnace Completes Residential System



Watertown, Mass. –

Bosch Thermotechnology introduces its first condensing furnace with the BGH96 Series. This Energy Star-rated furnace offers a two-stage gas valve that switches between high- and low-fire settings for added comfort and up to 96 percent AFUE heating efficiency, lowering homeowners' energy bills.

The BGH96 Furnace can

be integrated with Bosch's Inverter Ducted Split (IDS) Heat Pump Outdoor Unit and Cased Coils for a highly efficient dual fuel heating and cooling system — the ideal solution to maximize homeowner comfort and unit efficiency. In the summer, the Bosch IDS cools and dehumidifies the home,

while in colder months, the system senses when it's more economical for the IDS heat pump to shut off, allowing the BGH96 gas furnace to take over. The BGH96 is also compatible with the Bosch Connected Control BCC100 Thermostat, which simplifies controls for the homeowner.

The unit's low-profile cabinet height and three-

way multipoise design make it easy to replace existing furnaces, creating flexibility in multiple types of installations. Its fully insulated, anti-rust cabinet minimizes indoor noise levels, while the multi-speed ECM motors offer quiet and efficient operation.

With the introduction of the BGH96 Furnace, the Bosch dual fuel system is now rated up to 18 SEER, 12.5 EER and 9.5 HSPF, allowing some combinations to qualify for Energy Star. The furnace offers numerous installation conveniences for contractors, and all units come standard with a natural gas-to-LP conversion kit, making the unit field configurable.

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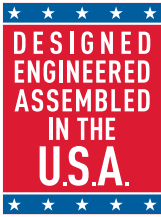
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HaVACo Technologies is pleased to announce the new Manufacturer's Rep partnership with Pepco Sales and Marketing. HaVACo Technologies (located in Erie, Pennsylvania) designs and manufactures superior quality plastic, American-Made heating, ventilation and air conditioning products with the intent to solve installation, distribution, and on-going maintenance and cleanability concerns. Pepco Sales and Marketing established in 1965 will represent the full line of HaVACo Technologies 2x2s, Grilles, Diffusers, Boots, Start Collars and more in Texas, Oklahoma, New Mexico, Louisiana, and Arkansas effective March 1, 2019. "HaVACo is excited to partner with Pepco, and we look forward to providing the customers of those represented areas with superior quality products and superior quality service", said Branden Kaczay, General Manager, HaVACo Technologies, Inc.



John Nichols, Pepco Central & South Texas Regional Manager, Branden Kaczay, HaVACo's General Manager, Bob Hardage, Pepco HVAC Product Development, Stacy Corapi, HaVACo's Operations Manager, Cam Campbell, Pepco Oklahoma & Arkansas Regional Manager, and Roy Johnson, Pepco's HVAC Sales Manager.

Pepco Sales & Marketing and HaVACo Technologies Announce a New Partnership

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Air Conditioning Contractors of America Members Contribute Significant Number of Mercury Containing Thermostats to TRC Recycling Efforts

Thermostat Recycling Corp. Applauds ACCA Members' Exceptional Effort

Fort Washington, Penn — A recent review by the Air Conditioning Contractors of America (ACCA) shows that its members are some of the nation's top recyclers of mercury containing thermostats that are included in the Thermostat Recycling Corp.'s (TRC) collection efforts.

TRC maintains a network of more than 3,600 collection sites nationwide. "We are both pleased and impressed with the ACCA members who demonstrated best practices by removing and safely recycling mercury containing thermostats while on service calls," said Ryan Kiscaden, executive director, TRC. "This demonstrates that the backbone of our industry, the contractor, is the first line of activity in protecting the environment in the removal of all mercury containing thermostats."

Both Kiscaden and James note that the efforts of HVAC contractors point to their important role in contributing to the environmental stream, far beyond the common perception that their sole occupation is to install or repair mechanical systems. Whether replacing mercury containing thermostats or ensuring that the consumer is receiving a quality HVAC installation, HVAC contractors are the point persons for these efforts.

HVAC wholesalers and hazardous waste collection sites serve as the lynchpin of TRC's collection efforts. TRC and ACCA have also created a Mercury Thermostat Compliance Policy handbook available for free download that contractors are encouraged to have their employees follow.

ACES AC Supply names new Territory Manager for their San Antonio locations



Steve Lara has been named the new TM for Aces AC Supply for their San Antonio TX locations. Lara has extensive experience in the HVAC industry and brings his desire to achieve Customer Satisfaction to a new level with him. Lara has a wealth of knowledge about American

Standard and Mitsubishi products and ACES is proud to have him on their team. Lara can be reached at Aces's new San Antonio West location at 6814 Alamo Downs Parkway or (210) 457-5272.

Nortek Air Management Plans Price Increase First Quarter of 2019

St. Louis — Nortek Air Management, the parent company of Nortek Global HVAC and Nortek Air Solutions, is announcing a price increase up to 6% during the first quarter of 2019.

For more information about Nortek Air Solutions and its product portfolio, visit www.nortekair.com. To learn more about Nortek Global HVAC, visit www.nortekhv.com.

The Duct-Free Zone

By Gerry Wagner

I am a professional.

I looked up the definition of professional in my old, paperback Webster's Dictionary and it says the following...

Professional: *noun. (1): An occupation requiring advanced study and specialized training. adjective. (1): characterized by or conforming to the technical or ethical standards of a profession (2): exhibiting a courteous, conscientious, and generally businesslike manner in the workplace.*

My grandparents, actually most of the general population of the United States circa 1900, had a very specific definition of a professional.

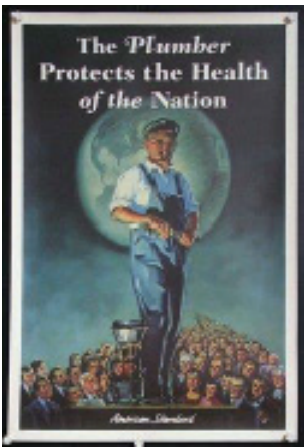
Let me explain...

When Edward McDarby came to the United States from County Kildare, Ireland on the ship Arabic and his soon to be wife, Helen McCarthy on the ship Kaiser Wilhelm II in 1909 and 1910 respectively, they had big dreams not only for themselves, but for the family they were about to create.

As their family grew, eventually to eight children, they saw those in their community who held the highest stature and wanted that for their children. My grandparents told my mother, my aunts and uncles, that they wanted them to become "professionals."

What did that mean in the early 1900's? It meant a lawyer, a judge, a doctor... and a pipefitter...yes, a tradesman was held in that regard. A pipefitter at that time encompassed many trades...plumbing, heating, air conditioning...the latter of which was still in its infancy.

Proof of this cannot be better exemplified than in a poster created for an ad campaign for the American Standard Company back in 1924.



This was NO joke... the tradesman literally on a pedestal, the thankful and reverent public below.

We must not forget that the trades, OUR trade, built this country...this is NOT an overstatement but rather a reality. The health of this nation was / is protected by the plumber... if you doubt that just look at under developed countries today ravaged with disease because of little to no sanitation and clean drinking water.

Central heating and eventually, cooling systems as well as ventilation systems not only brought comfort to the

lives of the general population, but provided healthy living and working environments that staved off bacteria and airborne contaminants.

The DNA of our trade... our DNA...is rooted in the development of the GREATEST nation in the world...the United States of America!

We are professionals. We deserve to be treated like professionals. We deserve to earn professional wages.

There is responsibility that comes with this...if we want to be seen and treated as professionals we must act like professionals. I make this statement in every mini split class I conduct. I weave this mission of mine into the discussion of proper equipment sizing. A "professional job" starts with proper sizing...a proper ACCA Manual J calculation.

I have a friend who can help you with that...

Tracy Savoy of Savoy Engineering Group in Heber City, UT offers ACCA Manual J load calculations for mini split applications for a VERY reasonable price with Express 5-Day and Standard 10-Day turnaround! Tracy can do load calculations for one room or an entire house.

Look, I don't look forward to doing load calculations...they require a number of attributes of which I am lacking, not the least of which is mathematical skills and patience!

You can go to Tracy's website at www.load-calculations.com and learn all about the services she offers. I have known Tracy since 2005 and I can tell you her services have saved me from the horrors of ill sized equipment debacles for which there is no band-aid... you mis-size the equipment and that's a mistake that will haunt you, and your customer for a long time!

You can call Tracy direct at 801-949-5337.

Look, being a professional doesn't have to mean you know all the answers...it can simply mean you know where to get the answers and utilize other professionals, like Tracy to make sure you are offering your customers the very best you, and this wonderful industry of ours has to offer.



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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DiversiTech® Acquires Stride Tool LLC.

Acquisition Strengthens Company's Expansive Tool Offering for HVAC/R Technicians

ATLANTA – AHR EXPO – DiversiTech Corp., a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration (HVAC/R), announced that it has acquired Stride Tool LLC.

Based in Glenwillow, Ohio, Stride Tool is a trusted global OEM manufacturer of quality American-made specialty hand tools known for proven durability. The company's flagship brand, Imperial®, was established in 1905 and enjoys a market-leading presence among HVAC/R technicians. The company's other notable brands include Milbar®, a leading brand of wire twister tools and kits, Lakeland

Products, a leading brand for tube fabricating equipment, and Bright Solutions International, a leading supplier of leak detection products and specialty hand tools. Stride Tool maintains a manufacturing facility in Solon, Ohio, and manufactures a variety of other products for tube working, automotive, electrical and industrial applications. The company also holds a strong patent history, with more than 60 total patents.

The acquisition enables DiversiTech to expand its HVAC/R tool product offering and increases the company's U.S. manufacturing capabilities from five locations to six. The company already offers a broad portfolio of complementary tool

products through its hilmor® line, which was acquired in 2018. New products gained through the acquisition including tube working tools, HVAC/R manifolds and hoses, wire strippers and other related products.

DiversiTech's acquisition of Stride Tool is one of 11 acquisitions by the company in the past 28 months. The company currently offers more than 17,000 product items in over 200 product categories.

Technicians and wholesalers with questions can contact their DiversiTech or Stride Tool regional sales manager. More information about DiversiTech can be found at www.diversitech.com. More information about Stride Tool is available at www.stridetool.com.

Emerson Survey Shows Importance of HVAC in Home Comfort, Worker Productivity and Retail Sales

Opportunity for contractors to have a comfort conversation with homeowners and facility managers

St. Louis – A new consumer comfort survey* by Emerson (NYSE: EMR) shows that heating and cooling concerns can contribute to family disagreements, lowered productivity and even lost retail sales. This presents an opportunity for contractors to start a comfort conversation with homeowners and facility managers about technology and solutions that can help drive comfort and livability.

Issues like humidity, zoning and indoor air quality caused 76 percent of respondents to say they aren't comfortable in their own homes. Nearly 40 percent admitted to having family disagreements about comfortable temperature. And a quarter of respondents say the air in their home causes their allergies to act up.

The same consumers also experienced discomfort at school and work, with 16 percent saying they tried to break into a school or work thermostat to change it themselves. Seventy percent of survey respondents say that their performance at school or work has been affected by discomfort due to heating or cooling. More than half say they have been embarrassed or criticized for voicing their discomfort at work or school.

In damaging news to retailers, 57 percent of consumers surveyed have left a business due to lack of heating and cooling comfort, taking their buying power with them. More than 80 percent have felt too hot or too cold and 54 percent say their allergies have been triggered at a business.

"This survey, while

just a sampling of consumer sentiment, shows there are great opportunities for residential and commercial HVAC contractors to have comfort conversations with both homeowners and facility managers," said Sarah Taylor, marketing communications manager, Air Conditioning, for Emerson's Commercial and Residential Solutions business. "Technology like modulating compressors, advanced building controls and Wi-Fi thermostats can help bring both comfort and efficiency to consumers where they live, work and shop."

Contractors can learn how to start the comfort conversation with Emerson's Science of Livability Ebook at Climate.Emerson.com/Livability.

*Emerson surveyed 298 U.S. consumers via Survey Monkey in October 2018.

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February 22 – Galveston, TX

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- Multi-staging control
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March 14 – Jasper, TX
March 15 – West Monroe, LA

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Toshiba Carrier Presents Solstice™ N41 as a Potential Replacement for R-410A to Meet Kigali Requirements

Honeywell's R-410A alternative addresses major concern for variable refrigerant flow (VRF) manufacturers

Morris Plains, N.J. – Honeywell announced that Toshiba Carrier has identified the potential of Solstice® N41 (R-466A*) as an alternative to R-410A, the HVAC industry's current standard in VRF systems. The findings were presented at the 13th International Symposium on New Refrigerants and Environmental Technology in Kobe, Japan.

The findings from the Toshiba Carrier testing revealed that:

- Efficiency, cooling and heating capacity of VRF systems using N41 is very similar to those using R-410A
- N41 life-cycle climate performance including direct and indirect emissions is 30 percent lower than R-410A
- Design pressures of N41 are slightly lower than R-410A, reducing the need for system redesign which

lowers conversion cost. Numerous regulations including Europe's F-Gas regulation and the internationally-adopted Kigali Amendment to the Montreal Protocol require the phase down of high global-warming-potential (GWP) products, prompting the HVAC industry to seek new alternatives. The current industry standard refrigerant, R-410A, must be replaced with an energy-efficient, lower-GWP solution with similar or better performance. With a GWP that is 65 percent lower than R-410A, Solstice N41 is the first replacement refrigerant that delivers all three attributes, and provides the same level of safety to contractors and customers as R-410A.

"To meet Japan's HFC phase-down requirements in support of the Kigali Amendment, Toshiba Carrier

is actively seeking a next-generation replacement for R-410A that is energy efficient and safe for our customers and the environment," said Toshiba Carrier in a statement. "After the promising initial performance testing, we are excited to see if Solstice N41 can be a non-flammable, safe alternative to R-410A that could contribute to the achievement of Japan's HFC phase down goals. We have been engaging in reliability testing to handle the newly developed refrigerant in VRF systems."

Solstice N41 is a class A1* reduced global-warming-potential (GWP) refrigerant for use in stationary air conditioning systems. When commercially available in mid-2019, Solstice N41 will be the first nonflammable reduced GWP R-410A replacement refrigerant offered for stationary air conditioning systems. All

other reduced GWP alternatives proposed to date as R-410A replacements are flammable, increasing risk.

"The Toshiba Carrier finding in the initial testing is a great validation that our nonflammable, reduced GWP Solstice N41 technology is poised to solve a key problem, becoming the next global standard for refrigerants," said Sanjeev Rastogi, vice president and general manager of Honeywell Fluorine Products. "What we invented and achieved in Solstice N41 can be a true breakthrough as it provides the industry with a near drop-in solution that maintains safety levels across the value chain while offering significant environmental benefits."

Solstice N41 is part of the family of Solstice products which Honeywell developed to accelerate the transition away from hydrofluorocarbons

(HFCs) and other materials with high GWPs. In addition to Solstice N41, in the past year, Honeywell has unveiled Solstice L41y, a reduced GWP refrigerant designed to replace R-410A for reversible heating and cooling applications. L41y is commercially available in Europe, including for compressors for both chillers and heat pumps.

Honeywell is a world leader in the development, manufacture and supply of refrigerants sold globally under the Solstice® and Genetron® brand names for a range of applications, including refrigeration, building and automobile air conditioning. Honeywell and its suppliers have completed a \$900 million investment program in R&D and new capacity based on Honeywell hydrofluoroolefin olefin (HFO) technology.

*Provisional ASHRAE designation

Carrier Announces Price Increase on Residential Product Lines

Palm Beach Gardens – Carrier, which manufactures products under the Carrier, Bryant, Payne and ICP brand names, announced a price increase of up to 7 percent on residential heating, ventilating and air-conditioning equipment, and accessories. It will be implemented effective March 4, 2019.

Daikin Applied Announces a Price Increase

Minneapolis, Minn – Daikin Applied announced a price increase up to 4 percent on all applied and commercial equipment, effective April 1, 2019.



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Product News

New 3-inch vertical stationary louver from Ruskin® meets AMCA 540 Basic Protection and 550 for High-Velocity Wind-Driven Rain Miami-Dade NOA#18-1106.04



Grandview, MO – The EME3625DFLMD from Ruskin® is the only 3-inch louver to be listed to Air Movement and Control Association (AMCA) standards

540 for impact testing and 550 for high-velocity wind-driven rain.

In compliance with Miami-Dade standards, the EME3625DFLMD is constructed of extruded aluminum for low maintenance and high resistance to corrosion. It is the thinnest and lightest wind-driven rain louver on the market.

“We’re proud to offer this industry-exclusive product to our customers,” said Jim Smardo, director, architectural solutions at Ruskin. “The EME3625DFLMD represents the

future-ready engineering of our products as we see more extreme weather.”

The EME3625DFLMD is designed to meet a wind load of 80 psf and satisfies the AMCA 550 standard, which is tested at wind speeds of 110 mph and a rainfall rate of 8.8 inches per hour. The closely-spaced vertical blades prevent penetration of wind-driven rain, earning a Class A efficiency rating at 29 mph and 50 mph. This level of performance will protect equipment and structures behind the louver, helping prevent additional damage and operating expenses.

As part of its commitment to quality, Ruskin backs all its products, including the new EME3625DFLMD, with a limited five-year warranty from the date of delivery.

To learn more about the EME3625DFLMD, visit www.ruskin.com/catalog/model/EME3625DFLMD. For more information about Ruskin, visit www.ruskin.com.

Rees Scholarship Foundation Awards \$65,000 to Aid Aspiring HVACR Technicians

Arlington, Va. – The Clifford H. “Ted” Rees, Jr. Scholarship Foundation, a 501(c)(3) charitable foundation of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), and the Air Conditioning Contractors of America (ACCA), announced scholarship awards totaling \$65,000 to 39 students, including five military veteran program recipients, studying to become technicians in the HVACR and water heating industry.

“We are pleased to award scholarships to these qualified and dedicated students and veterans, and we look forward to welcoming them into the industry,” said AHRI President and CEO Stephen Yurek. “Each year, the Foundation provides aid to an increasing number of recipients, helping to promote careers in the industry and fill good-paying jobs that cannot be outsourced.”


“Developing quality workers is a critical initiative that everyone in our industry is working together to accomplish,” said ACCA Interim President and CEO Barton James. “We are proud to partner with the

Rees Scholarship Foundation and AHRI to give these hard-working students and veterans scholarships to help them continue their education, which will develop into a strong workforce for our industry’s future.”


HVACR and Water Heating Technician Program Recipients in our Region (TX,OK,LA,AR and NM):

- Justin Williams, Moore Norman Technology Center - Franklin Road Campus, Norman, OK
- Alex Woody, Tulsa Tech - Lemley Memorial Campus, Tulsa, OK
- Christian Castillo, Tyler Junior College West Campus, Tyler, TX
- Lorenzo Luna, Tyler Junior College, Tyler, TX
- Joshua Taylor, Tulsa Technology Center, Tulsa, OK

Since the Rees Scholarship Foundation was founded in 2003, it has awarded more than \$800,000 in scholarships to more than 400 deserving students and instructors.



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It’s On My Heart: What Are You Afraid Of?

Let’s just start with a question: What are you afraid of today?

A decade or more ago, Sigourney Weaver was in a movie called Aliens. She is on a ship with a bunch of Marines headed to a planet that had some “aliens” on it. They were sort of joking about what sort of battle may be facing them, her advice was: Be afraid, be very afraid!

What are you afraid of today?

Snakes? I saw a photo of a 20’ Anaconda, it weighed over 1000 lbs, that would frighten me!

I just moved back to Arizona, we see bark scorpions all the time, they are the really small ones. They are also the really deadly ones, in fact they can stop you from breathing. So that is one thing to be afraid of.

I understand a grizzly bear can be up to 1500 lbs (Google it!), and large males at that weight can be almost 10 feet tall on their hind legs. 5 feet at the shoulder. And they can run 35 miles per hour. Can you run 35 MPH? So that is something to be afraid of.

On a trip to Hawaii years ago, May and I went swimming at Ke’e Beach. That would be where Bethany Hamilton got her arm bit off by a shark

in 2003. But the beach has a beautiful 4-foot-high natural reef protecting it, and it is only about 5 feet deep. So really safe. We were there with our good friends, Andy and Karen Friend, who live on the island. Karen asked me if I wanted to go swim with the green sea turtles. You betcha, I replied. So, we have to go over the reef into the 20-foot-deep water where the sea turtles swim. Also, I recall, where the sharks swim. She told me I would be stupid to come to Hawaii and not swim with the turtles, and shark season was past. Like they have a calendar, and move to California beaches this time of year! Got into the deep water, swam around in my snorkeling gear, turned around and almost ran into a 20-foot green sea turtle. So here is how you measure sea turtles, take the circumference of the shell, multiply by the number of legs. OK, so it was just a regular size turtle, but looked huge up close. I backed up onto the coral reef, which sliced open my legs and arms. Now I am bleeding in the shark water, I am chum!

That was what I was afraid of!

Turns out I can walk across the reef really fast when motivated.

How about another sea creature, jellyfish? The world’s

largest is called the Lion’s mane Jellyfish, tentacles can be 120 feet long! I would be afraid.

An IRS Audit? I had receipts, but still...I am afraid.

What are we really afraid of? Change! We don’t know what the future holds, and we are not sure how it will affect our business, but we are fairly confident that our businesses will be adversely affected by: weather, economy, politics, available manpower, the internet, big box stores, Amazon Services, list is extensive. Turns out what we see depends mostly on what we are looking for. If we think the sky is falling, better head inside. On the other hand, this week talked to 2 contractors who grew their business over 20% last year. In an area where there “are no people available to do the work”, or so I am told. Maybe these companies just had their teams do more, did not hire any additional service techs or installers. Nope, they hired new team members, some from out of state, at least one from a country on the other side of the world. Many of these new team members came from outside our industry, but had good people skills, and liked themselves. I can teach technical skills, but if a person is not happy with himself, and has a bad attitude, that will spill over fast to the

customers. So hire for attitude, train for skill.

Can I summarize: we are afraid that when we meet change, will we fail? Will Smith says failure is a necessary part of life, failure is where the lessons are. He uses the illustration of the gym, working out. We lift weights till our muscles hit: failure. Then those muscles grow, we get stronger. So he says failure is a good thing, gotta seek it. Successful people fail a lot, but they use those lessons to improve their lives. That is why we practice, he says practice is controlled failure, a great concept. Will ends up his motivational message (that Alexia gave me this morning) with: Fail early, Fail often, Fail forward.

So this year, while it is still early, do something different with your business. Hire someone outside our industry, but with good people skills and a positive attitude. Try a new market or try a new marketing concept, see what works. Plan on what you will do, and when things don’t go as planned (example of failure), learn the lesson that you paid for and try another idea, another path. In life, we either win or learn. So learn something new this year. Thanks for listening, we’ll talk later.



Jim Hinshaw

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

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

profitability, all phases of the business.

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

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

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

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

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

WaterFurnace launched new website for the commercial HVAC market

Fort Wayne, IN – WaterFurnace International, Inc., the leading manufacturer of water source and geothermal heat pumps, launched a new commercial website in conjunction with the 2019 AHR Expo, January 14-16 in Atlanta. The new site includes responsive

design for mobile browsers and enhanced graphics, transitions, and animations to showcase the company’s evolving product offerings.

To view the new commercial website, go to <https://www.waterfurnace.com/commercial/>.

Winsupply to open new regional distribution center in Jacksonville, Fla.

Dayton, Ohio – Winsupply Inc., one of the nation’s largest distributors of construction and industrial supplies and equipment, will open a new regional distribution center in Jacksonville, Florida, in 2019. Winsupply will lease the 272,480 foot center which is under construction at Westside Industrial Park.

Winsupply Support Services Group President John McKenzie said the distribution center will become Winsupply’s

fifth major regional distribution center joining Winsupply RDCs in Dayton, Ohio, Denver, Middletown, Conn., and Richmond, Va.

Winsupply is a \$3.3 billion wholesaler-distributor of plumbing, industrial pipe, valves and fittings, heating, ventilation and air conditioning, electrical, waterworks and other supplies to contractors in 45 states. The company plans to begin operations from the Jacksonville RDC in the second half of 2019.

Four Earn Title of Certified Master HVACR Educator

Congratulations to Robert Nickerson, David Piper Jr., Billy Strong, and John Cowart, of Lincoln College of Technology, Grand Prairie, TX, for having the title of Certified Master HVACR Educator, “CMHE”, bestowed upon them by HVAC Excellence.

The foundation for building a great program begins with having: text books, software, assessments, equipment, trainers, tools and test instruments. However, at the end of the day the most important asset of an HVACR program is the instructor and the quality of any program is only as good as the instructor chosen to lead it.

To enable HVACR instructors to verify the depth of their knowledge and



ability to relate subject matter effectively, HVAC Excellence developed specialized educator credentialing exams called Certified Subject Matter Educator “CSME”. These exams validate an HVACR instructor has mastered the subject matter to teach the competencies in their curriculum. The Capstone exam (CORE) covers technical education methodologies and principles and practices, and attests to an instructor’s pedagogical skills.

In order to earn the title

of CMHE, instructors must pass seven different CSME exams with a score of 80% or higher. The exams are: Capstone exam (CORE, which covers technical education methodologies, principles, and practices which attest to their pedagogical skills), Electrical, Air conditioning, Light Commercial Air Conditioning, Light Commercial Refrigeration, Electric Heat and one of the following: Gas Heat, Oil Heat, Heat Pumps.

Instructors who earn the title of Certified Master

HVACR Educator, CMHE, validate that they have the knowledge necessary to prepare their students for success in the HVACR industry. As these exams are voluntary, instructors who earn these credentials should be commended for their commitment to their students and the communities they serve.

Robert, John, David, and Billy are now part of an elite group of instructors nationally to have the title of CMHE bestowed upon them. To learn more about the Certified Master HVACR Educator program or see a list of CMHE instructors, visit www.hvacexcellence.org and click on the credentialing link.

To find out more about Lincoln College of Technology visit: <http://www.lincolntech.edu/careers/skilled-trades/hvac>

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AHR EXPO Atlanta 2019



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

Women in HVACR Meet and Greet at AHR

The Tuesday evening event was held at McCormick & Schmick's in Atlanta



Why Cooling Coils Need to be Replaced

USA COIL & AIR - In a perfect world, most cooling coils should operate efficiently for twenty years or more. Lack of proper maintenance, inappropriate applications, corrosion, and less-than-stellar modern-day construction all affect the life expectancy of cooling coils. There are three major reasons for premature cooling coil replacement as follows:

1. Increased air resistance due to the plugging of the coil surface. What causes this plugging? There is an increase of dirt and airborne material that lodges deep inside the coil core that cannot be removed with a normal air side cleaning process. Improper filter replacement and lack of annual coil cleaning creates

this situation. A plugged coil causes a decrease in the overall heat transfer due to the insulating effect of the material inside the coil core and the subsequent reduced air flow.

2. Major damage from a freeze event. Why is there freeze damage when most cooling coils are dormant during the winter heating season? Many coil manufacturers have built circuitry into the coil design that won't allow for full drainage. The drain locations are often placed above some of the tubes and circuits that are required to fully drain the coil. If a coil has extensive freeze damage, then it's virtually impossible to locate all the leaks. Even if you find the initial leaks, the tubes have been compromised and

can cause further failures in the future. This is due to the thinning of the wall from the increased pressure created by the freeze event.

3. Corrosion. A salt laden atmosphere can cause external corrosion where the tubes and fins meet. Visually this will look like a white ring around each tube in the coil. This means you are losing tube and fin contact, reducing performance. Also, the coil will fill its core with the white corrosive byproduct thus drastically reducing air flow.

There are many other forms of corrosion, both air side and in the tubes on the water/refrigerant side. One form of importance on the water side is raw, untreated water that contains minerals

and byproducts that may corrode copper. Another form of corrosion on the air side is the hydrogen sulfides produced in sewer treatment plant applications.

It's very important to note that a competent coil specialist should review the problems that led to the premature coil replacement; and possibly, redesign a coil that will increase longevity. There are also modifications that can be made to increase capacity, lower air and fluid pressure drops, and provide a much better coil design.

Cooling coils are replaced all the time, and about 95% of them have never attained their full life expectancy. It's important to understand why this happens. It's just as important to not replace a problem with another problem.

Daikin welcomes next generation workforce to AHR EXPO 2019 with "Future of HVAC" event

The immersive, educational event signals Daikin's commitment to developing the future talent of the HVAC industry

Atlanta — At AHR Expo in Atlanta, Daikin will host an exclusive event for engineering and technical trade students who represent the future of the HVAC industry. Select students joined Daikin to discuss exciting, meaningful careers in an industry primed for change over the next decade.

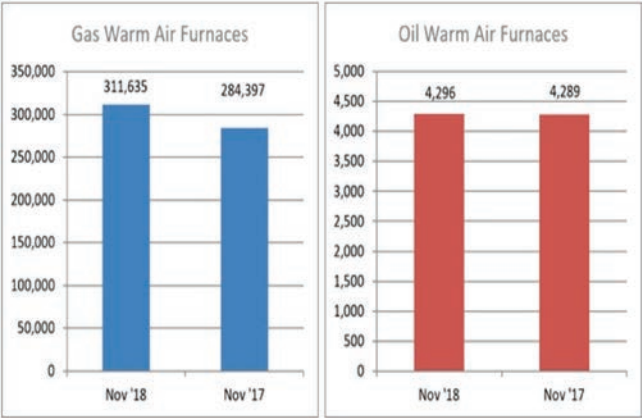
Daikin's AHR Expo "Future of HVAC" student event was both a technology and a workplace talent event. Product managers explained their roles in developing

Daikin technology and equipment, and demonstrate the company's recent technical advancements on the show floor for the students. Participants also learned about how more advanced equipment is revolutionizing the industry and transforming the types of skills HVAC manufacturers need in their workforce. Daikin leadership, HR, product managers and employees who are recent graduates emphasized how today's challenges in HVAC are tomorrow's opportunities.

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

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for November 2018 increased 9.6 percent, to 311,635 units, up from 284,397 units shipped in November 2017. Oil warm air furnace shipments increased 0.2 percent, to 4,296 units in November 2018, up from 4,289 units shipped in November 2017.

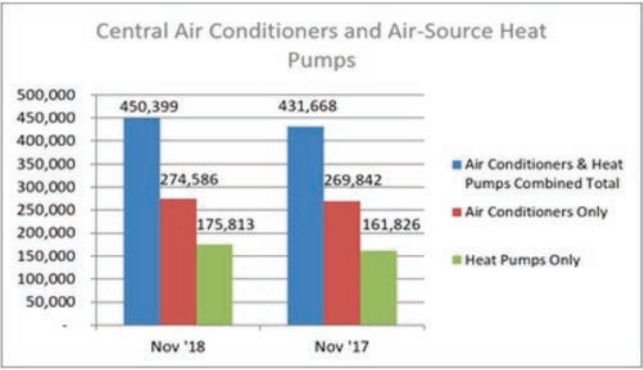


Year-to-date U.S. shipments of gas warm air furnaces increased 10.4 percent, to 3,116,118 units, compared with 2,823,080 units shipped during the same period in 2017. Year-to-date U.S. shipments of oil warm air furnaces increased 2.5 percent, to 33,342 units, compared with 32,538 units shipped during the same period in 2017.

Year-to-Date	Nov '18 YTD	Nov '17 YTD	% Chg.
Gas Warm Air Furnaces	3,116,118	2,823,080	+10.4
Oil Warm Air Furnaces	33,342	32,538	+2.5

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 450,399 units in November 2018, up 4.3 percent from 431,668 units shipped in November 2017. U.S. shipments of air conditioners increased 1.8 percent, to 274,586 units, up from 269,842 units shipped in November 2017. U.S. shipments of air-source heat pumps increased 8.6 percent, to 175,813 units, up from 161,826 units shipped in November 2017.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 7 percent, to 7,848,276, up from 7,332,033 units shipped in November 2017. Year-to-date shipments of central air conditioners increased 4.4 percent, to 5,107,440 units, up from 4,891,764 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 12.3 percent, to 2,740,836, up from 2,440,269 units shipped during the same period in 2017.

Year-to-Date	Nov '18 YTD	Nov '17 YTD	% Chg.
Air Conditioners & Heat Pumps	7,848,276	7,332,033	+7.0
Air Conditioners Only	5,107,440	4,891,764	+4.4
Heat Pumps Only	2,740,836	2,440,269	+12.3

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	14,637	17.1	Under 16.5	258,928	+22.9
16.5-21.9	41,250	-19.9	16.5-21.9	631,863	-29.0
22-26.9	85,250	10.5	22-26.9	1,491,364	+11.3
27-32.9	70,098	8.8	27-32.9	1,233,338	+12.4
33-38.9	93,783	8.9	33-38.9	1,678,619	+13.7
39-43.9	35,078	10.2	39-43.9	624,520	+13.4
44-53.9	49,458	7.0	44-53.9	912,103	+12.9
54-64.9	40,402	3.7	54-64.9	729,331	-9.7
65-96.9	7,255	-11.4	65-96.9	102,227	-0.8
97-134.9	4,952	-18.0	97-134.9	78,277	-1.8
135-184.9	4,052	-8.5	135-184.9	53,743	+0.1
185-249.9	1,578	-9.0	185-249.9	23,130	+0.2
250-319.9	1,185	0.3	250-319.9	15,524	+3.5
320-379.9	344	0.3	320-379.9	3,870	-1.6
380-539.9	346	6.5	380-539.9	3,949	-8.8
540-639.9	320	11.9	540-639.9	3,161	+3.9
640-799.9	141	12.8	640 & Over	1,350	-1.3
800.0-899.9	71	-20.2	800.0-899.9	755	+11.9
900.0-999.9	61	-3.2	900.0-999.9	817	+23.4
1,000.0-1,199.9	39	-37.1	1,000.0-1,199.9	475	+3.3
1,200.0 & Over	99	-3.9	1,200.0 & Over	932	+6.0
TOTAL	450,399	4.3	TOTAL	7,848,276	+7.0

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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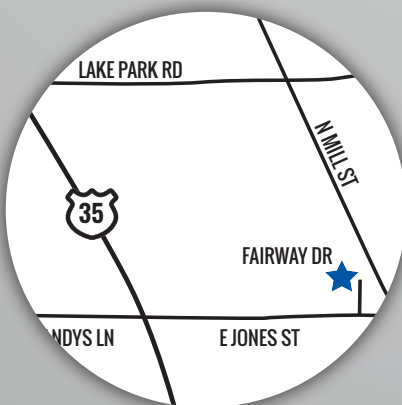
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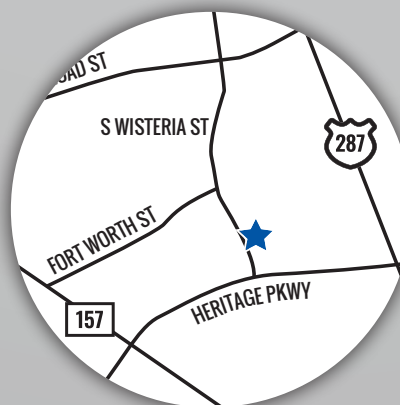
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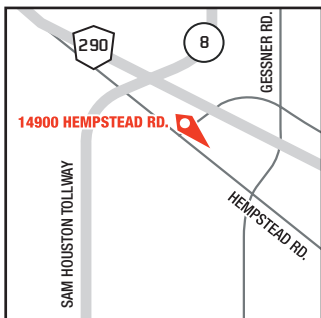


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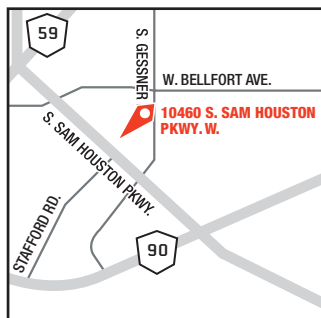
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ing – Belton**

TACCA To Push for Elimination of Municipal Registration Fees

TACCA, the Texas Air Conditioning Contractors Association, will be filing legislation during the ongoing 86th Texas Legislative Session, aimed at eliminating the registration fee that HVAC/R contractors pay in each municipality they operate or do business. For many contractors, thousands of actual dollars, as well as time and efforts go into these fees. Though this WILL NOT eliminate permit fees, TACCA feels strongly that the elimination of the Registration Fees is a step in the right direction in culling the excessive charges that many contractors face in performing their work in municipalities across the state. Look for more details as the Legislative Session progresses.

**Small Business Day at the Capitol—Sign up TODAY!
Gov Abbott To Speak**

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

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. Visit www.tacca.org to register today! 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.

TACCA Membership Benefit #11 - Service First Processing (SFP), a leading provider of credit card processing services, has put together a special “members only program” with exclusive benefits that are designed to reduce your cost of credit card processing while improving your level of service and support. SFP was referred to TACCA by members that use our service and wanted to share that experience with other TACCA members.

FAQ’s — From the Texas Department of Licensing

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Texas Air Conditioning Contractors Association

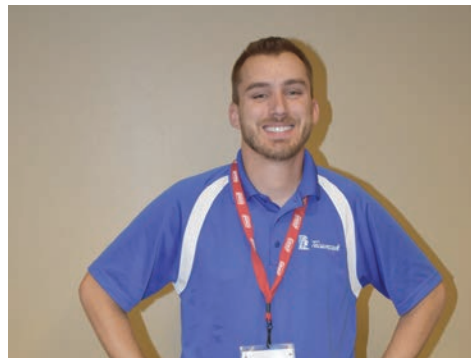
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TACCA focuses on providing information, benefits, education and legislative representation to our members.

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Johnstone Supply Houston Coleman Dealer Meeting

Johnstone Supply Houston held their Coleman Dealer Meeting on January 23rd in Houston. They held Training and Vendor Fair at their location on Shepherd Drive. The event then moved to the Karbach Brewery. There was great food, drinks, prizes and a casino night for the dealers and contractors to enjoy.



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



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

ASHRAE Wraps Up Successful 2019 Winter Conference, AHR Expo

Atlanta – Increased building activity, operational demands, changes in codes and design and new energy efficiency strategies were just some of the topic discussed among buildings professionals at the 2019 ASHRAE Winter Conference and AHR Expo.

The 2019 ASHRAE Winter Conference took place Jan. 12-16 at the Omni Hotel Atlanta at CNN Center and the Georgia World Congress Center in Atlanta, Ga, ASHRAE's headquarter city. More than 2,700 individuals registered for this year's Winter Conference.

The AHR Expo attracted HVACR professionals from around the globe and provided a forum for manufacturers to showcase the latest products and services. The Expo drew more than 65,000 attendees, with 1,809 exhibitors total, 496 international exhibitors from 35 countries and 107 first time exhibitors.

The Winter Conference technical program featured more than 300 presentations, with interest surrounding this year's new track, **Renewable and Natural Systems**, where session topics included exploring energy technologies, renewable energy sources and the future of the smart grid.

"The Winter Conference and AHR Expo provides an excellent setting for buildings professionals to collaborate on new ideas and share knowledge," said 2018-2019 ASHRAE President Sheila J. Hayter, P.E. "As we explore ways to incorporate renewable energy technologies into integrated building concepts, ASHRAE will take an even greater leadership role in defining the relationship between buildings and the power sector. The Winter Conference and AHR Expo continues to be one of the most important platforms through which this knowledge is shared."

At the conference, Hayter provided Society updates and initiatives related to the Society theme, **"Building Our New Energy Future."** She focused on how ASHRAE is preparing buildings professionals for the challenges and opportunities of designing efficient and grid-responsive buildings within the changing energy sector. Hayter announced that a workshop, Building our New Energy Future: Current and Emerging Research Priorities, will be held Feb. 4-5, sponsored by NREL and ASHRAE. Also announced was the release of a presidential

webinar, titled **"Efficient Buildings, the Future and a More Intelligent Grid."**

Additionally, "Q&A" videos will be released on ***The Potential For Zero Energy Districts***, Smart Homes–Saving Energy and Money and Grid-Interactive Buildings.

ASHRAE Learning Institute (ALI) offered five full-day seminars and 15 half-day courses. The top attended courses were Humidity Control I: Design Tips and Traps; ***Humidity Control II: Real-World Problems and Solutions; and Variable Refrigerant Flow System: Design & Application.***

During the conference, ASHRAE signed a Memorandum of Understanding (MoU) with the Pakistan HVACR Society (PHVACR). The agreement formalizes the two organizations' long-standing commitment toward the promotion of common cooling and heating related endeavors.

ASHRAE and UN Environment announced the launch of its 2019 and 2020 work plan. The new work plan will afford ASHRAE opportunities to work with local and national policy markets, ensuring sound energy efficiency and environmental protection policies based on ASHRAE standards and resources. This is the fifth work plan resulting from a 2007 MoU agreement between ASHRAE and UN Environment.

"The mutual benefit of the new work plan is that ASHRAE has the ability to make key experts in refrigerant development and the application of new refrigerants accessible to UN Environment, through ASHRAE chapters to provide training to national policy makers and practitioners in developing countries," said Hayter. "As the world shifts to use of refrigerants with lower global warming potential, mandated by the Montreal Protocol, the linkage between ASHRAE and UN Environment's OzoneAction unit is critically important to meet global challenges."

ASHRAE recognized outstanding achievements and contributions of dedicated members to the HVACR industry during its Honors and Awards program. A special presentation was made to H.E. (Barney) Burroughs, presidential Fellow Life Member ASHRAE, for his 100th ASHRAE conference attended.

The slate of nominees for 2019-2020 board officers and directors were announced. Elections will be held in May.

New publications were highlighted including the International Green Construction Code® (IgCC®) powered by ANSI/ASHRAE/ICC/USGBC/IES Standard 189.1-2017, the newly revised ANSI/ASHRAE/IES Standard 90.2-2018, Energy-Efficient Design of Low-Rise Residential Buildings, and the **Commissioning Stakeholders' Guide**, among others.

The **2019 ASHRAE Annual Conference** will take place June 22-26 in Kansas City, with the 2020 Winter Conference Feb. 1-5, and the AHR Expo, Feb. 3-5, in Orlando, Fla.

ASHRAE Announces Nominees for 2019-20 Slate of Officers and Directors

Atlanta – ASHRAE announced its nominees for the 2019-20 slate of officers and directors during its 2019 ASHRAE Winter Conference in Atlanta, Ga.

Nominations for officers and directors were made by the ASHRAE Nominating Committee from a list recommended by individual members and from Chapters Regional Conferences.

The 2019-2020 nominees are as follows:

- President-Elect: Chuck Gulledge
- Treasurer: Mick Schwedler
- Vice Presidents: Bill McQuade, Bill Dean, Dennis Knight and Farooq Mehboob

- Director and Regional Chairs: Steve Marek (Region IV), Douglas Zentz (Region V), Richard Hermans (Region VI), Robin Bryant (Region XII) and Apichit Lumlertpongpana (Region XIII)

- Directors-at-Large: Kelley Cramm, Jaap Hogeling and Ashish Rakheja

- Alternate Director-at-Large: Kishor Khankari

ASHRAE members will vote on the nominees via electronic ballot in May. Darryl Boyce will serve as ASHRAE President for the 2019-20 society year.

For more information on the 2019-20 slate of officers and directors, visit <https://www.ashrae.org/2019-20slate>.

ASHRAE Presents Awards and Honors at 2019 Winter Conference

Atlanta – ASHRAE recognized the outstanding achievements and contributions of members to furthering energy efficiency in the heating, ventilation, air conditioning and refrigeration industry during the 2019 Winter Conference. A list of the awards and their recipients are below.

Fellow ASHRAE

Fellow ASHRAE is a membership grade that recognizes members who have attained distinction and made substantial contributions in HVAC&R such as education, research, engineering design and consultation, publications and mentoring. The Society elevated 17 members to the grade of Fellow:

- Fred S. Bauman, P.E., Life Member, project scientist, Center for the Built Environment, University of California, Berkeley, Calif.
- Alexander S. Butkus, P.E., Life Member, retired president and senior principal, Grumman/Butkus Associates, Evanston, Ill.
- Charles Eley, P.E., BEMP, architect/engineer, Eley Consulting, San Francisco, Calif.
- Kenneth M. Elovitz, P.E., engineer, Energy Economics, Foxboro, Mass., and, adjunct teaching professor, Worcester Polytechnic Institute, Worcester, Mass.
- Paul W. Francisco, senior research engineer, Indoor Climate Research & Training Group, Applied Research Institute, University of Illinois at Urbana-Champaign, Champaign, Ill.
- Hwataik Han, Ph.D., P.E., professor, Kookmin University, Seoul, South Korea.
- Yunho Hwang, research professor, University of Maryland, College Park, Md.
- Arthur A. Irwin, Halifax, Nova Scotia, Canada.
- James Kamm, Ph.D., P.E., Life Member ASHRAE, professor, University of Toledo, Toledo, Ohio.
- Kathleen Owen, owner and air pollution control engineer, Owen Air Filtration Consulting LLC, Cary, N.C.
- Gary Phetteplace, Ph.D., P.E., Life Member, president, GWA Research LLC, Lyme, N.H.
- Elbert (Bert) Phillips, P.Eng., Life Member, president, UNIES Ltd., Winnipeg, Manitoba, Canada.
- Michael A. Pouchak, P.E., systems architect, Honeywell, Golden Valley, Minn.
- Dharam V. Punwani, president, Avalon Consulting, Inc., Naperville, Ill.
- M. Ginger Scoggins, P.E., president, Engineered Designs, Inc., Cary, N.C.
- James R. Tauby, P.E., chief executive engineer, Mason Industries Inc., Hauppauge, N.Y.
- Philip C.H. YU, Ph.D., C.Eng., environmental and applications engineering director, Trane Pacific, Hong Kong.

SEE ASHRAE Pg. B6

HARDI

HARDI Distributors Report 12.2 Percent Revenue Increase in November

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 12.2 percent in November 2018.

The average annualized growth for the 12 months through November 2018 is 11.1 percent.



“Furnace season is off to a great start,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “October was colder than the prior year in every region. That happened again in November when heating degree days exceeded normal in six of our seven economic regions.”

“HARDI sales still looked outstanding entering into the winter months,” said HARDI Economist Paul Hallmann. “Despite recent volatility in equity markets, economic fundamentals remain strong.”

“We’ll be keeping a close eye on the actions and remarks of the FED in the coming months, as continued equity market volatility will lead to downside risk on consumer and business confidence, as well as on economic activity in general,” Hallmann continued. “However, November confidence numbers remained strong for both consumers and businesses.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now over 48 days. “The DSO is up from the summer lows and that is consistent with the normal annual pattern,” said Loftus. “48 is a little higher than last year, but we expect the ratio to remain in the 47 to 49 range the next couple months.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

HARDI Premieres Workforce Recruitment Documentary

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) earlier last month premiered its Workforce Recruitment Documentary, “Hot Commodity” at its Annual Conference in Austin, Texas to a crowd of more than 800 during a breakfast general session.

“I am very pleased with the end result of the documentary and really believe that this will be a great start to our ongoing recruitment initiative,” said Director of Marketing & Sales Chris DeBoer, who produced the project. “Having all the young people who were featured in the film onsite for the premier made the event even more special.”

The full-length feature showcased the stories of various millennial employees at HARDI distributors, and included background information on the growing labor shortage in the trade industries.

This documentary was filmed by Muddy Trails duo Bryce and Jessie Suriano, and will serve as a tool for providing exposure to the HVACR distribution industry to young individuals who may have never heard of HVACR or wholesale distribution.

“I received some really great feedback and suggestions for this piece and the second phase of this effort,” DeBoer continued.

The official release of the film to the public will occur in Spring 2019.

For more information on this ongoing project and how to get involved, visit the Workforce Recruitment Initiative page in the Talent section of hardinet.org.



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The spotlight



Robert Burnett Promoted to National Sales Manager ARW Division for Glasfloss



Nortek Air Management has named Kevin S. Facinelli as senior vice-president engineering and product management



Nortek Air Management has named Hervé Mallet as senior vice-president operations



Fujitsu Appoints David Trautman to National Account Sales Manager

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

ASHRAE can't

The ASHRAE Technology Awards

The ASHRAE Technology Awards recognize outstanding achievements by ASHRAE members who have successfully applied innovative building designs. Their designs incorporate ASHRAE standards for effective energy management and indoor air quality and serve to communicate innovative systems design. Winning projects are selected from entries earning regional awards. First place recipients are:

- Dwight Schumm and Timothy Lentz, P.E., design engineers, new commercial buildings category, Indian Creek Nature Center Amazing Space, Cedar Rapids, Iowa. The building is owned by Indian Creek Nature Center. The building representative is John Myers.

- Hiroki Kawakami, Hiroaki Takai, Kazuki Wada and Koji Tanaka, P.Eng., existing commercial buildings category, TAKENAKA Corporation Higashikanto Branch Office Renovation, Chiba City, Chiba, Japan. The building representative is Hiroshi Suzuki.

- John E. Tsingas and David S. Eldridge, Jr., P.E., ebcx commercial buildings category, 801 Grand, Des Moines, Iowa. The building is owned by Principal Financial Group.

- Michael P. Sherren, P.E., new educational facilities category, Wilde Lake Middle School, Columbia, Md. The building is owned by Howard County Public School System.

- Morgan B. Heater, existing educational facilities category, Westside School, Seattle, Wash. The building is owned by Westside School.

- David J. Meyer, P.E., Jaimeeganleong Wilson, Ph.D., P.E., BEMP, BEAP, Eric J. LePore, P.E. and Alfred Rodgers, CPMP, new other institutional buildings category, Koffman Southern Tier Incubator, Binghamton, N.Y. The building is owned by Koffman Southern Tier Incubator.

- Sarah E. Berseth and Scott A. Lichty, P.E., new public assembly category, Ramsey County Library, Shoreview, Minnesota. The building is owned by Ramsey County Property Management.

- Dominic Desjardins, Eng., Maurice Landry, Eng. and André-Benoît Allard, existing public assembly category, Montréal Olympic Park's Integrated Performance Contracting Project, Montréal, Québec, Canada. The building is owned by Montréal Olympic Park.

Student Design Competition

The Student Design Competition focused on a new 70,000 square foot (6,500 square meter), four-story mixed use complex north of Istanbul, Turkey.

First place in the HVAC Design Calculations category was awarded to the University of Nebraska – Lincoln. Team members are Jack Buckley, Madeline Sampsel, Austin Seagren and Christopher Wozny.

First place in the HVAC System Selection category was awarded to Kansas State University. Team members are Kevin J. Clark, Madison Hopfinger, Evan Reese, Whitney Luck and Andres Saldivar.

First place in the category of Integrated Sustainable Building Design was awarded to an international collaborative team from The Pennsylvania State University (PSU) and Technical University of Denmark (DTU). PSU team members are William McCann, Salvador Ordorica, Ashutosh Kumar Ojha, Marie Rottschaefer and Siddharth Swaminathan. The DTU team members are Vasileios Filis, Myrto Ananida, Oluwatobi Gbadebo and Alexandre Mathieu.

The Setty Family Foundation Applied Engineering Challenge requires students to plan, develop and enact solutions to sustainability issues in their local or regional areas.

The first place student team from the Bandung Institute of Technology designed a temporary shelter for use by governments, municipalities, and humanitarian agencies in an Eastern European location. Team members are Iik Wahyu Anggara, Katon Vembriarto

Widayaswara, Yoga Hutomo Putra, Mohammad Ilham Akbar and Fahmi Rizaldi.

E.K. Campbell Award of Merit

William P. Bahnfleth, Ph.D., P.E., Presidential Fellow Member ASHRAE, received the E.K. Campbell Award of Merit. The award honors an individual for outstanding service and achievement in teaching and is presented by the Life Members Club. Bahnfleth is professor architectural engineering, The Pennsylvania State University, University Park, Penn.

John F. James International Award

Stephen Gill, C.Eng., received the John F. James International Award. The award recognizes a member who has done the most to enhance the Society's international presence. Gill is president, Stephen Gill Associates, Nottingham, UK.

ASHRAE Award for Distinguished Public Service

Patricia T. Graef, P.E., Life Member, Fellow ASHRAE, received the ASHRAE Award for Distinguished Public Service. The award recognizes members who have performed outstanding public service in their community and, in doing so, have helped to improve the public image of the engineer. Graef is senior engineer, Munters Corporation, Fort Myers, Fla.

Honorary Member

William Henry Gates, III, was elected as an Honorary Member of ASHRAE. Honorary Members, elected by the Board of Directors, are defined as notable persons of preeminent professional distinction. Gates is founder, Microsoft Corporation, Medina, Wash.

ASHRAE Hall of Fame

George B. Hightower, P.E., was inducted into the ASHRAE Hall of Fame. The ASHRAE Hall of Fame honors deceased members of the Society who have made milestone contributions to the growth of ASHRAE-related technology or the development of ASHRAE as a society.

BRAGGIN' RIGHTS



Jayson Campbell and his Colorado Elk

Jayson Campbell and his Colorado Mountain Lion



Jayson Campbell took this Missouri buck that scored 251

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Product News

Mitsubishi Electric Trane HVAC US Advances Commercial HVAC with Introduction of CITY MULTI® N-Generation

Commercial VRF units offer smaller footprint, greater design flexibility



Suwanee, Georgia – Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Zoned Comfort Solutions® and Variable Refrigerant Flow (VRF) heating and cooling systems, introduces CITY MULTI® N-Generation

outdoor units, a big advancement in VRF systems in a smaller package.

The new N-Generation high performance outdoor units deliver better energy efficiency and personalized comfort control to commercial building applications. The N-Generation features a footprint up to 30 percent smaller than previous models and offers more design flexibility due to improvements in vertical piping limits. The units include a four-sided heat exchanger delivering increased heating capacity within the reduced footprint. Quieter than ever before, the units feature an improved compressor and fan design with five airflow settings that vary the unit's noise output.

N-Generation offers expanded system design options with vertical piping limits increased from 164 feet to 295 feet, and units available in 6- to 32-ton capacities.

N-Generation heat recovery systems also feature new Branch Circuit (BC) controllers that allow connection of up to 11 sub-BC controllers connected to one main BC controller, greatly increasing system design possibilities. The new BC controllers also feature a height reduction and the incorporation of service access from the bottom.

“The N-Generation was developed to be a more effective and efficient heating and cooling solution for virtually any

commercial application,” says Kevin Miskewicz, director, commercial product planning, Mitsubishi Electric Trane HVAC US. “With its operational and design flexibility improvements, building owners, facility managers and commercial specifiers will be pleased with the occupant comfort and energy efficiency achieved by incorporating CITY MULTI into HVAC designs.”

N-Generation offers significant efficiency improvements. The combination of the new heat exchanger, compressor and fan design improve both nominal and seasonal efficiency levels by up to 27 percent over prior generations, even at part-load conditions. The unique flat tube aluminum heat exchanger ensures maximum heat transfer.

Flash injection compressor technology is now standard in N-Generation high efficiency models, offering up to 78 percent of rated heating capacity down to -13 degrees Fahrenheit outdoor ambient temperature.

Plus, the N-Generation offers simplified and faster troubleshooting and maintenance for HVAC contractors with built-in data storage, accessible via USB and easily downloaded onto Maintenance Tool, that stores up to five days of operational data.

For more information about CITY MULTI N-Generation, visit NextGenVRF.com.

Product News

Easy Does It: Ductless System Installation and Maintenance take Giant Leap Forward with Friedrich Fastpro

Friedrich’s re-engineered product lines featuring FastPro makes “going ductless” quicker and easier than ever before

San Antonio, Texas – As a highly efficient, all-season HVAC solution, ductless systems are increasingly popular for conditioning air faster, maintaining accurate temperatures and reducing energy costs. Now, Friedrich Air Conditioning Co., a leading U.S.-based manufacturer of heating, cooling and other air conditioning products, is making installation and servicing residential and commercial ductless systems easier than ever.

Launched at 2019 AHR Expo, Friedrich’s re-engineered Floating Air Pro® and Floating Air Premier ductless solutions featuring FastPro™ are designed with the HVAC contractor and installer in mind. Friedrich FastPro makes ductless installation and maintenance much simpler, opening up new business opportunities for the trade and decreasing the time needed to install ductless systems and perform maintenance

by as much as 50 percent. It also reduces hassles, allowing contractors and installers to offer ongoing service and maintenance plans with confidence.

“Friedrich FastPro solves major pain points for the trades when it comes to ductless system installation and maintenance,” said TJ Wheeler, Friedrich Vice President of Marketing and Product Management. “Removing these barriers will help continue to accelerate ductless system adoption while opening up ongoing service contract revenue streams for contractors.”

Friedrich FastPro reduces complications by allowing the interior unit’s blower wheel and drain pan module to be removed and re-installed as one component versus having to perform multiple steps. Given that ductless systems can be configured with multiple indoor units, this is a major time-

saver that also decreases the chance of mistakes or missed steps. It also helps ensure customer satisfaction.

“Let’s face it, most customers would prefer not to have their system down for the day while needed maintenance is performed,” said Wheeler. “FastPro is convenient not only for the contractor, but it gets customers up and running quickly as well.”

For both the trades and ductless customers, maintenance is key to ensuring ductless system equipment operates at peak performance. Removing dust, dirt and mold from the blower wheel, drain pan and vanes can prevent it from circulating into the room and maximize ductless efficiencies. Friedrich recommends scheduled maintenance at least every six months and more frequently in areas where equipment is running day in and day out.

Panasonic Introduced Revolutionary Air Purification Technology, nanoe™X at AHR Expo 2019

nanoeX, ECONAVI and VRF Smart Connectivity Controller Technologies Were Showcased at AHR Expo

Atlanta, GA – Panasonic, an industry-leading manufacturer of air conditioning, heating and indoor air quality systems, showcased its advanced air purification technology with the U.S. debut of its nanoe™X solution at the Air Conditioning, Heating, Refrigerating Exposition (AHR). Panasonic also demonstrated its ECONAVI intelligent sensor technology, next generation of VRF Smart Connectivity Controllers, and other heating, cooling and air quality technology solutions.

With a U.S. market entry in early 2020, the Panasonic EXTERIOS XE ductless system with advanced built-in air purification technology will set a new standard for comfort and IAQ for the U.S. ductless heat pump market. Already successful globally, at AHR 2019 Panasonic will for the first time in the U.S. introduce its revolutionary technology that is globally improving

indoor air quality in a wide range of industries including home, railway, automobile, hotel and hospital and other public spaces.

NanoeX is a groundbreaking solution that provides a cleaner, fresher indoor environment by identifying harmful pollutants such as allergens, bacteria and odors, and neutralizing them with state-of-the-art air purification technology. As an additional benefit, nanoeX has been shown to help retain skin moisture to reduce dryness issues. Designed for residential and commercial applications, nanoeX improves overall air quality for occupants, enabling healthier and more productive home and work environments.

In addition to nanoeX, Panasonic will showcase its ECONAVI intelligent sensor technology, which detects human activity and automatically adjusts the temperature in a room to create a comfortable, energy-efficient space for occupants. Additionally, the

next generation of Panasonic’s VRF Smart Connectivity Controller, which was developed in collaboration with Schneider Electric, was on display at Panasonic’s booth. With an enhanced user-friendly interface that dynamically manages comfort, controllability and costs for the end user, building managers benefit from improved controllability that allows them to manage equipment, lighting, security, electrical distribution and power from a single interface – anytime, anywhere.

For more information about Panasonic heating and air conditioning, please visit na.panasonic.com/us/home-and-building-solutions/heating-air-conditioning/.

Johnstone Supply San Antonio February Training Calendar

EARLY BIRD TRAINING - Look for our classes from 7 to 9am - so you get back to work earlier.

FEBRUARY TRAINING CALENDAR - For info call Juan Villela at 210-829-1934 Ext. 155

All classes are presented at 9311 Broadway Suite 200 - Johnstone Supply Training Room

DATE	DAY	TIME	LOCATION	TOPIC	TRAINING REGISTRATION CODE	COST
Feb. 5	Tu	7 - 9 am	Broadway	Compressor Burnout - Danfoss - SPANISH	TRAIN19-41-17	FREE
Feb. 7	Th	5pm to 7:30pm	Broadway	NATE Certification Exam - CORE	TRAIN19-41-18	\$165
Feb. 12	Tu	7 - 9am	Broadway	Coleman HC 20 & CH16 Overview	TRAIN19-41-19	\$35
Feb. 13	W	8 - 11am	Broadway	Daikin Mini Split Training	TRAIN19-41-20	FREE
Feb. 14	Th	8 - 11am	Broadway	Daikin Mini Split Training	TRAIN19-41-21	FREE
Feb. 26	Tu	8 - 11am	Broadway	Friedrich Mini Split Training	TRAIN19-41-22	FREE
Feb. 26	Tu	5pm - 7:30pm	Broadway	NATE Certification Training - AC / HP 1	TRAIN19-41-23	\$195
Feb. 27	W	8am - 3:30pm	Broadway	EPA Certification Review & Exam	TRAIN19-41-24	\$125
Feb. 27	W	1:30 - 3:30pm	Broadway	EPA Certification Exam Only	TRAIN19-41-25	\$85
Feb. 27	W	5pm - 7:30pm	Broadway	NATE Certification Training - AC / HP 2	SEE TRAIN19-41-24	\$18
Feb. 28	Th	8 - 11am	Broadway	Daikin Commercial Equipment Overview	TRAIN19-41-26	FREE
Feb. 28	W	5pm - 7:30pm	Broadway	NATE Certification Training - AC / HP 3	SEE TRAIN19-41-24	

Note: NATE AC / HP Certification Training includes Training Manual - all 3 days training. Exam NOT included.

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LG Innovative HVAC Solutions Take 2019 AHR Expo by Storm

Industry-Leading Technology, Impressive Controls and Flexible Connectivity Solutions Headlined Offerings at World's Largest HVAC Conference

Atlanta – Air conditioning technologies leader LG Electronics ushers in the New Year with its robust 2019 lineup of commercial, light commercial and residential HVAC solutions – including industry-leading variable refrigerant flow (VRF) technology, customizable and flexible control systems, powerful new heating capabilities and variety of design tools – all were on display at the 2019 AHR Expo in Atlanta.

The centerpiece of LG's commercial HVAC solutions at this year's show was a major enhancement to its flagship Multi VTM 5 air-source VRF system to include LGRED° technology. Also featured at AHR Expo were the new and award-winning products, including the upgraded Vertical Air Handler Unit (VAHU), advanced AC Smart 5 Controller, redesigned High Static Ducted indoor unit and the innovative Air Handler Unit (AHU) Conversion Kit was named as a Finalist for an AHR Innovation Award.

LG Vertical Air Handler Unit (VAHU)

Previewing at AHR 2019 was LG's latest vertical air handling units (VAHUs) for ducted residential and light commercial applications. Providing superior design flexibility of the four-way installation capabilities (vertically, horizontally from the left or right, or inverted with a down flow conversion kit), the new VAHUs now features a constant CFM motor which maintains a constant air flow for better efficiency and comfort. The VAHUs are Wi-Fi capable, allowing homeowners to control their heating and cooling needs through the LG SmartThinQ® app. The new VAHUs will be available through LG distributors in spring of 2019.

LG Multi V™ 5 now with LGRED° Technology

Launched at AHR Expo 2019, the flagship product in LG's state-of-the-art air-source VRF systems, the Multi V 5 now boasts an expanded operating range to work in ambient conditions down to -22°F with the addition of LGRED° heat technology making it the ideal year-round VRF solution.



The LG Multi V 5 is available from 6- to 42-tons, with a choice of three-phase 208V, 230V or 460V electrical power as heat recovery/heat pump outdoor units; the 20-ton unit representing the largest tonnage in the smallest, single frame footprint on the market today. A smaller and lighter solution, the Multi V 5 20-ton not only reduces footprint requirements, but also helps to reduce installation costs.

While the footprint of the Multi V 5 is reduced, its performance is increased. The Multi V 5 has exclusive features such as Advanced Smart Load Control that proactively addresses the impact of pending weather changes ensuring optimal comfort for all of the building occupants. The Multi V 5 also features LG Intelligent Heating technology that defrosts as needed rather than responding once frost has reached a preset point. On top of active response capabilities, the Multi V 5 also features a biomimetic fan design that draws from nature's design and enables the unit to operate more efficiently and increase airflow while reducing the perceived noise level by approximately 20 percent.

LG AC Smart 5 Controller

Debuting at AHR 2019 was the next generation of LG's advanced VRF controls, the AC Smart 5 remote controller. With its new HTML5-based graphical user interface, the AC Smart 5 provides an intuitive way to monitor and control LG air conditioning units and LG RTDOAS whether on the integrated 10.2-inch LCD touchscreen or via the user's preferred web browser. As a BACnet™ Gateway, the AC Smart 5 combines its user interface with the open BACnet protocol for native integration of LG systems to a number of building automation platforms for cohesive building management. Additionally, the AC Smart 5 now comes with a host of standard commands and reports to further streamline and improve operational efficiency. The AC Smart 5 will be available spring 2019.

High Static Ducted Indoor Unit

Debuting at AHR 2019 was LG's newly redesigned high static ducted units. With a cleaner chassis design, the LG high static ducted units have a reduced height and overall width with the control box enabling for maximized design space. In addition to the reduction in size, the new design is lighter and features bottom access to the control board for improved installation, commissioning and maintenance. The new high static ducted indoor units come in a range of capacities and will be made available in spring 2019.

For more information on LG products featured at the 2019 AHR Expo, visit lgahrexpo.com. Additional information on the complete portfolio of LG's air conditioning systems can be found at lg hvac.com.







Distributor Benefits:

- Low wholesale pricing
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CALENDAR OF EVENTS

Insco's February Events Schedule

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

Austin

Wednesday, February 6th - Top Tech H1P-T-V Air Handlers from 8am – 12pm located at 1209 Interstate 35 Frontage Rd Round Rock, TX | Only \$75

Wednesday, February 20th – Top Tech Ruud 90% Gas Furnaces from 8am – 12pm located at 1209 Interstate 35 Frontage Rd Round Rock, TX | Only \$75

Grapevine

Tuesday, February 19th – Top Tech Ruud AC Condensing Units from 8am – 12pm located at Insco's Grapevine Training Facility | \$75

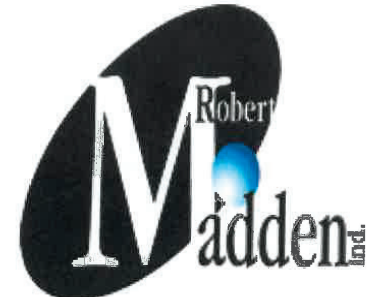
Houston

Thursday, February 21st – Residential IAQ & ERV Systems from 8:30am – 12:30pm located at Insco's North Houston Training Facility | \$75

San Antonio

Tuesday, February 12th – Air Properties and Measurements from 8am – 12pm located at Insco's San Antonio Training Facility | \$75

Tuesday February 26th – Top Tech Ruud AC Condensing Units from 8am – 12pm located at Insco's San Antonio Training Facility | \$75



Building Dependable Partnerships

Robert Madden Industries is seeking a motivated, energetic and qualified professional to join the Sales Team.
One position is available in San Antonio, Texas.

Sales Territory Manager

Qualifications for this position require two years of college (Business or Marketing) or equivalent combination of education and experience. Qualified candidates should possess advanced skills and extensive HVAC knowledge, must be able to use Microsoft Office and Customer Relationship Management software, exceptional communication skills, proven sales ability, and enjoy working in a fast paced team oriented environment.

The Sales Territory Manager plans, organizes, maintains, and grows a volume-driven and profitable base of dealers, develops new customers and maintains productive relationships with existing customers within a specified sales territory. They support the customers with product information, incentive programs, pricing, training and other programs regarding the sale of equipment.

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 Day and Night 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.



Regional Sales Manager

JB is looking for a talented individual who will be accountable for sales from end to end including after technical sales customer support. We invite you to join us and understand what makes JB and our industry special. Position reports to VP of Sales and is responsible for conducting wholesale branch support including the following:

- Provide assistance to sales rep management
- Provide training to branch and end users
- Able to work with wholesale sales staff with support of technical sales calls
- Conduct JB pump clinics either at wholesale locations or contractor locations
- Store merchandising, set-up of planograms, working on displays
- Conducting counter days at wholesale locations
- Delivery of sales presentations and resolution of customer issues.
- Establish excellent customer communication and relationships in given territory
- Conduct field training with customers, customer service, and representatives

Skills:

- Highly energetic and action oriented
- Team player and able to be a conduit between customers, engineering, and factory
- Job will be located in greater Houston area
- 3-5 years of HVAC Experience preferred
- Strong problem solving, motivation, and negotiation skill
- Ability to travel including potential travel outside territory
- Competitive compensation package including full benefits

Please apply online hr@jbind.com

JB Industries, Inc. | PO Box 1180 Aurora, IL 60507 | Phone (630) 851-9444 Fax# (630) 851-9448

NOTICE OF PLUMBER, PIPEFITTER, HVAC APPRENTICESHIP OPPORTUNITY

Plumbers & Pipefitters Local 142 J.A.T.C. will accept applications for apprenticeship beginning February 25 thru March 8, 2019, M-F, from 8:00 -11:30 a.m. and 1:00 - 4:00 p.m. at the address listed below.

Apprenticeship is the Earn-While-You Learn training program. Attend evening school and work during the day. No tuition or fees required for training. No financial debt for your career training.

Benefits include Health Insurance, Retirement plan, defined wage advancements, continuing education and training opportunities. Receive 32 hours of college credit upon completion of our 5-year training program. Veterans may utilize their Montgomery or Post-911 benefits in this program.

MINIMUM QUALIFICATIONS: Must be 18 years of age when applying. Must have a high school diploma (or be a graduating senior in May 2019) or have a GED. A certified birth certificate and official sealed high school transcript or GED grades are required to complete the application. DD-214 needed for Veterans. Driver's License or Photo ID. All applicants under the age of 26 must register for Selective Service or provide proof of ineligibility or prior registration.

Equal opportunity will be offered without regard to sex, race, color or national origin.

www.local142.org/apprenticeship/

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1050 Arion Parkway

Tuesday February 5, 2019 March 5, 2019

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

Saturday February 16, 2019 March 16, 2019

Location: **Johnson Supply – Corpus Christi**

Tuesday February 12

Location: **TBA – Laredo**

Tuesday March 12

TDLR No. 1362 Class No. 19048

•EPA Exams• 1st Friday of the month

•NATE Exams• •License Prep Classes•

5-hr Carbon Monoxide Class \$59 February 2, 2019

5-hr Compressor Seminar \$59 March 2, 2019

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3. HURRICANE™ Pipe Stand Kits (HPSI) PATENT PENDING: SECURELY HOLDS PIPE STABLE EVEN IN VERY HIGH WIND for many years to come.



4. Gallo gun brass Adapter (QBAI) Gallo gun to gauge hose direct coupling.

Brass Adapter →



5. Tell-Tell Safety Monitor (TTSM) 1-250 volts

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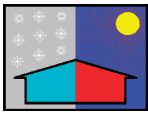


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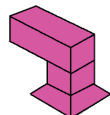
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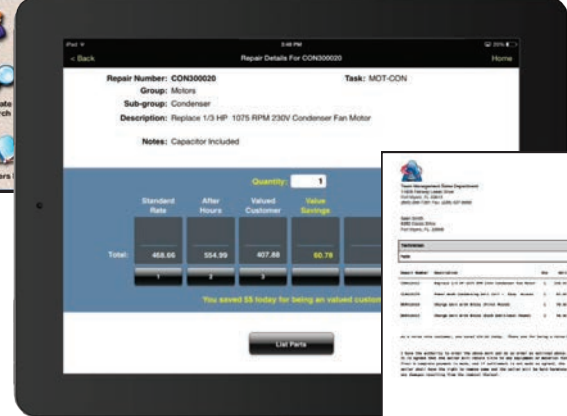
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