

Century AC Supply's 19th Annual Golf Tournament benefiting Camp Hope



FIRST PLACE Joe Vaquera, Josh McCollum, Lynn Edwards, Rick Heyden. Pictures on page B2.

Insco Distributing Grand Opening In San Antonio Tx



Mr Rudy Trevino and Mr Brian Trevino with Insco Distributing. Pictures on page B4.

Baker Distributing Heil Dealer Meeting

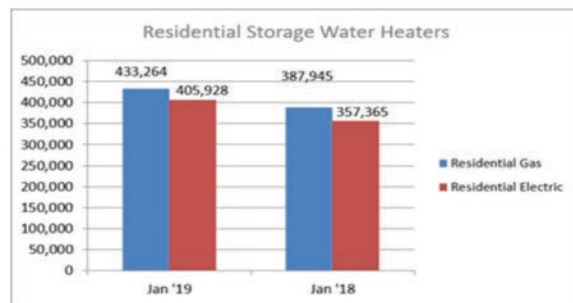


Erin Barrera with Baker and Brent Ballard with Affordable Air. Pictures on page B10.

AHRI Releases January 2019 U.S. Heating and Cooling Equipment Shipment Data

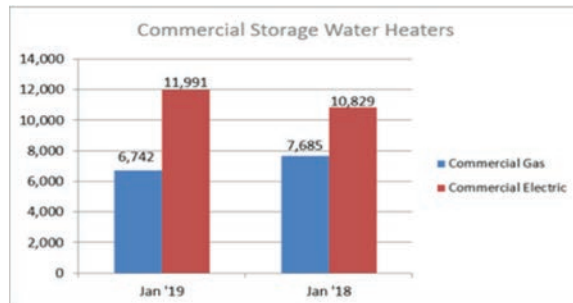
Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for January 2019 increased 11.7 percent to 433,264 units, up from 387,945 units shipped in January 2018. Residential electric storage water heater shipment saw a 13.6 percent increase in January 2019 to 405,928 units, up from 357,365 units shipped in January 2018.



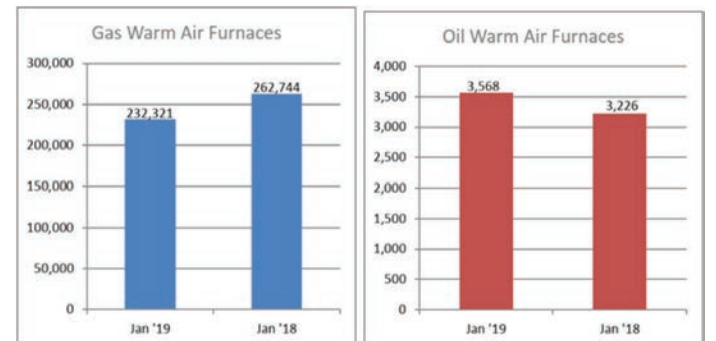
Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 12.3 percent in January 2019 to 6,742 units, down from 7,685 units shipped in January 2018. Commercial electric storage water heater shipments increased 10.7 percent in January 2019 to 11,991 units, up from 10,829 units shipped in January 2018.



Warm Air Furnaces

U.S. shipments of gas warm air furnaces for January 2019 decreased 11.6 percent to 232,321 units, down from 262,744 units shipped in January 2018. Oil warm air furnace shipments increased 10.6 percent to 3,568 units in January 2019, up from 3,226 units shipped in January 2018.



Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 518,988 units in January 2019, up 7.5 percent from 482,671 units shipped in January 2018. U.S. shipments of air conditioners increased 6.2 percent to 283,498 units, up from 266,857 units shipped in January 2018. U.S. shipments of air-source heat pumps increased 9.1 percent to 235,490 units, up from 215,814 units shipped in January 2018.

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>.

Morsco Customer Appreciation San Antonio Tx



Pictures on page B7.

AC Supply LG Training Conference



Pictures on page B9.

Morsco New Braunfels Tx



Warren Wehe with MORSCO and Tim Truitt with Hugh Cunningham HVAC. Pictures on page B7.

SWRA RSES Annual Conference



Members of the White Hat Club
L-R First Row: James Poole, CM; Stanley Domel, CMS; Jim Malone, CMS; Dick Burks, CM; Larry Brewer, CM; Darwin Sharpe, CM;
L-R Back Row: Mark Beiser, CM; Ron Solomon, CM; Cameron Taylor, CM; Wayne Young, CMS; Jerry Clark, CM; Jaroy Roberts, CM; Richard Bohnert, CM; Rick Aguirre, CM
Empty chair for those living Past Presents of SWRA who served unable to attend to honor their service to RSES
Pictures on page B14.

WWW.AC-TODAY.COM

INSIDE

- Consultants' Corner.....6,10,18
- Product News.....2,6,9,14,17,B6
- TACCA- Trade Talk.....22,B8,B12
- Software Programs / Classified.....B15
- HARDI News.....B12
- ASHRAE News.....B8
- Calendar.....B13

PSRST STD
U.S. POSTAGE
PAID
AC TODAY LLC

Air Conditioning Today, Inc.
P.O. Box 311776
New Braunfels, TX 78131-1776
CHANGE SERVICE REQUESTED

Check here if your address has changed. Print the corrected address and mail to the return address above. Or you may fax to (830)627-0614 or e-mail to lackey@ac-today.com

☐

Product News

Fresh-Aire UV® Introduces Industry’s First LED Light Disinfection for Ductless Mini-Split A/C

Mini LED is a proven disinfection method on mold on mini-split coils, blowers and drain pans, but is safe for eyes and polymer components.

Fresh-Aire UV®, Jupiter, Fla., the leading manufacturer of ultraviolet (UV) light disinfection for mini-splits, introduces the Mini LED, the first LED light disinfection system designed specifically for ductless mini-split air conditioners and other limited space HVAC applications.

The patented Mini LED was a 2019 AHR Innovation Award IAQ category finalist, and also voted “one of the 10 best technologies of 2018” at the Service World Expo. It features a 30-light LED array embedded on a self-adhesive, size-customizable 1/2-inch-wide (12.7-mm) flexible strip. The LED array maintains mini-split blowers, drain pans and coils free of mold and other biological contaminants without producing airborne ions, ozone or reactive oxygen species (ROS). A March 2019 study by third-party testing authority, Microchem Laboratory, Round Rock, Texas, confirmed the LED light efficacy in biological contaminant disinfection of internal mini-split component surfaces. “Antibacterial Activity and Sanitizing Efficacy of the Fresh-Aire UV Mini LED” confirmed a 99-percent deactivation of the HVAC industry’s most prevalent and problematic mold, Aspergillus niger within six hours.

The Mini LED light output is safe for eyes and doesn’t fade or degrade interior polymer components due to Fresh-Aire UV’s proprietary “tuned” LED innovation. The replaceable LED strip has a minimum five-year service life.

The 120-264V, 50/60-Hz multi-voltage inverter power supply also carries a five-year warranty.

This chemical-free, zero-ozone approach is irreplaceable for mini-splits, which is the fastest growing HVAC category in North

America. Mini-splits are prone to mold and microbial growth due to inherently confined interiors that are tight fits for traditional UV-C lamps and inaccessible for power washing without complete disassembly.

The Mini LED’s other features are:

- Fits all commercial and residential ductless A/C brands and applications;
- Saves energy and extends mini-split lifecycle;
- Quick and simple installation.

The Mini LED is sold through North American and international wholesale HVAC distributors. For more information on the Mini LED or other Fresh-Aire UV products, please visit www.freshaireuv.com, call 1-(800) 741-1195 or email: sales@freshaireuv.com.

The Publisher of Air Conditioning Today, Inc. does not assume responsibility of statements made in press releases or by advertisers, and reports the opinions as expressed by suppliers, wholesalers, state agencies, trade organizations, manufacturers and individuals as quoted.

Reprinting or other duplication of articles is not permitted without prior written permission from the editor of Air Conditioning Today.

Serving the HVAC/R Industry Since 1986
P.O. Box 311776 New Braunfels, Tx. 78131-1776
(877) 669-4228
www.ac-today.com
Publisher AC Today
Editor & Ad Director Lance Lackey
llackey@ac-today.com

Advertisers Directory

Arkema.....	9
TACCA.....	22,B8,B12
TACCA Greater Houston.....	B6
ACES AC Supply.....	B16
Attic Tent.....	B13
Baker Distributing.....	23
Castillo Training.....	B15
Century A/C Supply.....	16,B3
Coburn Supply.....	2
Complete Curb.....	10
Construction Data.....	17,B13
Elite Software.....	B15
FreshAir UV.....	5
FTL Finance.....	14
Gemaire.....	8
Goodman.....	19
Hartland Controls.....	13
HTS.....	10
Hunton Distribution.....	14
InSCO Distributing.....	24,B5
Johnstone Supply.....	B1,B8
Johnstone Supply South.....	20
Locke Supply.....	15
MORSCO.....	11
Packard.....	4
Pro Lift.....	B13
Robert Madden.....	B14
Searco.....	B15
Shearer Supply.....	3
Southwestern HVAC.....	B14
Spectroline.....	6
Team Management Systems.....	B15
Ted Mallory.....	18
Testo.....	12
Transtar AC Supply.....	21
United AC Supply.....	17
Venstar.....	7
WHVACR.....	B11

85

— YEARS —

COBURN SUPPLY CO.

Find Your Perfect Fit.



Coburn's is your one-stop shop for all your compliant and convenient HVAC unit needs. Our new Ruud and Sure Comfort units meet the latest ASHRAE standards and fit directly on Carrier curbs for easy installation.

VISIT A COBURN'S LOCATION TODAY TO LEARN MORE.

**Ruud and Sure Comfort available in select markets.*



Coburn Supply Company

TEXAS | LOUISIANA | MISSISSIPPI | TENNESSEE | ALABAMA

coburns.com



WE ARE THE DIFFERENCE

WITH OUR PEOPLE, PRODUCTS & PROGRAMS!



SAMSUNG



Honeywell



CALL OR TEXT!

ARKANSAS

Little Rock
(501) 565-9000
lrsales@shearersupply.com
Springdale
(479) 361-160
spdsales@shearersupply.com

LOUISIANA

Shreveport
(318) 678-9704
shvsales@shearersupply.com

OKLAHOMA

Oklahoma City
(405) 948-7900
okcsales@shearersupply.com
Tulsa
(918) 459-2777
tulsales@shearersupply.com

TENNESSEE

Jackson
(731) 512-0858
jaxsales@shearersupply.com
Memphis
(901) 761-6100
memsales@shearersupply.com

TEXAS

Allen
(469) 680-3100
allensales@shearersupply.com
Amarillo
(806) 223-4848
amarillosales@shearersupply.com
Carrollton
(972) 484-5155
carrolltonsales@shearersupply.com
Dallas
(214) 343-2288
dallasales@shearersupply.com
Fort Worth
(817) 831-4491
ftwsales@shearersupply.com
Lubbock
(806) 743-5000
lubsales@shearersupply.com
Tyler
(903) 347-2800
tylersales@shearersupply.com
Waco
(254) 265-6565
wacosales@shearersupply.com
Corporate Office
(469) 324-4001
Two Hickory Centre
1750 Valley View Lane #300
Farmers Branch, TX 75234

For American Standard
Dealers Only:

Commercial
(844) 400-4212

Technical Support
(888) 724-9785



TITAN **FORCE**™

RECIPROCATING A/C COMPRESSOR

Your replacement for BRISTOL COMPRESSORS

NEW

- POE Oil charged
- For R22 designed system replacement
- PSC motors are standard in all single-phase compressor models
- Molded plug included for most models

A solution from
Packard
Supplying HVACR solutions with your needs in mind.



CONTACT PACKARD'S CUSTOMER SERVICE TEAM FOR A LOCAL DISTRIBUTOR!

Customer Service
800.334.1769
customerservice@packardonline.com



PACKARDONLINE.COM
Packard supplies to wholesale distribution only.

Nortek Air Solutions' HVAC/R Research Donation Honored by ASHRAE

Nortek Air Solutions' Golden Circle level donation supports industry research that helps develop future state-of-the-art and energy-efficient HVAC/R equipment.

St. Louis — Nortek Air Solutions (NAS), St. Louis, a leading manufacturer of innovative custom commercial HVAC systems, was recently recognized for its contribution to HVAC/R research by the American Society of Heating, Refrigerating and Air-Conditioning Engineers' (ASHRAE) Research Promotion (RP) Campaign.

The recognition was presented by RP Chair, John Rieke at ASHRAE's recent President's Luncheon held in conjunction with the International Air-Conditioning Heating & Refrigerating Exposition (AHR Expo-2019) in Atlanta. NAS's Buddy Doll, group president; and Joe Naccarello, P.Eng., group vice president-sales and customer operations; accepted the honor on behalf of NAS for the firm's 2018 Golden Circle



(Left to Right) Sheila J. Hayter, president of ASHRAE; Joe Naccarello, P.Eng., group vice president-sales and customer operations, Nortek Air Solutions (NAS), St. Louis; Buddy Doll, group president, (NAS). ASHRAE honored NAS for its Golden Circle level donation to the Research Promotion campaign that funds research, scholarships and other philanthropy aimed at advancing HVAC/R engineering.

(Photo Credit: Nortek Air Solutions, St. Louis).

level donation of \$10,000.

The presentation marks the 19th consecutive year of RP donations for NAS, putting it in the top 20 of 7,000 RP donors. RP is a grassroots campaign that raised a program record of \$2.708 million in funds last year for research,

scholarships, comprehensive educational activities and young engineers in ASHRAE.

NAS divided its contribution among three U.S. and two Canadian ASHRAE chapters where it operates manufacturing facilities: Central Oklahoma Chapter-Region VIII;

Minnesota Chapter-Region VI; Oregon Chapter-Region XI; Quebec Chapter-Region II; and Saskatoon (Saskatchewan) Chapter-Region XI.

"We are proud to have sponsored the RP Campaign for 19 years and to encourage research that will help develop state-of-the-art, energy efficient HVAC/R equipment in the future," said Naccarello.

Golden Circle recipients also received the Crystal Coin, a polyhedral cut crystal tabletop collectible commemorating 19th Century inventor John Gorrie, considered the "father of air-conditioning and refrigeration."

For more information about Nortek Air Solutions and its product portfolio, visit www.nortekair.com.

The New Flat Rate's Rodney Koop Teaches Contractors in Oklahoma About the Billable Hour



The New Flat Rate founder and CEO Rodney Koop spoke about harnessing the billable hour at two meetings of the Mechanical, Electrical and Plumbing of Oklahoma (MEPO), a trade organization for Oklahoma's mechanical, electrical and plumbing contractors.

Koop's presentations to the Oklahoma City and Tulsa chapters on March 6 and 7, respectively, helped attendees understand how to utilize their billable hour to increase profit. Both sessions, titled "Getting Paid What You're Worth," covered the following topics:

- How to take the mystery out of running a business on today's numbers instead of yesterday's guesses.

- 3 critical numbers business owners must watch

- How to identify a plan to improve profitability based on proper pricing strategies

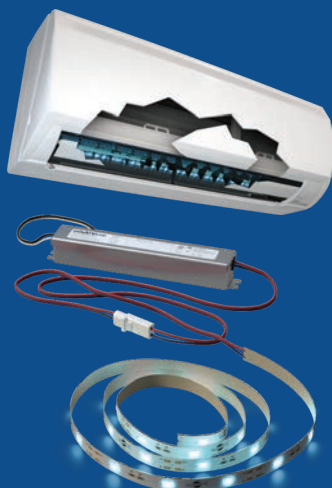
- The key to unlock the common billable hour calculator and get powerful information to run your business the right way

Dozens of contractors from Oklahoma's two largest cities attended the presentations. More information about MEPO can be found

NEW FROM THE IAQ INNOVATION LEADER

FRESH-AIRE MINI UV LED

UV Light LED System for Mini-Splits

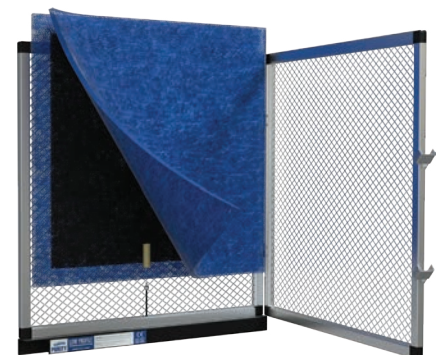


- Fights mold and microbes
- Reduces maintenance costs
- Extends life of mini-split
- Improves indoor air quality
- Fits mini-split & ceiling cassettes
- Safe for eyes & plastics
- 50,000 hour+ expected LED life
- 5 year warranty on all parts

PURITY LOW PROFILE

High-Performance 1" Filter Upgrade

- High-performance filter
- Fits standard 1" slot
- No retrofit required
- Low-cost filter media
- Lifetime warranty
- UV light resistant



FRESH-AIRE UV



Commercial UV Made Easy!

Fresh-Aire UV just made commercial UV disinfection easier with our new Blue-Tube XL kits for coils up to 72". Everything needed for most installations is included in the box.

800-741-1195
www.FRESH-AIREUV.com

Product News

Indoor Environment Services Relies on Venstar ColorTouch Thermostats to Reduce Energy Costs at School Districts

Chatsworth, Calif. — Venstar® announced that its ColorTouch® thermostat and Skyport® Cloud Services are being used by Indoor Environment Services (IES) to save school districts up to 20 percent in energy costs while maintaining indoor comfort for students and staff. Being able to remotely access and control thermostats saves the HVAC team hundreds of on-site hours managing thousands of thermostats at more than 50 school districts.

“Using Venstar’s Skyport to make global changes to thermostats is epic. It saves us hundreds of on-site hours. We couldn’t live without it,” said Matt Spence, director of energy, IES.

Spence is responsible for working with local school districts to select energy management solutions. While managing thousands of thermostats at more than 50 school districts, Spence wanted to remotely monitor, control and make global changes across all the thermostats via the district’s Wi-Fi® network as well as be alerted via email of any HVAC-related issues. He also wanted a thermostat that meets California’s stringent Title 24 requirements.

In the last ten years, social media has dramatically changed how small businesses operate.

On the one hand, social media has been a tremendous gift to small business owners. With it, they can reach a wide audience for a fraction of what it cost a decade ago. It is easy to build and establish connections with loyal fans. It is easy to answer questions, publicize events and new products, and get feedback in real time. On the other hand, it often makes public the flaws in your business.

So, after a decade what have we learned, and how are small businesses managing social media these days?

A Decade of Social Media Customer Service Lessons

Customers expect fast responses. That means in order to respond in real time, you have to monitor the feeds regularly and have notifications sent quickly. How fast? According to a study done in 2015 by Eptica, you need to be prepared to respond to a Twitter comment in about an hour and Facebook complaints need to be handled in less than 6 hours. My guess is the expectation is even higher today.

Social Service

If you are going to respond, you need to actually be helpful. We have all come to recognize the service bots. Those are the automated messages that pop up when you post a negative comment on Twitter. “We’re sorry you had a bad experience, please DM us.” The problem is that when you send the DM, they aren’t really helpful and the automated comments keep coming. These automated bots often make things worse.

While consumers may like turning to social media to resolve customer service issues, businesses of all sizes are actually backing away, trying to drive consumers to a private conversation. In this year’s social media survey less than 10% of all companies say they use social media to resolve customer service issues. This is down from a high of almost 40% a decade ago.

Why the decline? Trying to solve a customer service issue in a public forum is frequently a no win situation.

Social media customer service will continue to be a challenge for small businesses as they try to find the right balance. The best choice is to avoid resolving the issue publicly. While

some people may be appeased by the offer, others will simply continue to complain, keeping the negative comments in the timeline.

Always be polite as you open a conversation. Acknowledge that they are unhappy. You don’t have to apologize if you don’t feel you are in the wrong, but let them know you are listening.

Then provide a clear, concise next step and take the conversation out of the news feed. Encourage customers to DM the details, provide them with a link or an email address or even a number they can call to work out a resolution.

Close the loop. Once you have resolved the issue ask the customer to post a revised comment to let others know you took care of the problem.

Like it or not, customers will reach out on social media and at the very least you need to be prepared to respond, letting them know how to contact you for resolution.

Curious about what else we learned in the 2019 social media survey? Download a copy today at <https://roundpeg.biz/survey/>



Lorraine Ball

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

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

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

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

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

SPECTROLINE®
LEAK DETECTION

AR-GLO® 5 THE HIGHEST QUALITY FLUORESCENT DYE

FLUORESCENT LEAK DETECTION WORKING FOR YOU 24/7: ONCE IN, ALWAYS ON!



**BRIGHTER DYE
PERFORMANCE**



**IMPROVED
STABILITY**



**IMPROVED
SHELF LIFE**



**MORE ECO-
FRIENDLY**



**EXCLUSIVE
FORMULA**

FOR MORE INFORMATION, SCAN QR CODE OR VISIT
WWW.SPECTROLINE.COM



We Have a Small Addition to Our Connected Family.



Shown at actual size: 2.5"H x 2.5"W x 1.0"D

Introducing the Ultra-Low Power WiFi Mini Temperature Sensor.

- ✓ Remote or outdoor temperature sensor
- ✓ Small footprint
- ✓ Easy setup
- ✓ Long battery life
- ✓ Compatible with most Venstar WiFi thermostats



To learn more about Venstar's family of WiFi thermostats and accessories, see your local distributor or visit www.venstar.com.



www.inscohvac.com

Texas								
Abilene	1810 Pecan Street	325-673-2660	Garland	3775 Marquis Drive #101	972-276-5532	San Angelo	914 Arroyo Drive	325-224-4276
Arlington	3210 Dalworth	817-649-7866	Georgetown	40110 Industrial Park Circle	512-863-0525	San Antonio	1302 S. Alamo	210-223-2681
Austin	2929 Longhorn Blvd, Ste 103	512-837-3091	Grapevine	1300 Minters Chapel, Ste 500	682-223-6700	San Antonio	15938 University Oak	210-581-7350
Austin	6301 E. Stassney Lane	512-441-9893	Harlingen	401 N.T. Street, Ste B	956-425-1120	San Antonio	222 Recoleta	210-824-9551
Brownsville	224 Industrial Drive	956-546-8800	Houston	10460 S Sam Houston Pkwy West	713-335-5475	San Antonio	2403 Freedom Drive	210-828-9981
Corpus Christi	5439 Greenwood Drive	361-851-8821	Houston	14820 North Freeway, Ste 500	713-358-3737	San Antonio	6896 Alamo Downs Pkwy, Ste 900	210-523-1244
Dallas	10490 Shady Trail, Ste 100	214-350-7913	Houston	14900 Hempstead Rd., Ste 300	713-462-3737	Tyler	3805 Timms Street, Ste 300	903-561-8080
Del Rio	2307 N. Main	830-774-1545	Houston	5921 South Loop East	713-645-6726	Victoria	3803 N John Stockbauer	361-576-4101
Denton	1706 Shady Oaks	940-380-9199	Kerrville	1905 Junction Hwy	830-895-2800	Wichita Falls	206 Waco Street	940-766-0225
De Soto	640 E. Centre Park Blvd	214-467-8130	Laredo	6301 McPherson Road	956-726-0541	Oklahoma		
El Paso	11500 Rojas Dr., Ste A & C	915-779-3475	Lubbock	702 E. 46th Street	806-762-4088			
Ft. Worth	399 North Beach Street	817-834-5542	McAllen	1218 East Laurel Ave	956-686-3786			
			New Braunfels	1223-B Industrial Drive	830-625-7743			
						Oklahoma City	3407 E. Reno	405-670-1326



Be ready to tackle *ANY JOB*

The recommended compressor, motor, and parts for all of your HVAC needs are in stock at all Gemaire locations. Protech selects the best Parts and Supplies vendors to help your customers and homeowners breathe easy. Stop by today and stock up to meet your customers' needs!

Visit your nearest Gemaire location today.



Visit your local Gemaire Sales Center

Arlington 817.652.3272 1700 Tech Centre Parkway #104 Arlington, TX	Galveston 409.741.9115 6922 Broadway Galveston, TX	Killeen 254.526.3028 3000 Commerce Killeen, TX	San Antonio 210.495.4933 1010 Arion Parkway Suite 101 San Antonio, TX
Austin 512.836.6646 9200 Waterford Center, Suite 500 Austin, TX	Haltom City 817.916.1277 6500 Midway Road, #200 Haltom City, TX	Longview 903.758.3181 606 Roenia Circle Longview, TX	Shreveport 318.869.0157 500 W. 61st Street, K Shreveport, LA
Carrollton 214.390.5076 1520 Selene Drive, #106 Carrollton, TX	Harlingen 956.423.8513 1410 West Jackson Harlingen, TX	McAllen 956.668.1147 320 E. Cedar, Suite B McAllen, TX	Temple 254.773.0809 2402 S. 57th Street Temple, TX
College Station ... 979.774.5390 12600 State Highway 30, Ste. 200 College Station, TX	Houston N 281.821.7622 403 Century Plaza Dr. #440 Houston N, TX	Pasadena 713.477.8292 806 East Harris Pasadena, TX	Texarkana 903.832.3562 601 S. Robison Road Texarkana, TX
Corpus Christi 361.854.7591 5277 Old Brownsville Road, Ste. 1 Corpus Christi, TX	Houston NW 713.466.6261 8708 West Little York, #190 Houston NW, TX	Plano 972.424.5222 801 Jupiter Road, #105 Plano, TX	Waco 254.751.7766 710 Venture Drive Waco, TX
Dallas 214.381.7899 8311 Eastpoint Drive, #600 Dallas, TX	Houston Westpark . 713.787.6666 8768 Westpark Dr Houston, TX	Rosenberg 346-843-8040 2735 FM 2218 Rosenberg, TX 77471	West Monroe 318.322.9666 501 North 8th Street West Monroe, LA

Coming Soon!

Visit **GEMAIRE.COM** to order today!

LG Air Conditioning Technologies Receives AHRI 'Product Performance' Certification

Program Recognizes 100-Percent Integrity in Data and Equipment Performance

Alpharetta, Ga. — Air conditioning technologies leader LG Electronics has been recognized by the Air-Conditioning, Heating and Refrigeration Institute (AHRI) certification program for achieving 100 percent success rate during performance testing across a variety of industry-leading, innovative HVAC solutions for three consecutive years.

Founded in 1953, AHRI is respected internationally, with a membership of approximately 350 air conditioning manufacturers from around the globe. The organization is trusted by consumers who value the thorough product evaluation process it employs. AHRI's globally recognized and industry respected certification program provides objective, third-party validation on select products to ensure they perform both accurately and consistently, offering customers confidence in the products they are selecting. Only those manufacturers whose products have passed the primary performance evaluation for three consecutive years receive the Performance Awards recognition.

A total of 56 LG air conditioning systems representing six product categories were tested against their published data and on the first attempt passed the performance evaluation conducted by the institute for a third consecutive year (from 2015 to 2017), including:

- Variable Refrigerant Flow (VRF) Technology – consisting of the industry-leading

Multi VTM product line

- Air-Cooled Water-Chilling Packages Using the Vapor Compression Cycle

- Packaged Terminal Air Conditioners
- Unitary Small Air-Conditioner Equipment (includes Mix-Match Coils)

- Unitary Small Heat Pump Equipment (includes Mix-Match Coils)

- Water-Cooled Water-Chilling & Heat Pump Water-Heating Packages

"AHRI's recognition of LG's equipment performance against our published data is another nod from a leading industry authority to the excellence of our advanced lineup of innovative HVAC solutions," said Kevin McNamara, senior vice president and general manager, Air Conditioning Technologies, LG Electronics USA. "AHRI certification underscores LG's commitment to industry leadership and is a testament to quality of our products and the integrity of our business practices."

LG is a leading HVAC innovator in commercial, light commercial and residential air conditioning systems including VRF technology, customizable control systems and powerful new heating capabilities and design tools, providing architects, engineers and contractors the utmost in design flexibility and installation versatility for a variety of modern building projects.

For more information on the LG Air Conditioning Technologies product portfolio, visit lghvac.com.

Product News

Johnson Controls Announces Newest Version of its SMART Equipment Control Firmware

Enhancements include new patented Continuous Reset Single Zone Control

Milwaukee — Johnson Controls has released version 3.4 of its SMART Equipment Control Firmware. The new SMART equipment firmware incorporates a new feature known as Continuous Reset Single Zone Control™ (CRSZ Control). Unlike the typical Single Zone Variable Air Volume (VAV) system operation, CRSZ Control provides precise control of space comfort while maximizing energy savings.

"The CRSZ is a control feature that allows field configuration of a single zone VAV operation and is a unique Johnson Controls feature for the HVAC market," said Brian Wathen, commercial product manager at Johnson Controls. "It offers added comfort and energy savings by balancing compressor staging and fan speed to deliver stable zone temperature and humidity control."

Comfort and energy savings are

accomplished through the Smart Equipment controller, which utilizes multiple inputs such as Operational Space Temperature (OprST), Supply Air Temperature (SAT) and Evaporator Coil (EC) sensors. These features help control fan speed and compressor staging to provide optimal comfort while using as little energy as possible.

The CRSZ Control operates with the minimum fan speed needed to maximize energy savings and comfort. Based on the percentage of demand for cooling, the CRSZ uses an algorithm that focuses to maintain space/zone temperature with changing load characteristics. This system is a specifiable feature that is ideal for a wide-range of applications.

For more information on the 3.4 version release of its SMART Equipment Control Firmware, visit www.getsmartequipment.com/

ALWAYS BY YOUR SIDE

FORANE® 427A- THE EASY R-22 RETROFIT™

Minimize the work for R-22 retrofits in air conditioning, heat pumps, and refrigeration systems.

✦ **NO OIL CHANGE NEEDED IN MANY INSTALLATIONS**

✦ **COMPARABLE CAPACITY TO R-22**

✦ **NEARLY IDENTICAL PRESSURES TO R-22**

✦ **LOWER DISCHARGE TEMPERATURES**

✦ **NO TXV REPLACEMENT REQUIRED**

✦ **COPELAND DISCUS® AND BITZER APPROVED**

✦ **UL CLASSIFIED**

Visit ark.ma/fc-ac-today-4c to learn more.



Forane is a registered trademark and The Easy Retrofit is a trademark of Arkema.

FORANE®
REFRIGERANTS
BY ARKEMA

forane.com ■ 800-245-5858

The Duct-Free Zone

By Gerry Wagner

Can you oversize an inverter ductless mini split system? This is a question that I pose to the attendees of each GREE mini split design and installation class I conduct. Before you start writing your reply to what I'm sure you think is a ridiculous question, let me save you the effort... YES...the answer is YES, of course you can!

Now, with that out of the way, let me address why I pose the question at all if it has such an obvious answer.

We need to start with the anatomy of an inverter system; an inverter compressor can run at 3600 RPM like every other compressor in HVACR equipment but the difference is that it doesn't have to.

Let me digress a moment;

You guys know my background...I'm a wet-head by birth...being from NJ &

NY, hydronic heat is the first HVACR subject you learn and air comes later. When I started in the boiler biz back in the 70's, we made a lot of different boilers...50 MBH, 75 MBH, 100 MBH, 125 MBH, 150 MBH...and on and on. Now boiler companies for the most part make one boiler...a modulating boiler that can down-fire to as low as 50 MBH and modulate up all the way to 150 MBH. If you install this boiler in a home with a heat loss of 100 MBH it doesn't short-cycle because it will never produce anything over 100 MBH. Why...because it measures indoor & outdoor ambient air temperature and modulates the BTUH output of the boiler accordingly.

Why the Hydronics 101 lesson...well, because the SAME principal applies to an inverter compressor.

The inverter compressor

does not start at 3600 RPM and then ramp down as the system finds the setpoint programmed by the homeowner, rather it starts at the lowest RPM and ramps up. If the actual room temp and the setpoint are only a few degrees apart the compressor will never come anywhere near full capacity. Like the modulating boiler, the inverter system senses both indoor & outdoor temperatures and applies power to the compressor accordingly.

I can prove it very easily... my test lab here in New York is a 10' X 20' prefabricated garage. A recent equipment test had me install a single GREE VIREO VIR12HP230V1B 12K inverter ductless system in the lab. Rather than short cycle as you would expect, what happens is the system rarely shuts off...the compressor will initially, (over a three minute

period if needed), ramp up to full capacity and get the room to the programmed setpoint and then you will see the compressor ramp down to a minimum running RPM, and if the fan is on AUTO, it will do the same. The compressor may shut down completely and the system algorithm will keep the compressor off for a minimum of three minutes. It takes another three minutes for the compressor to come back up to full capacity, so a minimum cycle, (if it existed), could be no shorter than 3 minutes.

You can further increase the run cycles by placing the fan of the evaporator in the manual mode and operate it at the lowest speed.

What always has to be considered when dealing with inverter ductless mini splits is the range of operation that the system can provide. Unlike a non-inverter, conventional system that only knows two

performance points, on and off, the inverter offers a range of performance.

A GREE VIREO VIR09HP230V1B 9K inverter system will give you an operating performance range of 3.1 MBH – 9.6 MBH of cooling.

A GREE VIREO VIR12HP230V1B 12K inverter system will give you an operating performance range of 3.1 MBH – 13 MBH of cooling.

A GREE VIREO VIR18HP230V1B 18K inverter system will give you an operating performance range of 6.8 MBH – 20 MBH of cooling.

Let's look at an example;

If you install a GREE VIREO VIR09HP230V1B 9K inverter system in a room that has a heat gain of 5 MBH, will it ever produce anything more than the 5 MBH heat gain of the room?

NO!

It will ramp up to 5 MBH, satisfy the setpoint, and maintain that setpoint thereafter.

So, with this in mind, back to my original question...can you oversize an inverter ductless mini split system?

Well, I believe there are two ways to oversize utilizing an inverter mini split... the first is the obvious capacity oversize.

Let's use the same example of a room with a 5 MBH heat gain. ..if you install a GREE VIREO VIR18HP230V1B 18K inverter system in that room are you oversized?

HELL YEAH!

The low end of the performance range of the VIREO VIR18HP230V1B is 6.8 MBH...more than the total heat gain of the room.

SEE WAGNER PG.13

visit us at
www.hts.com/texasparts

TEXAS PARTS MONTHLY SALE!



15% OFF

Savings on Copeland Compressors
now with HTS Texas Parts through April 30, 2019*

**Restrictions may apply. Visit or call your local store for more details.*

Austin 512.251.0014	Dallas 469.263.1000	Houston 832.328.1010	San Antonio 210.340.2533
-------------------------------	-------------------------------	--------------------------------	------------------------------------



Curb Adapters Package Curbs Metal Building Curbs Fan Curbs Filter Curbs



Complete Curb Products

If Your Job Requires Metal Building Curbs, in Galvanized, Galvalume, Aluminum or Stainless Steel Construction, **Complete Curb Products** are the Experts. Call Our Sales Department for Details.



Complete Curb Products

7229 Fairview St.
Houston, TX 77041
Ph 713-690-1622 Fax 713-690-1945
Toll Free 1-866-269-9101
www.completecurbs.com
“Our People Make a Better Curb”

Hoods Equipment Supports Vibration Isolation Rails Spring Isolators



Your local MORSCO HVAC Supply has the parts and service you need to get the job done. Our fully-stocked locations and knowledgeable staff get you in and out and back on the job. Count on MORSCO HVAC Supply for the supplies you need when you need them.

To find your local branch, call (877) 709.2227 or visit morscohvacsupply.com.

Introducing the game changer in home comfort.

FEATURING SMARTSENSE™ TECHNOLOGY

Experience superior home comfort with the continuous high-efficiency performance of the Comfortmaker® SoftSound® Deluxe 19 Air Conditioner and SoftSound® Deluxe 18 Heat Pump with SmartSense™ Technology.



- ▶ *Increased Efficiency*
- ▶ *Quiet Operation*
- ▶ *Consistent Comfort*



smartsense
TECHNOLOGY

Comfortmaker®
Air Conditioning & Heating

Comfort with Confidence.

Be sure. **testo**



**FREE Wiha
Tool Set
\$100 Value**



The Testo Spring Spectacular!

Purchase a testo 550, 557 or 570 digital manifold and receive a FREE Wiha Insulated Tool Set via mail-in rebate!

Visit www.testo.com/en-us/springpromo for redemption information

WAGNER con't

Where I see installers make a less obvious mistake in sizing inverter mini splits is with this scenario...

Again, the room with the 5 MBH heat gain, but now we have an installer who decides to install a GREE VIREO VIR12HP230V1B 12K system in the room saying to him or herself, "it's an inverter, it won't ever go up to 12K because the room only needs 5 MBH... so what's the harm?"

Well, the harm is that his or her competitor who makes the more accurate choice of a GREE VIREO VIR09HP230V1B 9K system for the same room will get the job based on equipment cost alone!

I'm a believer in inverter mini splits for so many reasons, in so many applications, but we still need to use our skills as professionals to make sure we are choosing the right equipment for each application.

...and before you pick up the phone or start typing an email to me to challenge my previous statement of, "If you install a GREE VIREO VIR09HP230V1B 9K inverter system in a room that has a heat gain of 5 MBH, will it ever produce anything more than the 5 MBH heat gain of the room? NO!"...let me suggest a scenario where the system will produce more than 5 MBH.

Our customer, Mrs.

Gillacuddy, has a party every 4th of July when she invites her entire pinochle club over to her house...20 club members who play pinochle until the wee hours of the night. Mrs. Gillacuddy won't be happy that I'm divulging this but, at midnight they put on the Bee Gee's, Saturday Night Fever album and the dirty dancing begins...and as a result, the heat gain of the room goes up!

Can you see that even

in this scenario, based on the performance range of the GREE VIREO VIR09HP230V1B, you still have an additional 4.6 MBH of cooling for just such a scenario?

This is a win, win, win!

It's a win for you as the system designer...it's a win for you as the system installer...and it's a win for Mrs. Gillacuddy and she doesn't even know she won! She just knows when the pinochle club is at her house and everyone is having a great time, they are all comfortable as well.

...and as Barry Gibb would say, this ain't no "Jive Talkin'."

**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

New HVACR Recruitment Tool

It is no secret that there is a shortage of technicians in the HVACR industry. The question, is what can we do about it?

The mission of HVAC Excellence, is to improve the technical competency of the HVACR industry. As part of that mission, we share information as it becomes available that will help others in recruiting the next generation of HVACR service technicians.

Mr. Joseph Scarubbi, of Trilogy Workforce Solutions, unveiled a new recruitment tool, to address the workforce shortage, during the HVAC Excellence, National HVACR Educators and Trainers Conference. This recruitment

tool, a website, will help high school students, their parents, and guidance counselors, better understand the benefits of a career in the HVACR industry.

The Careers in Climate Control Technology Map shows the diversity in potential occupations across the HVACR industry. It charts possible progression between various HVACR careers, potential salaries (which can vary by region), the skills required for success, and identifies the sorts of education and credentials one will need for success.

We invite you to take a look at this new resource, and start using it, by visiting www.hvaccareermap.org.

2019 D. Brian Baker Scholarship Awarded



The Council of Refrigeration Educators (CARE) and HVAC Excellence are pleased to announce the winners of the 2019 D. Brian Baker Memorial Scholarship.

Congratulations to Nathan "John" Willis of Hill College in Cleburne, TX and Daniel Vos of Southeast Technical Institute in Sioux Falls, SD.

OEM QUALITY

ENGINEERED IN USA

UNSURPASSED CONSTRUCTION

Put Hartland Controls on your radar.

Customers trust you to install quality parts, but how much do you know about the electrical controls you carry? Today, more than 80% of HVAC OEMs use Hartland solutions. They're engineered and tested at our US facilities so you can rest assured your reputation is in good hands on every call. Customers trust you—you can trust us. Because reliability starts here.



Contactors | Capacitors | Transformers | Relays
815.626.5170 | HartlandControls.com

Larry Golen Joins Packard as New VP of Channel Development



Packard consistently speaks about growth and how quickly they have seen it come in the past few years. This year looks to be the same with an abundance of talent poised to join their team.

With that in mind, Packard is excited to announce the addition of Larry Golen to their management team. Larry will be assuming the role of Vice President of Channel Development. This new role will utilize the unique skill set that Larry has refined over his widely successful career in refrigeration, construction products and specialty materials, just to mention a few. Many of the companies

Larry has worked for you will recognize...General Electric (GE), Texas Instruments, Xerox Corporation, and most recently Heatcraft Refrigeration Products.

This position will work closely across several departments including product development, sales, and marketing. Larry will assist the executive team with strategic planning and implementation. The objective for this role is to expand programs and products to increase sales in some of Packard's lower performing channels where they believe they have an opportunity for future growth. This position will also explore new channels and will work through all aspects of the business methods required to compete, while respecting our existing customer base.

While with Heatcraft, Larry served as the Vice President and General Manager for North and Central America. From the Stone Mountain office, he was charged with optimal performance for the

commercial refrigeration products business serving the food industry as well as a variety of applications in industrial, healthcare and other markets. Prior to Heatcraft, Larry was the Vice President and General Manager for North, Central and South Americas for W.R. Grace & Co., out of Cambridge, Massachusetts. Here he owned the overall performance in the Americas for the construction products business that served the concrete, cement, building envelope (waterproofing, air/vapor barrier) and fire protection building materials markets.

In addition to a bachelor's degree in Technology from Bowling Green State University where he was later honored with the Accomplished Graduate Award, he also earned a master's degree in Business Management (MBA) from the University of Dallas.

Larry and his wife, Chris, make their home in Alpharetta, GA.

Contributed by Susan Kirkland, President of Packard

Product News

Milwaukee® Upgrades Its Entire M18™ System with New HIGH OUTPUT™ Batteries and M18™ & M12™ Super Charger

Milwaukee, WI - Milwaukee Tool announced the next breakthrough for its M18™ Cordless System by extending its range of M18™ REDLITHIUM™ HIGH OUTPUT™ Batteries and introducing the first M18™ & M12™ Super Charger. The new M18™ REDLITHIUM™ HIGH OUTPUT™ XC8.0 and CP3.0 battery packs will join the company's current HIGH OUTPUT™ HD12.0 and XC6.0 offerings, establishing new top-tiers of performance for the XC (Extended Capacity) and CP (Compact) battery segments. All M18™ REDLITHIUM™ HIGH OUTPUT™ batteries provide 50% more power, run 50% cooler, and offer increased run-time over standard M18™ REDLITHIUM™ batteries, all while being compatible with the entire M18™ System of more than 175 tools.

"In 2005 Milwaukee® turned the power tool industry on its head when we invented the technology that enabled the use of lithium-ion in power tools. This was an achievement like the industry had never experienced before and, while many other companies have utilized this technology to deliver their own cordless systems, we've remained at the forefront of lithium-ion technology innovation. We've marked each year since with continued advancements in REDLITHIUM™ Battery Packs – most recently the launch of our most capable battery ever, the M18™ REDLITHIUM™ HIGH OUTPUT™ HD12.0 Battery in 2018. This year we mark the biggest update to M18™ since the introduction of REDLITHIUM™ as we elevate the entire M18™ System through HIGH

OUTPUT™" – **Babacar Diop, Product Manager for Milwaukee Tool.**

M18™ REDLITHIUM™ HIGH OUTPUT™ batteries are engineered with the best combination of cell technology, pack construction, and electronics ever utilized before in a professional-grade battery system. This incredible stride forward in battery design delivers more power, runs cooler, and provides more run-time versus M18™ REDLITHIUM™ - ultimately allowing users to experience faster application speeds and fade-free power in all three segments of M18™ batteries (CP, XC, and HD) without having to invest in an entirely new system. M18™ HIGH OUTPUT™ batteries are also equipped with advanced charging capability, now realized with the new M18™ and M12™ Super Charger.


Hunton
Distribution

DUCTLESS IS THE FUTURE OF HOME COMFORT

Reduce Energy Costs And Easily Provide Solutions For:

- ▶ Hot and Cold Rooms
- ▶ Additions and Renovations
- ▶ Enclosed Patios
- ▶ Homes Without Space For Ductwork
- ▶ Larger, Multi-zone Living Spaces
- ▶ Entire Home



CALL US TODAY!
1-877-HUNTON-1
(1-877-486-8661)






www.HuntonDistribution.com



FTL FINANCE

Use Financing to Show How Affordable Adding Accessories Can be to Any Project

Offer monthly payment options with financing to show how affordable add-ons can be. Use FTL's Financing Proposal Builder to create a proposal and show your customer the small difference in monthly payments when they add accessories to any project.

And don't forget, keep growing your sales with these additional tools and services:

- + Six free-to-the-contractor programs
- + Financing for service only projects up to \$12,500
- + Free consumer pre-screen to know your customer's full buying power
- + ApproveMore Program for credit-challenged customers

Not registered? Register for free at ftlfinance.com or call 800.981.9032.

Company must have active contractor license to register.

Total corrosion protection, inside and out



OMNIGUARDTM
Total Corrosion Protection Technology

Learn more: OmniguardHVAC.com

ARMSTRONG
AIR[®]
The Professional's Choice



Locke[®]
SUPPLY CO.
Character, Customer Service, Employee Owned

Amarillo

5119 Plains Blvd
806-467-8950
FAX 806-467-8965
Southwest Corner of Avondale & Plains Blvd

Bedford

512 Harwood Road
817-282-1365
FAX 817-282-1362

Benbrook

7917 W. Camp Bowie Blvd.
817-244-3340
FAX 817-244-3343

DeSoto

719 N. Hampton Rd.
Suite 201
DeSoto, Tx 75115
972-230-0840

Arlington

1605 W. Pioneer Parkway
817-785-0007
FAX 817-785-0008

Denton

I-35 Highway & Loop 288
940-484-4323 1-800-577-9115
FAX 940-484-4812
Just South of Denton Town Center

Plano

2404 Avenue K
972-578-9688 1-800-451-4333
FAX 972-578-6087
U.S. 75 Highway

Terrell

1425 W. Moore Avenue
972-551-2823
FAX 972-551-0459

Open 7:30 A.M. - 5:00 P.M. Monday thru Friday 7:30 A.M. - 12 NOON Saturday Over 160 Branch Locations



mini SPLITS + *BIG* PACKAGES

and everything in between



SHORT WAIT TIMES
when you order with Century -
over the phone, at a branch, or online.



FREE SAME-DAY DELIVERY
on qualifying orders. Call or
text your local branch for details.



ITEMS IN STOCK TODAY
don't wait on special orders!
Find what you need today at Century.

PLUS we make your job **EASIER WITH NEW TOOLS:**

✓ RE-ENGINEERED WEBSITE

- Online Bill Pay
- Download Invoices & Statements
- Place orders for Will Call or Delivery
- View Products & Availability
- Sign up for Training Classes
- See current promotions
- And more!

✓ TEXT US

- Need help identifying a system component? Have a general question? Need help finding a part? Text your local branch today!

✓ NEW: DOWNLOAD OUR APP

- We put tools and calculators, account information, branch locations, technical support, and more in the palm of your hands. Download our app today to get connected!



FIND YORK EQUIPMENT AT THESE LOCATIONS:

DALLAS
RICHARDSON
LEWISVILLE

MANSFIELD
MESQUITE
FORT WORTH

WACO
CEDAR PARK
SOUTH AUSTIN

SAN MARCOS
SAN ANTONIO
WEST SAN ANTONIO

LA FERIA
Find your branch:
CenturyAC.com

OTHER CENTURY LOCATIONS - ANGLETON - BAY CITY - CONROE - LUFKIN - HUMBLE - KATY - LEAGUE CITY
HOUSTON AREA: - WINKLER - BELTWAY - GULFTON - BARKER CYPRESS - WEST 43RD - STUEBNER

Mitsubishi Electric Trane HVAC US Launches New SUZ Universal Outdoor Unit 100-Year Anniversary

Compatible with multiple indoor unit sizes, styles



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 the new single-zone SUZ model universal outdoor unit.

The single zone outdoor unit is part of the M-Series product line from METUS, which includes indoor unit, outdoor unit and control options for residential and light commercial applications. The unit is unique in its ability to match with a variety of indoor units with differing sizes and designs.

“The variety of indoor unit sizes and styles compatible with our new universal outdoor unit really speaks to its versatility, and represents increased opportunities for application,” said Brinnon Williams, director of product planning, Mitsubishi Electric Trane HVAC US. “The new unit rounds out the M-Series lineup and expands customer options. We anticipate frequent usage with smaller capacity indoor units in residential performance construction applications, and with larger capacity units for light commercial projects.”

In addition to the expanded size offering and program updates to match more indoor units, the SUZ universal outdoor unit also provides value to distributors since it can reduce the amount of product they have to inventory.

For more information about the SUZ universal outdoor unit and other heating and cooling solutions from Mitsubishi Electric Trane HVAC US, visit www.mitsubishicomfort.com.

Product News

YORK® Solution™ Endura™ Offers Exclusive Zero-Penetration Membrane Roof

Semi-custom outdoor air handler comes with industry-leading 10-year roof warranty

Milwaukee – Johnson Controls has added a new outdoor air handler to its YORK® Solution™ line of products. The new YORK® Solution™ Endura™ includes a zero-penetration roof backed by the confidence of the Endura10RT™ 10-year roof warranty. The patent-pending triple-layer roof system has no fasteners, metal seams or caulking, leaving nothing to invite water penetration.

The YORK® Solution™ Endura™ also comes with an optional full-length integral service vestibule, delivering convenient, safe service access and full protection from inclement weather conditions. This solution helps resolve leakage issues commonly found with bolt-on vestibule systems.

“The YORK Solution Endura helps fill a market need our customers were seeking,” said Merle Brubaker, director, air handling product management, Johnson Controls. “The ground-breaking zero-penetration membrane roof with an unmatched 10-year warranty

exceeds the performance of standing seam metal roof systems as applied to air handling equipment.”

The YORK Solution Endura also includes an EnduraShield™ exterior two-layer coating system with an American Society for Testing and Materials (ASTM) salt spray test rating that exceeds 2,000 hours – up to four times longer than other paint systems. Optional Enhanced Thermal Performance casing construction delivers class-leading thermal performance for improved resistance to condensation.

Like all YORK Solution AHUs, the YORK Solution Endura provides the selection flexibility of a semi-custom system, offering reduced lead times, simplified specification and cost savings not typically found in custom air handlers.

For more information on the YORK Solution Endura, visit www.york.com/Endura.



**CONSTRUCTION
DATA**

**TEXAS
HVAC/R
TEST PREPARATION**



3 DAY LIVE INSTRUCTED

SCHEDULE

**HOUSTON
IRVING
JUNE**

**Apr 25 - 27
May 13 - 15
June 20 - 22**

**HELPING TEXANS SUCCEED
FOR OVER 20
YEARS**

888-500-PASS

www.constructiondatainc.com

UNITED  SUPPLY
HVAC WHOLESALER
SERVING THE INDUSTRY FOR 33 YEARS

ONE STOP DOES IT ALL!

ASPEN
Everything's Right Here™

**Proudly offering all sizes
of ASPEN COILS**



SPECIALIZED PARTS AND SUPPLIES
GRILLES • CONTROLS • MOTORS • COILS
ALL TYPES OF REFRIGERATION

- MORE IN STOCK THAN ANYBODY ELSE!
- WE TAKE OUR TIME WITH ALL CUSTOMERS
- AFTER-HOURS HELP AVAILABLE
- EPA CLASSES AVAILABLE IN-HOUSE
- CALL THE OFFICE FOR DETAILS AND SCHEDULE



**Call, stop in,
or visit us
online today!**

9920 Westpark
Houston, TX 77063
Phone: 713-952-5191
Email: kmintl@wt.net
www.unitedacsupply.com

**CHECK WITH US ON OUR WIDE SELECTION OF HEATING/AC PARTS
AND ACCESSORIES PRICED RIGHT AND IN STOCK!**

Houston-Area HVAC Leader Inducted into Carrier® Hall of Fame

Sonny Roncancio awarded Carrier’s highest honor

Indianapolis — In recognition of his contribution and service to the heating, ventilating and air conditioning (HVAC) industry, his customers and community, Sonny Roncancio has been selected as a member of the prestigious Carrier Dealer Hall of Fame. The announcement was made at the recent 2019 Carrier® Factory Authorized Dealer National Meeting in Huntington Beach, California. The award celebrates Roncancio’s dedication as one of the top Carrier® dealers in the nation, as well as recognizes the

expertise of his entire team at Fresh Air, L.P. Air Conditioning & Heating in Sugar Land, Texas. Carrier, a world leader in high-technology heating, air conditioning and refrigeration solutions, is a part of Carrier, a leading global provider of innovative HVAC, refrigeration, fire, security and building automation technologies.

“Sonny and the entire Fresh Air organization embody the qualities the Carrier Hall of Fame has come to signify,” said Matthew Pine, president, Residential HVAC, Carrier. “He has devoted a lifetime of service



*Chandler Roncancio, CE Account Manager
Alicia Centeno and Hall of Famer Sonny Roncancio*

to the industry. We’re proud to demonstrate our appreciation for Sonny’s loyalty to Carrier with his induction into the Hall of Fame.”

Originally from Bogota, Colombia, Roncancio immigrated to upstate New

York in 1967. He earned a two-year degree from a technical school and at the age of 22 moved to Houston, where the air conditioning industry was booming. After he worked for two years as an air conditioning repairman, he

took a job at Fresh Air in 1978, which was opened in 1971 by Frank Cash. Roncancio worked his way up and eventually purchased the business in 1982.

Today the former two-man operation has 21 employees and runs 11 service trucks. Under Roncancio’s leadership, Fresh Air is a full-service HVAC company with both commercial and residential solutions and 24-hour emergency service.

“Carrier has been a world-class organization to work with and it’s an honor to be inducted into the Hall of Fame,” said Sonny Roncancio. “I’ve been

looking back at all of the hard work and sacrifice it took to get here and for Carrier to acknowledge that effort is truly special. I’ve learned that if you treat your customers right, provide them with a high level of service and offer the finest product, success will come.”

Carrier is pleased to add Sonny Roncancio to the proud legacy of its Hall of Fame inductees. For more information about Carrier, visit <https://www.carrier.com/residential> or follow the company on Facebook and on Twitter @CarrierAtHome.

It’s On My Heart: A Penny Saved...

Recently had a very pleasant dinner with Jim and Sandy Dee. Jim ran the Trane office in Az, spent 35 years with Trane, the last ten as a member of the senior sales management team, working with distributors and dealers all across the nation. Very successful, in fact the training center at Arizona Trane is called the Jim Dee training center. Impressive. I had a chair at Starbucks named after me once, just not at Jim’s level yet.

But this article is not about Jim and Sandy, it is about the lessons we receive from those who have gone before us. It is about his grandfather, Remer Fenton Dee. Born in Dallas in 1900, lived to the age of 93. Spent most of his life in Dallas, worked for Western Union for about 40 years. Got promoted to the branch in St. Louis (I grew up there!), only stayed 2 months, told the folks at Western Union he needed to get back to Dallas. Jim told the story of how he would go to Dallas to visit as a 12 year lad, in the heat of the summer, where he got to listen to his grandad talk about life. He worked all through the depression, said he was glad to have a job, many did not. He didn’t own a car at that time, rode the streetcar or bus to work each day.

In those days the fare was a penny each way. On Friday

he would not ride the public transportation after work, he saved that penny, walked the long miles home. He passed a bakery on that walk, where they would sell day old bread for a (wait for it!) penny a loaf. He told Jim, they may not have had much in the way of material possessions, but they had bread for meals the next week. Remer passed away in 1993, Jim got a small inheritance from the estate, put that money into a CD, actually forgot all about it.

Fast forward to our meal. The conversation got around to churches, Jim and Sandy are going to Summit Community Church in their community. Jim is retired and now golfs for a living, so he told the pastor he would be glad to get involved in whatever was needed. The pastor said he needed help with a capital fund raising program for a new campus building. Jim agreed, they even had a Houston pastor who is an expert at these sorts of things come to town, had a meeting of the church body to discuss how to raise the money to build a new building. The visiting pastor said that money comes from many different sources: savings, selling stocks or bonds, selling property, or inheritances!

Jim looked at Sandy and there was never a pause, he made a decision that moment to give the CD money to the church. Told the pastor, he

wanted to do that, except he made one small change in the amount of the donation. He pulled out a penny from the proceeds. Jim had found a 1900 Indian Head penny at a coin store, bought it, and when they lay the foundation that penny will be in that concrete. Jim said, he could imagine that his grandpa may have actually touched that penny, it was from his time. Jim has not shared this in a public forum, his pastor was amazed at how this all came to fruition.

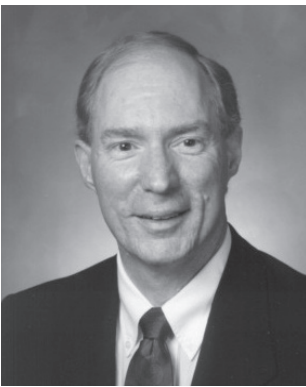
May and I were blessed to hear the story of honoring a family member, one who had passed on some great life lessons. I asked Jim if I could share the story in one of my monthly articles. He asked me why, how does this tie into our industry? So buckle up, here is the application.

What is your legacy? What will you leave behind when you are done with this life? Webster gives the definition of legacy as an inheritance, a heritage, or a gift. What gift will you leave when you are done here? And to whom? What will you leave your family, how will they remember you? How about the employees, what will come to mind when your name is mentioned? And in our industry, what will the thoughts be when your name is mentioned to a customer.

I have been working with the Everrest Group for several years now, we had one of our associates pass away while on a trip to Houston. When you mention Donnie Hamrick to any of our distributors or any of the dealers who worked with him, the response is always the same. That guy knew his numbers and was willing to help you no matter if you were a three man shop or had 250 employees. He could look at a financial statement and almost instantly know the solution he would suggest to improve profits. His education was not “book learning”, he had lived it. And would share it without hesitation.

It is not too late to work on your legacy, take time to engage someone starting out in our industry. If you have experience, be a mentor to someone else who is still trying to see how the system works. We need people at all levels who can and will share their knowledge, to show how something as small as a penny can have amazing long-term results. Years later, the way we impart our lessons on business and life can affect change in ways we cannot imagine. Be the change to those around you: family, employees and customers.

Thanks for being part of my family, 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

BUY

SELL

GLASSMASTER

FACTORY TRAINED
35 YEARS EXPERIENCE

CALL TED 210-912-7669

PARTS

SERVICE



GOODMAN DISTRIBUTION, INC.

We've added over 1000 products to each location.



At Goodman, we believe in American dependability. Units are designed, engineered and assembled in the U.S.A.



- Equipment
- Service Parts
- Installation Materials
- Sheet Metal fittings
- Grilles & Metal fittings
- Tools & Test Instruments
- Tapes & Adhesives
- Brands You Trust & Know – And MORE!



Mid-South Region

Ft Smith	479-782-3027
Tontitown	479-306-4331
N. Little Rock	501-374-2323
Jonesboro	870-933-8223
Tyler	903-509-4328
Shreveport	318-866-9948
West Monroe	318-361-3800
Beaumont	409-899-2499
Lake Charles	337-437-8136
Lafayette	337-264-6989
Alexandria	318-448-1158

Dallas Region

Carrollton	972-446-1161
Richland Hills	817-831-3772
Garland	214-553-9333
Grand Prairie	972-602-4321
S Ft Worth	817-568-8001
Denton	940-484-2300
Allen	972-727-5600
Lubbock	806-744-6700
Mesquite	214-381-6880
DeSoto	972-224-9665
Amarillo	806-220-2206
NW. Fort Worth	817-625-6300
Midland	432-561-8505

Houston Region

Houston Central	713-868-2665
Webster	281-480-5100
N Houston	281-448-2665
Conroe	936-441-8665
Jersey Village	713-849-3183
Sugarland	281-983-0388
College Station	979-774-9628
Katy	281-829-3533
Tomball	281-290-0382
Pearland	713-734-0101

San Antonio Region

NE San Antonio	210-946-3300
N. Austin	512-834-8622
Corpus Christi	361-880-8905
W. San Antonio	210-521-7606
Harlingen	956-412-3336
Killeen	254-690-4072
S Austin	512-383-8003
Mission	956-583-8715
Laredo	956-725-1440
Waco	254-741-1952
San Marcos	512-392-6939
Brownsville	956-831-5518
NW San Antonio	210-493-7060
Georgetown	512-265-8429

Thank goodness for Goodman.®

Our continuing commitment to quality products may mean a change in specifications without notice.
© 2018 Goodman Manufacturing Company, L.P. Houston, Texas • USA www.goodmanmfg.com

NEW FULLY STOCKED LOCATIONS
Full line stocking distributor for all parts, supplies and accessories



YOUR ONE STOP SHOP



PROKEEP

Visit your Local Johnstone Supply or if you can't visit, text us at the store numbers below. We can save you time, even if we don't see you.

Brownsville

4635 Mar Street
(956) 838-0542

La Feria

13422 E. Expressway 83
(956) 797-2035

College Station

12201 State Hwy 30
(979) 731-5700

Laredo

4114 Airpark Drive, #4A
(956) 727-2235

Corpus Christi

2701 Agnes Street
(361) 882-8896

Pharr

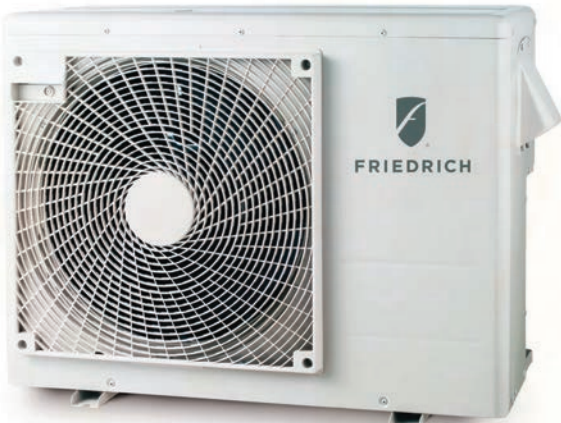
3107 North Sugar Road
(956) 783-1036

Corpus Christi

8051 South Padre Island Dr.
(361) 986-0613

Victoria

3704 Billy Drive
(361) 574-8349



PROUDLY STOCKING FRIEDRICH MINI-SPLITS!

Construction Employment Increases in 37 States Between February 2018 and 2019; Only 16 States Add Construction Jobs in Past Month Amid Extreme Winter Weather

Texas and West Virginia Have Biggest Number and Percent of Annual Job Gains as Louisiana and Maine Trail; Georgia and Alaska Have Largest One-Month Gains, While Illinois, Delaware and Minnesota Experience Worst Losses

Thirty-seven states added construction jobs between February 2018 and February 2019, although construction employment increased in only 16 states between January and February, according to an analysis by the Associated General Contractors of America of Labor Department data released today. Association officials said the slowdown may reflect the impact of widespread severe weather on construction last month as well as a growing shortage of qualified workers, and they urged federal officials to allow contractors to hire year-round construction guest workers while protecting American jobs

and reducing incentives for individuals to enter the country illegally.

“Although job growth remains widespread on a year-over-year basis, the combination of exceptionally bad weather and record low unemployment in many states stopped the growth of construction jobs at least temporarily in February,” stated chief economist Ken Simonson. “The record number of job openings in construction reported in the government’s Job Openings and Labor Turnover Survey for January shows that finding qualified construction workers is still a challenge.”

Texas added the most construction jobs over

the year (22,700 jobs, 3.1 percent), followed by Florida (22,400 jobs, 4.2 percent), Arizona (16,500 jobs, 10.7 percent), West Virginia (16,000 jobs, 46.4 percent) and Georgia (14,600 jobs, 7.6 percent). West Virginia added the highest percentage of construction jobs over 12 months, followed by Nevada (11.7 percent, 10,200 jobs), Alaska (11.0 percent, 1,700 jobs), Arizona and Wyoming (10.1 percent, 2,000 jobs). Construction employment reached a record high in Oregon and Pennsylvania.

Thirteen states and the District of Columbia shed construction jobs over the latest 12 months. The largest decline occurred in Louisiana (-5,500 jobs, -3.7 percent),

followed by South Carolina (-3,800 jobs, -3.6 percent) and Missouri (-3,000 jobs, -2.4 percent). Maine had the steepest percentage loss of construction jobs over the 12-month period (-6.8 percent, -2,000 jobs), followed by Vermont (-5.8 percent, -900 jobs) and South Carolina.

Among the 16 states with one-month construction job gains between January and February, Georgia added the most (2,300 jobs, 1.1 percent), followed by Florida (1,900 jobs, 0.3 percent), Arizona (1,600 jobs, 1.0 percent), Pennsylvania (1,300, 0.5 percent) and Kentucky (1,000 jobs, 1.3 percent). Alaska added the highest percentage of

construction jobs for the month (3.0 percent, 500 jobs), followed by Kentucky, Georgia, New Hampshire (1.1 percent, 300 jobs) and Arizona.

Construction employment decreased from January to February in 33 states and D.C. and was unchanged in Vermont. California lost the most construction jobs for the month (-7,700 jobs, -0.9 percent). The largest percentage losses of construction jobs—3.0 percent—occurred in Delaware (-700 jobs) and Minnesota (-3,800 jobs).

Association officials said the record number of job openings in construction shows the urgency of

allowing contractors to bring qualified guest workers into the country along with strict safeguards for American jobs and reduced incentives for individuals to enter the country illegally. They called on Congress and the president to enact legislation such as the recently introduced Workforce for an Expanding Economy Act.

“Contractors continue to struggle to find enough qualified workers to hire in order to keep pace with demand for construction,” said Stephen E. Sandherr, the association’s chief executive officer. “Allowing employers to bring in guest workers for positions that can’t be filled otherwise is essential to keep the economy expanding.”



ALLIED
Air Enterprises

AIREASE™

CONCORD
The Right Choice. Right Now.

Concord and AirEase are wholly owned subsidiaries of Lennox International Inc.



SPRING CLEANING SAVINGS!

BLACK MAX
20% OFF
REGULAR PRICE

PRODUCT OF THE MONTH | Hydro Balance Coil Cleaners!

While Supplies Last! Please see one of our friendly Transtar associates for availability and pricing!
Offer expires April 30, 2019.

ENVIRO-COIL
20% OFF
REGULAR PRICE

STAFFORD
3535 S. Main
Stafford, TX 77477
281-499-3377

I-10
10814 East Freeway
Houston, TX 77029
713-671-0114

AIRLINE
4435 Airline Drive
Houston, TX 77022
713-681-9787

ALVIN
225 West Coombs Drive
Alvin, TX 77511
281-585-2600

BRENNHAM
1700 Buchanan Street
Brenham, TX 77833
979-830-5056

GULF FREEWAY
8485 Gulf Freeway
Houston, TX 77017
713-920-2222

1960
10509 FM 1960 W
Houston, TX 77070
281-890-2108

VISIT OUR WEBSITE FOR
MORE INFORMATION
www.transtaracsupply.com

NOW HIRING
EXPERIENCED WAREHOUSE
AND SALES POSITIONS.
Contact the corporate office at
281-499-1142 for information.



**Texas Air Conditioning
Contractors Association**

13706 Research #214

Austin, Texas 78750

800.998.HVAC (4822)

www.tacca.org

TACCA Local Chapters

Abilene
Coastal Bend
Greater Austin
Greater Houston
Greater San Antonio
Greater Waco
High Plains
North Texas
Rio Grande Valley
South Plains



TACCA Welcomes the fol-
lowing new members.
Thank you for your support!

B&A Services Co. -
Covington, GA

Live Oak Bank -
Wilmington, NC

Southwest Nissan –
Weatherford

TDLR and Unlicensed Activity

The Texas Department of Licensing is constantly efforting to stop unlicensed activity across the state of Texas. Complaints can be filed online through **www.tdlr.texas.gov**, under the File a Complaint sec-
tion of the homepage. Below is the information the TDLR will need to determine if a violation has oc-
curred. If you are unaware, TACCA will file your complaint for you, in an effort for the reporting contrac-
tor to stay anonymous. The same information will be needed to have TACCA file your complaint.

In order for the Texas Department of Licensing and Regulation to pursue an investigation of your **Air
Conditioning and Refrigeration Contractors** complaint please provide all documentation and in-
formation related to your complaint. If your complaint does not contain enough information for the De-
partment to make a determination that a violation has occurred, your complaint may not be opened for
investigation.

- When completing section D of this form, important information to support your complaint **may** include:
- complete explanation of your complaint
 - name and address of the person(s) who performed the work
 - dates work was performed
 - amount of money paid on each occasion
 - date you first discovered a problem
 - names, addresses, license number, and telephone numbers of any contractors or technicians who
examined your air conditioner after you became dissatisfied
 - names, addresses and telephone numbers of any witness you mention in your complaint
 - how you found the contractor; through an advertisement, a referral, etc.

- Documentation to support your complaint **may** include: **(Please do not send original documents. All docu-
ments you send us will be scanned, electronically saved, and then destroyed.)**
- advertisements (if advertisement is a newspaper or magazine, please include the portion showing
the name and date of the newspaper or magazine)
 - business cards
 - proposals or bids
 - contracts
 - receipts or invoices (please include any information that may be printed on the back page)
 - proof of payment (cancelled check, credit card receipt, etc.)
 - letters
 - inspection report(s)
 - photographs (specifically of license plate of work truck, work performed, etc)
 - written statements made by air conditioning contractors who examined your air conditioner after you
became dissatisfied

Please submit additional documentation in support of your complaint to the Department by fax (512)539-
5698 or mail to TDLR, Enforcement Division, P.O. Box 12157, Austin, Texas 78711. **Please do not send
original documents. All documents you send us will be scanned, electronically saved, and then
destroyed. Submitted documentation can only be received via e-mail, fax or regular mail. Attach-
ments cannot be submitted with this link.**

TACCA Membership Benefit #01 - Legislative Advocacy for the HVAC/R industry! TACCA
lobbies on YOUR BEHALF at the Capitol and with the Texas Department of Licensing and
Regulation (TDLR) on a daily, weekly, monthly and annual basis. This constant vigil helps to
maintain your HVAC license and keep legislatures’ and state officials aware of the importance
of HVAC/R in EVERY TEXAN’S LIFE. We work for YOU!

FAQ’s — From the Texas Department of Licensing

**I am a licensed Air Conditioning and Refrigeration Contractor and want to be certified to perform
the installation and repair of LP gas appliances. How do I obtain this certification?** Contact the Texas
Railroad Commission at (512) 463-6933, or Fax (512) 463-7292 and ask for **Form 16B**, Application for
Examination Exemption by a Class A or B Air Conditioning and Refrigeration Contractor.

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

CE Classes:

- Apr 6 - Waco
- Apr 6 - Denton
- Apr 13 - Austin
- Apr 13 - Houston
- Apr 13 - Hurst
- Apr 27 - Burleson
- Apr 27 - Harlingen

License Prep:

- Apr 23/28 - San Antonio
 - May 4/5 - Austin
 - May 17/18 - Red Oak (DFW)
- Visit **www.tacca.org** to register!

Texas Air Conditioning Contractors Association

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

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

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

• INTRODUCING •



The new degree of comfort.™



Baker
Distributing Company

Baker is pleased to announce that we now offer Rheem products to the Texas market!

Contact your sales representative or visit a participating Baker today!

ARLINGTON

2350 E Arbrook Blvd
(469) 540-7050

AUSTIN

3203 Longhorn Blvd
(512) 836-9351

BAYTOWN

4104 Allenbrook
(281) 420-1120

BROWNSVILLE

1931 Anei Circle
(956) 546-4501

BRYAN

405 Dellwood
(979) 822-1334

CORPUS CHRISTI

217 44th St
(361) 904-0921

DENTON

3923 Morse St
(940) 382-9622

FORT WORTH

2300 Franklin Dr
(817) 625-1562

HOUSTON

13903 Muscatine St
(713) 453-8129

HOUSTON

6605 Roxburgh Dr
(832) 626-1462

HUMBLE

451 Artesian Plaza Dr
(281) 540-1044

KATY

1231 Price Plaza Dr
(281) 578-5275

KILLEEN

2931 Atkinson Ave
(254) 554-6046

LAREDO

2822 E Bustamante St
(956) 727-0928

LEAGUE CITY

214 Newport Blvd
(281) 332-0614

LEWISVILLE

845 N Mill St
(972) 434-3648

LONGVIEW

420 A Enterprise St
(903) 759-3722

MCALLEN

517 East Cedar
(956) 686-9561

MCKINNEY

330 Industrial Blvd
(972) 548-9706

NACOGDOCHES

2816 South St
(936) 560-0565

PLANO

624 Krona Dr
(972) 398-6292

ROSENBERG

1117 Avenue G
(281) 342-9752

SAN ANTONIO

7007 Fairgrounds Pkwy
(210) 987-5501

SAN ANTONIO

523 Urban Loop
(210) 222-8007

SAN MARCOS

4794 Transportation Way
(512) 396-4076

TEXARKANA

1009 N Robison Rd
(903) 794-2616

TEXAS CITY

831 Hwy 146
(409) 948-2800

TYLER

13225 Kallan Ave
(903) 534-9086

WACO

630 Texas Central Pkwy
(254) 757-3737

www.bakerdist.com

JOIN A WINNING TEAM

INSCO & RUUD RELIABLE EQUIPMENT

INSCO RUUD DEALER BENEFITS INCLUDE

- Contractor Rebates & Special Financing Offers
- Co-Op Advertising Support
- Dealer Incentives and Trips
- Dedicated Sales Team
- Industry Leading Equipment
- Lead Generation
- Marketing Support
- Pro Partner Dealer Program
- T³ Contractor Rewards Program
- Top Training & Technical Support



- W/ Built-in WiFi
- Works with Amazon Alexa
- Easy Access from your smartphone

Test drive the new EcoNet at:
ruud.com/econetsmartthermostat

Ask a BM or TM about registering and how you can qualify to attend!

Costa Rica 2020

RUUD
CASH BACK
SPRING 2019

VISIT INSCO.COM/CASHBACK

Contractor Rebates
up to

\$825

Heat Pump
Systems

Contractor Rebates
up to

\$725

A/C Condenser
Systems

Contractor Rebates
up to

\$300

Residential Package
Equipment

SHOP NOW AT

INSCO.COM



Best Products. Best Service. Best People.





Coleman® LX Series CH16 Split System Modulating Heat Pumps

UP TO 17.75 SEER AND 10 HSPF/2-5 TONS



Our heritage of quality and durability is crafted into every system we build. Advanced manufacturing processes and extreme product testing create long-term performance, money saving efficiency and long-term comfort you can count on.

- Up to 17.75 SEER/Up to 10.0 HSPF
- 2 – 5 tons
- R-410A
- Inverter-driven modulating technology
- Demand frost
- 10-year Compressor Limited Warranty*
- 10-year Parts Limited Warranty*
- 90-day Labor Limited Warranty*



*Visit or Call Your Local **Johnstone Supply**
or
Shop Online www.JohnstoneSupply.com Open 24/7!*



BEAUMONT

675 M.L. King Pkwy, 77701
Phone: (409) 832-7409 Fax: (409) 832-1462

HOUSTON

2120 Shepherd Drive, 77007
Phone: (713) 868-8967 Fax: (713) 868-3045

HOUSTON

5985 South Loop East, 77033
Phone: (713) 645-0085 Fax: (713) 645-7498

HOUSTON

8304 Westpark, 77063
Phone: (713) 952-4601 Fax: (713) 952-0865

HOUSTON

15631 Blue Ash, #160, 77090
Phone: (281) 872-5200 Fax: (281) 872-4848

HOUSTON

10351 West Little York Rd, Ste. 400, 77041
Phone: (713) 466-5716 Fax: (713) 466-7530

KATY

22110 Merchants Way, Ste. 100, 77449
Phone: (713) 803-6240 Fax: (713) 803-6250

LUBBOCK

6039 W. 45th St, 79407
store42@johnstonesupply.com
Phone: (806) 792-2493 Fax: (806) 792-9787

SAN ANTONIO

9311 Broadway, Ste. 200, 78217
store41@johnstonesupply.com
Phone: (210) 829-1934 Fax: (210) 829-1509

SAN ANTONIO

6900 Alamo Downs, Ste. 140, 78238
store162@johnstonesuppl.com
Phone: (210) 680-6500 Fax: (210) 680-6570

SAN ANTONIO

30 Essex Street, Suite 101, 78210
Phone: (210) 200-6273 Fax: (210) 200-6279

STAFFORD

10650 West Airport Blvd Ste. 180, 77477
Phone: (281) 988-5584 Fax: (281) 988-953

Century AC Supply's 19th Annual Golf Tournament benefiting Camp Hope

Century AC Supply's Annual tournament took place at Longwood Golf Course in Cypress TX on Thursday March 21. The four person scramble had on course contests, door prizes and lunch. The proceeds from the tournament go to help fund Camp Hope.



FIRST PLACE
Joe Vaquera, Josh McCollum,
Lynn Edwards, Rick Heyden



SECOND PLACE
Mark Dillon, Bill Onell, Jim Luke,
Joey McDaniel



THIRD PLACE
Matt Tinney, Nick Gaspareni,
Ronald Pipes, Sean Bowen



MOST HONEST TEAM



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



our job is to make **YOUR JOB EASIER**

close more high-efficiency sales
with rebate and financing programs:

- ✓ DEALER CASHBACK
- ✓ CENTERPOINT & ENTERGY REBATES
- ✓ 0% FOR 60 MONTH CONSUMER
FINANCING PROGRAM WITH DISCOUNTED DEALER FEES

Ask Your Rep For Details



PLUS we do even more to make YOUR JOB **EASIER**

We give you the tools you need - Here are just a few of the newest ways Century is making your job easier!

✓ RE-ENGINEERED WEBSITE

- Online Bill Pay
- Download Invoices & Statements
- Place orders for Will Call or Delivery
- View Products & Availability
- Sign up for Training Classes
- See current promotions
- And more!

✓ TEXT US

- Need help identifying a system component? Have a general question? Need help finding a part? Text your local branch today!

✓ NEW: DOWNLOAD OUR APP

- We put tools and calculators, account information, branch locations, technical support, and more in the palm of your hands! Download our app today to get connected!



CENTURY
A/C SUPPLY™

FIND RUUD EQUIPMENT AT THESE LOCATIONS:

ANGLETON
BAY CITY
CONROE

LUFKIN
HUMBLE
KATY

LEAGUE CITY
HOUSTON AREA:
WINKLER

BELTWAY
GULFTON
BARKER CYPRESS

WEST 43RD
STUEBNER

OTHER CENTURY LOCATIONS - DALLAS • RICHARDSON • LEWISVILLE • MANSFIELD • MESQUITE • FORT WORTH
WACO • CEDAR PARK • SOUTH AUSTIN • SAN MARCOS • SAN ANTONIO • WEST SAN ANTONIO • LA FERIA

HAVE A PRODUCT QUESTION? Text your local branch!

Place an order, pay your bill and more at CENTURYAC.COM

INSCO Distributing Grand Opening In San Antonio TX

Insko Distributing held their Grand Opening for their newest location in San Antonio on March 6. The event featured a Vendor Fair and catered lunch by Rudy's BBQ. Prizes were given out at their new store located at 15938 University Oak, San Antonio TX 78249.



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



IT'S BACK!

RUUD® CASH BACK

March 1st - May 31st 2019

IT'S AS EASY AS 1 - 2 - 3!

- 1 Register at Insko.com/Cashback
- 2 Install Ruud
- 3 Claim Rebates



Test drive the new EcoNet at:
ruud.com/econetsmartthermostat



CONTRACTOR REBATES
UP TO

\$825

PER RUUD SYSTEM



SHOP NOW AT

INSKO.COM

Abilene / Arlington / Austin / Brownsville / Corpus Christi / Dallas / Desoto / Del Rio / Denton / El Paso / Fort Worth / Garland / Georgetown / Grapevine
Harlingen / Houston / Kerrville / Laredo / Lubbock / McAllen / New Braunfels / San Angelo / San Antonio / Tyler / Victoria / Wichita Falls / Oklahoma City



Best Products. Best Service. Best People.



The Code Council Calls for Input on Changes to the Building Codes that Keep Our Communities Safe and Resilient

The code development hearings in April provide all interested parties an opportunity to review proposed changes to the 2021 I-Codes

Washington, D.C. – The International Code Council is hosting its 2019 Committee Action Hearings from April 28 to May 8, 2019, in Albuquerque, New Mexico. Hearing participants will address potential changes to the International Codes (I-Codes) based on proposals from the building safety community, including code officials, architects, builders, engineers, and fire and energy conservation professionals, among others.

The I-Codes are the most widely used and adopted set of modern building safety codes; they protect against fires, weather-related events, structural collapse and other disasters. The Code Council code development process is transparent, accessible and inclusive, and all interested parties are encouraged to participate in the development of the 2021 I-Codes.

The April hearings cover the Group B I-Codes. Group B includes administrative chapters for the I-Codes as well as updates to currently referenced standards; structural provisions in the International Building Code; the International Existing Building Code; the International Energy Conservation Code

(commercial and residential); the building and energy provisions in the International Residential Code; and Chapter 1 of the International Green Construction Code.

“Our code development process is based on consensus building, and we rely on input from a wide range of stakeholders to ensure that our codes reflect the evolving needs of our communities,” said Code Council Board President William R. Bryant, MCP, CBO. “Our process is designed to continuously improve the I-Codes so they incorporate the latest technology and keep the millions of people they impact safer.”

The 2019 Group B proposed code changes are now available along with the hearing schedule. Proponents of code changes are strongly encouraged to view their proposals for accuracy and bring any discrepancies to the attention of Code Council staff by Wednesday, March 27, for inclusion in the 2019 update document scheduled to post in early April.

To register for the April Committee Action Hearings, visit www.iccsafe.org/springhearings. A live video feed will be available online for those who cannot attend the hearings in person.

Product News

Humidicycle® System Saves Tens of Thousands of Gallons of Water in Western Massachusetts Homes

Southampton, MA — Cold climate home hvac systems often feature humidifiers to maintain a comfortable and healthy indoor environment for the occupants, but many are unaware of the massive waste of their drinking water during the humidifier operation. The standard in the industry is a flow through device that humidifies the home using water that flows over a pad and moisture is introduced to the home air by evaporation. As necessary as these devices are for comfort and health, the waste can be tremendous, up to 16 ounces wasted every 64 seconds of operation, potentially hundreds of gallons daily and thousands over the course of a heating season. Until now. JB Solutions, Inc has developed its Humidicycle® system to recycle all of the water passing over the humidifier pad-zero waste!

The inventors, Jim and Brian Patterson, a father/son team in Massachusetts recently completed their data gathering for the 2018-2019 winter season. “I’m extremely happy with the data we collected over the past several days. We have metered 14 installations and recorded roughly 32000 gallons of water to date that we have been able to eliminate as waste. The water conservation is huge but other benefits also need to be factored in. Less waste water means less

wear on the homeowner’s septic systems or the municipalities wastewater treatment system. The reduced water use extends the life of a home’s water filtration system and if water/sewer fees apply, a reduction on those expenses as well. One little known fact is that for every 3 degrees one can reduce a home’s comfort temperature, there will be a one percent savings in heating energy use. Maintaining a higher relative humidity level in our homes allows us to feel more comfortable at lower room temps, The Humidicycle® allows us to humidify without the extreme waste of a precious resource, our drinking water!”

Jim and Brian’s experience as HVAC contractors in New England lead them to invent this system to solve one of the issues they viewed daily servicing their clients homes.

Jim also notes that JB Solutions has launched its national campaign to set up this network and establish contractors as authorized JB Solutions trade partners. HVAC professionals are invited to contact Jim to discuss the opportunity. A Dealer signup form is live on the j-b.solutions website, phone calls and emails are also welcome. For more information and inquiries for Dealer status: Jim Patterson, 1-833-482-2481 jim@j-b.solutions

More product information can be found at: www.j-b.solutions

SEE YOU SOON!



April 5-6, 2019
KC HALL
 607 E Whitney St, Houston, TX 77022

TACCA
 Texas Air Conditioning Contractors Association
 GREATER HOUSTON

CRAWFISH & CLAY SHOOT

May 3, 2019

Schedule of Events

- 12 pm - Registration
- 1 pm - MANDATORY Safety Meeting
- 1:15 pm - Shotgun Start
- 2:30 pm - Non tournament games
- 3:45 pm - Dinner, Awards & Raffle



\$200 Registration

~~~~~

**\$20 Mulligans (3 pair)**  
**\$25 Flurry**  
**\$25 Pair in the Air**

**Crawfish: \$30**

**Crawfish & Games: \$100**

### Texas Premier Sporting Arms

7311 Hwy 36 S  
 Sealy, Texas 77474

Want to participate, but can't attend?  
 Contact Amy Wallace at 713-781-4822  
 to find out how you can sponsor this event.

TACCA Greater Houston / [amy@taccagh.org](mailto:amy@taccagh.org)



# MORSCO Customer Appreciation San Antonio TX

*Morsco held their Customer Appreciation Day at their San Antonio TX branch on March 13.*

*The event had the Comfortmaker Product Showcase Rig, Food Truck and Cupcake Lunch and a Vendor Fair set outside with big tents.*



# MORSCO New Braunfels TX

*Morsco held their Customer Appreciation Day at their New Braunfels TX branch on March 15.*

*The event had the Comfortmaker Product Showcase Rig, Granzin BBQ lunch and a Vendor Fair.*







# ASHRAE

## NEWS

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

### ASHRAE Announces Certified HVAC Designer Launch

Atlanta – ASHRAE announces that applications for the new Certified HVAC Designer (CHD) certification are now open. World-wide computer-based testing opens June 3.

“For a long time, the certification committee had suspected an HVAC Designer certification would serve the needs of members, but the ‘Industry Needs’ survey data emphasized just how much need and demand there are,” said Mark Fly, P.E., chair of the exam subcommittee. “Launching a new certification program is a

commitment, but we’re confident this is an investment from which ASHRAE members and their employees will benefit.”

The CHD exam blueprint and eligibility requirements, which have been approved by the ASHRAE Certification Committee, can be found in the CHD Candidate Guidebook.

The Certified HVAC Designer (CHD) certification validates competency of the HVAC Designer, *working under the responsible charge of an engineer*, to design HVAC systems to meet building/project requirements, including:

- Load calculations
- Equipment selection and sizing
- Mechanical equipment room design
- Duct and piping design
- Layout for the development of HVAC plans for permit and construction

The exam follows a 2018 industry-wide job analysis study with data that was gathered from more than 1,200 respondents from over 60 countries. The CHD application is currently open with a practice exam launching May 1.

For more information, visit [ashrae.org/chd](http://ashrae.org/chd).

### Registration Is Open for the 2019 Annual Conference in Kansas City

Atlanta – ASHRAE is pleased to announce that registration is open for the 2019 Annual Conference in Kansas City, Mo., June 22-26, at the Kansas City Marriott and Kansas City Convention Center. To register, visit [ashrae.org/kansascity](http://ashrae.org/kansascity).

The five-day conference includes sessions addressing current trends and technologies in the HVAC&R industry, as well as tours, social events and a keynote message from Mike Massimino, former NASA astronaut, advisor and author. Additionally, the incoming 2019-2020 ASHRAE President Darryl K. Boyce, P.Eng., Fellow ASHRAE, Life Member, present the Society theme for the coming

year during the President’s Luncheon on Monday, June 24.

“With the global movement towards sustainable energy, the HVAC&R industry is ever-changing,” said Carrie Anne Monplaisir, chair of the 2019 Annual Conference. “We continue to face new challenges as we adapt our designs, codes, and technology to fit this constantly changing criteria. The 2019 ASHRAE Annual Conference aims to address these challenges, and offer best practices, lessons learned, and innovative design strategies to be applied in a wide range of topics.”

This conference’s technical program will include sessions addressing engineering practices, research and professional development as follows:

- Research Summit—nearly one-quarter of the technical program is devoted to the presentation of current research in the HVAC&R industry. Fifteen of the 23 scheduled sessions present peer-reviewed papers on ongoing research with a total of 26 conference papers and 31 extended abstracts accepted for presentation. The Research Summit includes a partnership with ASHRAE’s archival journal, Science and Technology for the Built Environment.

- Another quarter of the technical program is comprised of the Fundamentals and Applications track and the Systems and Equipment in the Built Environment track.

- Nearly a third of the program advances knowledge and practices in three focused tracks: Optimization in HVAC&R, Commissioning New and Existing Buildings and Modeling Throughout the Building Life Cycle.

- The Occupant Health and Safety track covers a range of topics from ventilation to health.

- The Professional Development tracks presents sessions to sharpen individual, personal skills, including career growth, ethics, business development and liability.

ASHRAE Learning Institute (ALI) will offer full-day seminars and half-day courses and ASHRAE certification exams will be administered during the week.

For complete information and registration for the 2019 ASHRAE Annual Conference, visit [ashrae.org/kansascity](http://ashrae.org/kansascity).



**WANTED!**

**Coleman**

HEATING & AIR CONDITIONING

**DEALERS**

Ask a Johnstone Associate for more Information.

**JOHNSTONE**



**TACCA**  
Texas Air Conditioning Contractors Association

### Texas HVAC/R License Prep Course

Apr 23/28 - San Antonio

May 4/5 - Austin

May 17/18 - Red Oak (DFW)

Time: 8:00 am till 5:00 pm

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

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

Call us at 800.998.4822 to register today, or visit our website at [www.tacca.org](http://www.tacca.org)

\*\*Discounted book packages available with class registration\*\*



# AC Supply LG Training Conference

*AC Supply and LG hosted a Training Conference on February 26-28 at the TCC Center of Excellence for Energy Technology in Fort Worth TX. The three-day event featured hands on labs, town hall discussions, introductory and advanced courses, student participation and meals.*



To see more pictures from the event, visit us at [www.ac-today.com](http://www.ac-today.com)!



# Baker Distributing Heil Dealer Meeting

Baker Distributing held their Heil Dealer Meeting at the Golden Nugget Resort and Casino in Lake Charles Louisiana on March 7.

The meeting included awards, training and new equipment, rewards programs, a vendor fair and food and drinks.



Elite Dealer Status Award and Largest First Year Dealer to Good Earth AC



Elite Dealer Status, Highest E Commerce and Outstanding Sales Awards to Affordable Air and Heat



Elite Dealer Status Award to KG Air and Heat



Highest Sales Grandaire Line to LRT Air and Heat



# Baker Distributing Vendor Summit

Baker Distributing Company held a Vendor Summit at their Austin TX branch on March 14



To see all of the event pictures visit [www.ac-today.com](http://www.ac-today.com)



## TACCA Greater San Antonio Sporting Clay Shoot

TACCA GSA held their Annual Sporting Clay Shoot on March 21 at the National Shooting Complex in San Antonio.



1st Class AA Erek Stone, Texas Air Products



1st Class A John Cook, Mechanical Reps



1st Class B Josh Gavos, Carrier Enterprise



1st Class C Jonathan Peters VA Electric-Not pictured, accepted by Texas Air Products



Top Lady Adrienne Farrell, Climatec



Top Team IBTX

**REMINDER- MONTHLY MEMBER MEETING APRIL 18th at the BARN DOOR RESTAURANT.**  
**GUEST SPEAKER CITY OF SAN ANTONIO CHIEF MECHANICAL INSPECTOR. RSVP TODAY!**






WOMEN IN HVACR IS OFFERING MULTIPLE \$2000 SCHOLARSHIPS TO QUALIFIED APPLICANTS.

WE ARE LOOKING FOR:

Exceptional Women Headed To A Technical College, Trade School, Or Bachelor's Degree Program For A Career In The HVAC Industry.

APPLY TODAY AT:

WWW.WOMENINHVACR.ORG





All Applications & Essays Due Before 6/1/2019

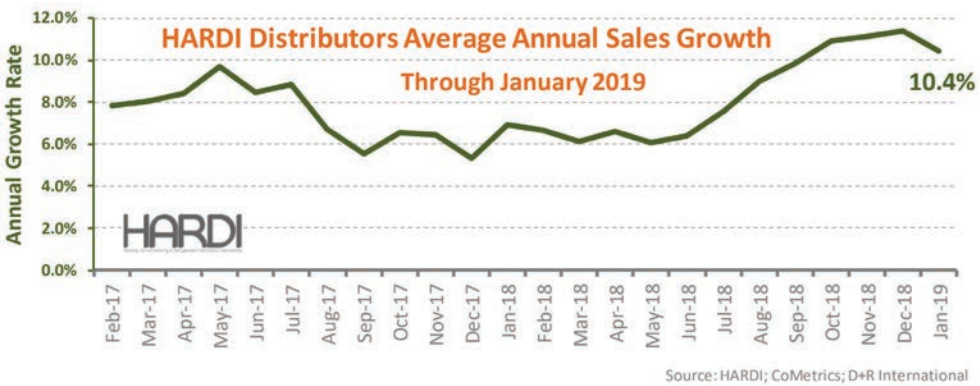


# HARDI

## HARDI Distributors Report 4.4 Percent Revenue Increase in January

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales growth for HARDI distributor members increased by 4.4 percent in January 2019.

The average annualized growth for the 12 months through January 2019 is 10.4 percent.



“January and February are the slowest months of the year for HARDI distributors,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “This year got off to a 4.4 percent start which looks pretty good when you realize it is being compared to a month that had a 19.4 percent gain.” So members were busy last January and were busier this year.

“January sales growth came in lower than what we’ve grown accustomed to seeing over the last 6 months, but given the difficult comps, a positive growth rate is a great outcome,” said HARDI Economist Paul Hallmann. “Comps will soften up for the next few months before trending towards double digits as we enter the summer months.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 48.5 days. “The past few years the DSO has remained in a fairly consistent annual pattern,” said Loftus. “January was a day longer than January of 2018 which was a day longer than 2017. It looks like another tile in the ‘slowing economy’ mosaic.”

*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 Official Statement on For The People Act

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) Vice President of Government Affairs Palmer Schoening has released the following statement in regard to H.R. 1, the *For The People Act*:

“This legislation if enacted would impede HARDI’s ability to advocate on behalf of our member businesses and would restrict the first amendment rights of our members. Requiring our members to register with the Federal Election Commission if they make contact with congressional offices would discourage their participation in the political process.”

“H.R. 1 restricts the ability for associations like HARDI to share critical information on pending legislation or regulations publicly,” Schoening continued. “HARDI categorically opposes any legislation that would make it more difficult for our members to voice their concerns with policy makers.”

**CHANGE OF ADDRESS?**  
Be sure to notify us to continue receiving  
your monthly copy of  
**AIR CONDITIONING TODAY**  
llackey@ac-today.com



**Texas Air Conditioning Contractors Association**

**TACCA The Leader in Texas Department of  
Licensing Approved Education**

## Training Opportunities

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

### Online Continuing Education

TACCA Members  
**\$49.00**

Industry Partners  
**\$60.00**

Visit  
**www.TACCA.org**

**Apr 6 - Waco**

**Apr 6 - Denton**

**Apr 13 - Austin**

**Apr 13 - Houston**

**Apr 13 - Hurst**

**Apr 27 - Burleson**

**Apr 27 - Harlingen**

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

**Apr 23/28 - San Antonio**

**May 4/5 - Austin**

**May 17/18 - Red Oak (DFW)**

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



CALL US TOLL FREE AT  
800/998-HVAC(4822)  
VISIT US ONLINE AT  
**www.TACCA.ORG**



CALENDAR OF EVENTS

Insco’s April Events Schedule

Training

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. Visit: [insco.com/training](http://insco.com/training) to see the complete schedule of classes.

Laredo

Wednesday, April 3rd – Troubleshooting the Refrigerant System from 9am – 1pm located at 5512 Thomas Ave, Laredo TX | Only \$75

San Antonio

Thursday, April 4th – Troubleshooting the Refrigerant System from 8am – 12pm located at Insco’s San Antonio Training Facility | Only \$75

Wednesday, April 10th & Thursday, April 11th – Mitsubishi Electric M & P Series 2 Day Service Course from 8am – 1:30pm located at Insco’s San Antonio Training Facility | Only \$195

Insco & Mitsubishi Dealer Events

Please join us and find out how you can partner with Insco and Mitsubishi Electric to become a successful Diamond Contractor.

Houston

Thursday, April 4th – Insco & Mitsubishi Dealer Event from 3pm – 7pm located at Top Golf 560 Spring Park Blvd, Spring TX

Wednesday, April 17th – Insco & Mitsubishi Dealer Event from 3pm – 7pm located at Bass Pro Shops 1000 Bass Pro Drive, Pearland TX

| JOHNSTONE SUPPLY - APRIL TRAINING CALENDAR                                                                                                                |     |                 |          |                                                                       |                            |       |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----------------|----------|-----------------------------------------------------------------------|----------------------------|-------|
| Check our "Early Bird Training" - 7am-9am Early start time - Early in for training - Early back to work                                                   |     |                 |          |                                                                       |                            |       |
| For info call Juan Vilella at 210-829-1934 Ext. 155 - or email to: <a href="mailto:juan.vilella@johnstonesupply.com">juan.vilella@johnstonesupply.com</a> |     |                 |          |                                                                       |                            |       |
| Broadway - 9311 Broadway Suite 200 / Downtown - 30 Essex St. Ste. 101 / Alamo Downs - 6900 Alamo Downs Ste. 140                                           |     |                 |          |                                                                       |                            |       |
| DATE                                                                                                                                                      | DAY | TIME            | LOCATION | TOPIC                                                                 | TRAINING REGISTRATION CODE | COST  |
| Apr. 3                                                                                                                                                    | W   | 5pm - 7:30pm    | Broadway | Basic Refrigeration System Overview                                   | TRAIN19-41-37              | \$25  |
| Apr. 4                                                                                                                                                    | Th  | 8:00 - 10:30am  | Broadway | Ecobee Thermostats                                                    | TRAIN19-41-38              | FREE  |
| Apr. 10                                                                                                                                                   | W   | 7:00 - 9:00am   | Broadway | EPA Rule Changes - HCFC Phaseout Updates                              | TRAIN19-41-39              | \$25  |
| Apr. 11                                                                                                                                                   | Th  | 7:00 - 10:00am  | Broadway | Superheat & Subcooling - What, Why & How                              | TRAIN19-41-40              | \$195 |
| Apr. 17                                                                                                                                                   | W   | 8:00 - 10:30am  | Broadway | Liberty Inverter Training                                             | TRAIN19-41-41              | \$25  |
| Apr. 18                                                                                                                                                   | Th  | 8:00 - 3:30pm   | Broadway | EPA Certification Review and Exam                                     | TRAIN19-41-42              | \$125 |
| Apr. 18                                                                                                                                                   | Th  | 1:30pm - 3:30pm | Broadway | EPA Certification Exam Only                                           | TRAIN19-41-43              | \$85  |
| Apr. 24                                                                                                                                                   | W   | 8:00 - 12:00pm  | Broadway | Brazing for HVACR                                                     | TRAIN19-41-44              | \$35  |
| Apr. 25                                                                                                                                                   | Th  | 7:00 - 9:00am   | Broadway | HVAC System Components - Driers, Solenoids, TXV's, Pressure Switches, | TRAIN19-41-45              | \$25  |
| Apr. 29                                                                                                                                                   | M   | 8:00 - 10:30am  | Broadway | External Static Pressure - What, Why & How                            | TRAIN19-41-46              | \$25  |

Winsupply Names 9 Manufacturers 2018 Vendors of the Year

Dayton, Ohio – Winsupply Inc. has named its 2018 Vendors of the Year in their respective product categories.

The Winsupply Preferred Vendors that won in each category were chosen based on several criteria, the most important of which was being a leader in growing the segment’s business over the past year. They were also judged on selling to a breadth of locations that buy the vendor’s product, providing strong support at the local level, and consistent volume and growth.

The winners of 2018 Vendor of the Year are:

- Electrical: Encore Wire
- HVAC: Johnson Controls Inc./Unitary Products Group
- Hydronics: Burnham by U.S. Boiler
- Industrial: Smith Cooper Inc.
- Finished Plumbing: Navien Inc.
- Rough-in Plumbing: Charlotte Pipe and Foundry Co.
- Pumps: Liberty Pump
- Tools: Milwaukee Electric Tool Corp.
- Waterworks: A.Y. McDonald Mfg. Co.
- National Account Manager of the Year: Doug Crogan, Navien

“Winsupply’s nearly 600 local companies vote annually for their choices of the top vendors from an already exceptional group of suppliers,” said John McKenzie, president of Winsupply Support Services Group. “The winners of Vendor of the Year do an extraordinary job of partnering with our locations and Winsupply Sourcing Services to grow our business and provide our customers with outstanding products and service. They made a valuable contribution in helping Winsupply achieve its fifth straight record sales year.”

CONTINUING EDUCATION

LIVE OR ONLINE



Wade Airheart  
Owner/Instructor

Fulfill the required 8 hours of CE in our LIVE interactive class or on your schedule at home. Call or visit our website for times and details.

TDLR Provider #1142

CONSTRUCTION DATA

(888) 500-PASS

[www.airconditioningce.com](http://www.airconditioningce.com)



Always get the best!

Attic Tent

Distributor Benefits:

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

Needs only 27" x 19" Floor Space

Contractor Benefits:

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make \$100.00 profit per install



Sold at your local distributor!  
If not, call:  
(704) 892-5399 or  
[www.attictent.com](http://www.attictent.com)

Want to SAVE on CRANE costs?



[www.pro-lift.com](http://www.pro-lift.com)  
(972) 939-3231

- ✓ Easy to operate
- ✓ Lightweight aircraft aluminum
- ✓ Battery operated
- ✓ Zero turning radius
- ✓ Nothing extends underneath the a/c unit
- ✓ Patent Pending



# SWRA RSES Annual Conference

*More than 100 members, vendors, speakers and guests were welcomed and able to enjoy education and southern hospitality February 29-March 2 at the SWRA RSES Annual Conference in Round Rock, Texas. An 8 hour educational seminar led by Cameron Taylor, CM on Thursday kicked off the conference activities. Followed by two days of educational sessions, meetings and activities.*

## Educational Sessions

**March 1, 2019.** Zoning 101” Tom Jackson - Jackson Systems; “CM Exam Prep Review” Cameron Taylor, CM - SWRA-RSES Educational Director. “Air Purification” Todd Montgomery - The Pollex Group.

**March 2, 2019.** “Brazing Fundamentals” Bob Cristan of Lucas-Milhaupt; “EPA 608 Revisions” Andy Schoen - Sanhua International; “Evacuation Basics and Tools” James Bowman-NAVAC.



*SWRA Officers Burt Wallace CMS President, Brian Rabel VP, James Bowman Secretary, John Muntean Treasurer, Sara Ortiz Sgt at Arms, Larry Brewer CM Ed Director, Intl President Nick Reggi CMS*



*Sara Ortiz, Charter member of Cooling Heating Industry Leaders of Laredo the newest RSES chapter in Laredo, Texas 2018 with International President Nick Reggi, CMS*



*SWRA Auxiliary Officers for 2019 Michelle Poole President, Kathryn Clark Vice President Paige Clark Accepting for Pat McCarthy Treasurer, Brenda Decker Secretary, Jill Malone Sgt At Arms and Historian*



*SWRA Member of the Year awarded to Cameron Taylor, CM by Mark Beiser, CM*



*Region 10 Director Jerry Clark CM presents a white hat to new past President Mark Ferguson CM*



*SWRA Past President Mark Ferguson CM passes on the ceremonial SWRA gavel to incoming president Burt Wallace CMS as Dick Burks CM conference chair oversees*



*International President Nick Reggi CMS presents an RSES Canada pin to honor Dick Burks CM for his dedication and support of RSES*



Southwestern HVAC Sales, LLC is currently seeking an outside Sales Representative in the DFW and East Texas Territories. We are looking for a self-starter that will strive to be the best representative in the territory.

Responsibilities will include consistent sales calls on all HVAC wholesalers in the territory, continuously promote, market, and merchandise all products Southwestern HVAC Sales represents to existing and potential new customers. Other responsibilities will include technical training on the products to HVAC wholesalers and contractors.

Qualifications should include sales and/or technical experience in the HVAC industry, excellent verbal and written communication skills, Effective time management skills, ability to relate to customers' requests and needs, and the ability to travel as required.

Compensation will be on a competitive base salary + commission with reasonable and obtainable goals. An inside sales support person will be provided to help keep you productive with our customers, expenses will be paid or reimbursed.

Come and join a great team and be a part of a fast growing organization. If you are interested please email us [salesposition@swshvac.com](mailto:salesposition@swshvac.com) or call us at (512) 422-6058.



*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](mailto: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.*



# Focus

## CASTILLO TRAINING

### •TDLR 8 HR CE CLASSES•

Law, Rooftop Units, Airflow, IECC & OSHA

Location: **Johnson Supply San Antonio**

1050 Arion Parkway

**Tuesday** April 2, 2019 May 7, 2019

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

**Saturday** April 20, 2019 May 18, 2019

TDLR No. 1362 Class No. 19048

• •EPA Exams• 1st Friday of the month

•NATE Exams• •License Prep Classes•

5-hr Compressor Seminar \$59 **May 25, 2019**

Load Calculation Class **April 18, 2019**

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

silverfox0001@earthlink.net

www.castillotraining.com

## FREONLOCK™

**“THINKING OUTSIDE THE CAP.”**  
PATENT PENDING

**HVACcraft.com-If not available at HVAC house  
you can get TECH DIRECT price**

**ALL PRODUCTS ARE FAR LESS EXPENSIVE THAN THE COMPETITION.  
Match plus 10% guarantee.**

### 1. Bulls Eye (BEI) Universal waterproof Freeze-Stat



Goes on suction line at condenser to prevent freezing of A/C system. Wire leads included. Put disc side on copper line and secure with tape or wire tie.

### 2. FreonLock™ (FLI) “THINKING OUTSIDE THE CAP”. Goes OVER the existing cap.



• Patent Pending  
• All Stainless Steel  
• 20 Year Warranty

### 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

Waaaaay less than Tattle-Tales. Includes fuse holder and 3 fuses.

Fuses rated at 50 MA, which is small enough to burn out when paralleling almost any safety switch or electrical supply, thus telling you that that float switch or pressure switch has opened at some time in the past. Replacement fuses very cheap.

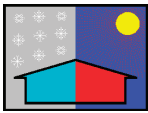


**FREE SAMPLES OF ALL PRODUCTS TO ANY CONTRACTOR OR SUPPLY HOUSE. FREE SHIPPING. PRICE LIST INCLUDED. EMAIL ORDER TO MIKESEARSO61@GMAIL.COM**

## Elite Software

Over 20 Hvac Design Programs!

Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigeration, More!



**New!**

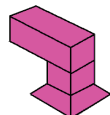
**Rhvac Online \$49/up** ACCA approved Manual J, D, and S calculations. **Works on phones, tablets, iPads, and computers**



**\$199/up** To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing

**Register for Free Trial Version!**

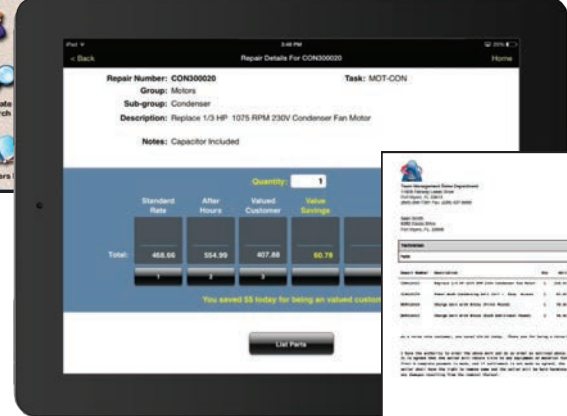
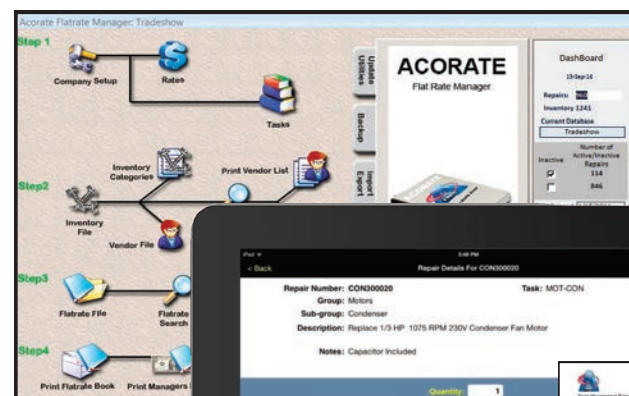
**www.elitesoft.com 800-648-9523**



## ACORATE Flat Rate Software

*No ongoing monthly fees required!*

- Portrays professional image!
- Setup wizard allows you to print your books in 4 easy steps
- Repairs are built in one easy screen
- Ability to add, delete and edit repairs
- Easily update labor and material
- Ability to show a savings column
- Ability to print a detailed manager's book
- Ability to have an electronic or printed version of Flat Rate Book
- Eliminates calculation errors
- Ability to show savings or potential savings for preferred customers
- Create professional looking quotes
- Ability to capture customer's approval signature
- Ability to print or e-mail quotes



**Team Management Systems, Inc.**

www.acorate.com ♦ sales@acorate.com ♦ (800) 299-7351

**READ THE NEWEST ISSUE ONLINE!**  
**AC-TODAY.COM**



# WE'RE AMERICAN STANDARD

For over a hundred years, we've made some of the most awarded,  
well-engineered heating and air conditioning equipment, and  
earned a reputation for doing things... right.

And through it all, we've followed a pretty simple idea:  
"A higher standard" isn't just how we build our products.

It's how we build our relationships.

From our valued distributors, To our independent dealers,  
To the customers who depend on us every day.

See, it's all connected. And that's why, together, we're stronger.

Together, we're leaders.

Together, we're all American Standard.



## American Standard®

HEATING & AIR CONDITIONING



ACES AC Supply, Inc. - Your Independent  
American Standard Distributor.

**ACESUPPLY.COM**

**AUSTIN - NORTH**  
1810 RUTHERFORD LANE  
(512) 832-7881

**AUSTIN - SOUTH**  
4211-A TODD LANE  
(512) 441-8998

**CORPUS CHRISTI**  
1157 HENDRICKS ROAD  
(361) 853-5050

**HOUSTON - NORTH**  
420 E. TIDWELL  
(713) 691-5170

**HOUSTON - SOUTH**  
5801 SOUTH LOOP E.  
(713) 738-3800

**HOUSTON - WEST**  
5248 BRITTMORE ROAD  
(713) 849-4070

**SAN ANTONIO**  
3835 STAHL ROAD  
(210) 656-6900

**SAN ANTONIO**  
6814 ALAMO DOWNS PKWY  
(210) 457-5272

**SPRING**  
601 SPRING HILL DR.  
(281) 907-5000

**STAFFORD**  
10155 MULA ROAD  
(281) 977.6980

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