

The Hunton Group Invitational Golf Tournament



Jimmy Letsos, Richard Hunton Jr, James Madget
and RO Hunton. Pictures on page B5.

Baker Distributing Company Grand Opening Houston TX



Vince Robison and Erin Barrera with Baker
Distributing. Pictures on page B6.

Shearer Supply Diamond Dealer Meeting



Jamie Wooldrige President of Berkey's Air
Conditioning, Plumbing and Electrical, Michelle
Shearer Rodriguez and Ralph Leite HVAC Operational
Manager of Berkeys. Pictures on page B11.

Johnson Controls opens HVAC Rooftop Center of Excellence

900,000-square-foot facility in Norman, Oklahoma expanded with advanced rooftop unit
design, manufacturing and testing capabilities



Milwaukee – Johnson Controls officially opened the state-of-the-art Rooftop Center of Excellence design, manufacturing and testing facility during a grand opening event on April 17. This year marks the facility's 50th year of operation. The 900,000-square-foot facility includes almost 400,000 square-feet of incremental laboratory and manufacturing space and renovations to over 150,000 square-feet of office and meeting space. The facility will serve as the flagship location for industry research, manufacturing and testing of Johnson Controls HVAC rooftop units.

"Investing in the future of rooftop unit innovation in design and manufacturing is an investment in our customers," said Steve Maddox, vice president of engineering, commercial ducted systems, Johnson Controls. "The expertise of the people leading this facility increases our speed to market, provides unmatched quality assurance and supports the development of industry-leading, energy efficient technology."

The plant includes a two-story, 52-foot high testing lab roughly the size of one-and-a-half football fields. The extensive laboratory offers an environment that allows Johnson Controls to conduct on-site, complex development, regulatory compliance, performance, safety, and reliability testing including the ability to test a 150 ton rooftop unit in climates ranging from -30°F to 130°F.

"The need for high-efficiency rooftop units has grown as customers demand simplified solutions to achieving sustainability," said Philip Smyth, director of product management, applied DX, Johnson Controls. "The combined testing and manufacturing location allows us to better serve our customers while enhancing HVAC technology through collaboration and innovation."

To learn more Johnson Controls rooftop units, visit <https://www.johnsoncontrols.com/hvac-equipment/rooftop-units>.

TACCA Greater Houston BBQ Cook Off



1st Place BBQ Cook Off Team



2nd Place BBQ Cook Off Team
Pictures on page B2.

Insko Distributing Grand Opening in Austin TX



Pictures on page B13.

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Product News

RectorSeal® Introduces the Rooftop Pipe Support (RPS) for Professional Roof Installations

RPS is used to present a neat professional rooftop appearances for HVAC/R, electrical, plumbing and condensate piping, in addition to ducts, walkways and solar.



Houston --RectorSeal® LLC, Houston, a manufacturer and distributor of quality HVAC/R products, has introduced the Rooftop Pipe Support (RPS), a sturdy, easy-to-install system for presenting an organized, aesthetic alternative to wood blocks and other unprofessional jerry-rigged methods. The RPS is designed for mounting HVAC/R, electrical, plumbing and condensate piping, or ductwork, walkway grates and solar panels on commercial flat rooftops without roof penetration.

The RPS is a .15-inch-thick (3.8-mm) ultraviolet light-stabilized, weather-resistant copolymer shell with a high density foam core that provides insulation, vibration isolation and roof membrane protection. The 7.5 (W) x 8 (L) x 5-inch (H) (19 x 20 x 12-cm) RPS weighs only .78-lb (354-grams), but can withstand load capacities of up to 250-lbs or 350-lbs each when used with universal strut channel. The RPS is the industry's only rooftop support system that has five numbered slots to keep two-inch and

smaller pipe aligned and organized during installation, although it can accommodate larger pipe diameters.

The top of the RPS's 7.5 x 2-inch (19 x 5-cm) shell accommodates multiple pipes and its surface-gripping slots prevent pipe roll and movement during installation. Additional pipe runs can be supported above the shell top via a universal strut channel elevated by 1/2-inch (12-mm) threaded rod. Each RPS has dedicated holes leading to a molded hexagonal receiver for friction-fitting 5/8-inch and 3/4-inch (19-mm) nuts that eliminate the need for a hold-back wrench when fastening threaded rods or bolts.

SEE RECTORSEAL PG.21

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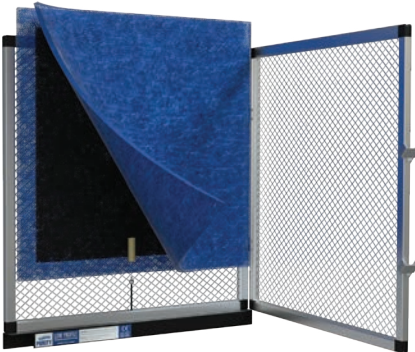


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A Resurgence of Character?

By Richard Harshaw New Ad Trend?

I do not know about your neck of the woods, but where I live (Phoenix, Arizona) I have noticed a sudden uptick in HVAC ads on the radio that stress character in the advertising company's technicians.

One ad (by a Trane dealer) warns people about pre-season tune-ups that cost less than a large pizza. Such companies, the dealer warns, probably pay their service techs on a commission bases and so the tech will be motivated to sell you things you may (or may not) need.

This dealer's technicians, of course, are not paid on commission and the ad stresses their high standards for character in the techs they hire and how carefully they are screened.

Another ad, by a Goettl dealer, is a fabulous and bittersweet ad. In the ad, one

of his techs is off-duty and is in the checkout line of a grocery store. He sees an elderly man in the checkout line ahead of him nervously fumbling as he counts his money. With a pained expression, the man leaves the line and takes a box of Corn Chex back to the shelf.

The ad goes on to state that a young guy behind the man who left the line was carrying two six packs of beer and noticed the old man leave the line. Deftly, he stooped down and picked up a five-dollar bill off the floor and caught up with the man. He said, "Sir, you dropped this out of

your wallet back there in the line." The man was jubilant and grateful and got back in line with his Corn Chex. The young man then returned one of the six packs to the beer cooler and got back in line. When the off-duty service tech told his boss about this incident, the boss (who was doing the voice over for the ad) said that had he been there, he would have offered that young man a job right there on the spot because he had character, and for this dealership, character is even more important than technical expertise.

The third ad was from an American Standard dealer and it really caught my ear. The owner said that when he started his company 17 years ago, he felt that a company that did business with the highest ethics and treated their customers right would do well. Because of that, the dealer goes on, he is always on the lookout for people with good character because, as he says, "I learned long ago that it is easier to train people with good character the technical side of air-conditioning and is to teach good service techs how to have good character." He then goes on to boast that he has never received a complaint from the Registry of Contractors and has an A+ rating with the Better Business Bureau. So, I hired this company for my pre-season tune-up and was very impressed with the service technician they sent (Kevin). In fact, I was so impressed that I bought a service agreement that day.

Is This Worth Developing?

So I am wondering. Are you seeing a similar focus on character in the ads being run in your area? If so, what do you think might be driving that?

I am so intrigued by this that I am planning a short series of columns on how businesses can win with a strong ethical culture. I hope you find this series enlightening and even challenging.

Until next month...

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Honeywell Provides Educators the Key to Understanding Refrigerants

The growing movement towards more efficient HVACR equipment, coupled with regulatory changes, have been driving forces in new technologies in the HVACR industry. These new technologies have changed the type of equipment we install, tools we use to perform the job, and refrigerants used in these systems.

The HVACR industry has transitioned over decades from CFCs, to HCFCs and HFCs, which reduced impact on the ozone layer, and now to the fourth generation of refrigerants, the hydrofluoro-olefins, or HFOs. HFOs take all the great benefits of HFCs, such as nonflammability and non-ozone-depletion and adds impressive reductions in global warming impact, in some cases as much as 99.9% reduction.

SEE HONEYWELL PG.9

Ask most small business owners what makes their company unique and they will tell you it boils down to the people and the culture. A great culture attracts both potential employees and clients. It is easy to maintain your culture when you have long time employees, but it is much harder when you have turnover or rapid growth. So, what can you do to make sure your company remains true to its core?

Start with Core Values

Having clear, well defined values is more than just a mission statement you put on some obscure corner of your website. Sure it is nice to have a pretty poster with the values spelled out, but employees need to be able to express those values in their own words. Having common values does not mean people will be clones of each other. At Roundpeg, our team is comprised of people with very different views on a wide range of issues who are able to agree on our

common values because they are a clear statement of how we operate, treat each other and our customers.

Our Core Values:

- **Curious about the world**– Excited to learn new things, meet new people and find new solutions
- **Warm and welcoming**– A cozy, comfortable, fun and welcoming place where there is always time for a trivia question or popsicle break as we get work done.
- **Mutually invested in success**– Passionately working as partners with clients and coworkers, committed to delivering the best possible solution
- **Resourceful and responsive**– Able to balance confidence and independence with the ability to incorporate feedback and input

Live the Values

Those values are a part of everything we do, from recruitment and on-boarding to

performance evaluations and even day to day operations. As we interview potential candidates we look for signs that the candidate shares those values. If they don't there won't be a seat for them at the Roundpeg table.

Our on-boarding process includes a discussion of our company culture and core values and performance appraisals include feedback on how well individuals exhibit the behavior. This is a critical step in maintaining our culture, even as key members leave. As the owner, the responsibility really falls on me to talk about the values in casual conversations and formal meetings so every team member, sees them actively woven into the fabric of Roundpeg.

Strategy sessions include conversations about how we can demonstrate those values in our interactions with clients and in our marketing. Our training and resource tools are a good example. They have evolved from our curiosity

about the latest trends and our commitment to the success of our clients.

While we don't choose to post our values on our website, in an effort to attract clients who share our values we work hard to demonstrate them in our website, social media, training programs, resources and podcasts. Why? Because we have seen that clients who are willing to take a ride with us, try new things, give us rapid and valuable feedback are the most fun to work with and typically the most successful projects. Great projects usually begin with clients who share our values.

Core Values Evolve

Seventeen years ago, I started the company with three core values: Creativity, Collaboration and Positive Energy. While the current list contains many things I didn't envision back then, there are seeds of what I started with in the core values of the company Roundpeg has become.

If your company is growing, your values will evolve over time. As an owner you need to set the tone but be willing to expand the definition to embrace the contributions of others to your culture.

Your job is to find the balance.



Lorraine Ball

Marketing strategist, Lorraine Ball leads the crazy, creative and very talented team at Roundpeg. (www.roundpeg.biz), a digital agency specializing supporting the service industry.


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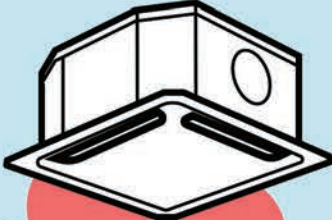
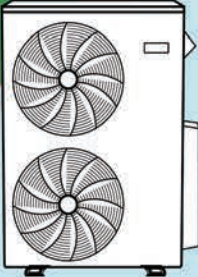
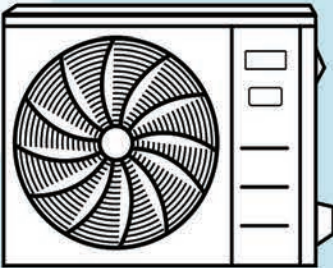
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Honeywell has been in the refrigerant industry for more than 70 years. As a global leader in the development and production of high-performance fluorocarbon refrigerants and thermal working fluids, Honeywell wants to assist instructors in meeting the challenges associated with educating tomorrow's HVACR professionals. To help fulfill these goals, they conducted training sessions for instructors during the HVAC Excellence National HVACR Educators and Trainers Conference.

While not everyone in the HVACR industry was able to attend the HVAC Excellence National HVACR Educators and Trainers Conference (HOPEFULLY NEXT YEAR), everyone can access these special resources by visiting hwll.co/refrigerants. In doing so, HVACR instructors can be confident in their instructional material, as the information comes directly from a reliable source.

We invite you to visit hwll.co/refrigerants where you can gain access to some great resources, and share these resources with your students.

Contributed by Howard Weiss Esco Group

Carrier Introduces TruVu™ Multi-Purpose Control Platform for HVAC Applications

Kennesaw, Ga. — Carrier is proud to introduce its new TruVu™ multi-purpose control (MPC) platform for monitoring and control of heating, ventilating and air conditioning (HVAC) equipment. This powerful control platform consists of a TruVu™ MPC processor, featuring built-in BACnet routing and integration capabilities, along with expansion modules that can be added to support up to 180 total input/output (I/O) points for a variety of HVAC applications. 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.

The TruVu MPC processor is the first controller to be added to Carrier's new TruVu™ product line. The TruVu product line is comprised of native BACnet, IoT-enabled controllers that are field programmable and customizable for any equipment application. They are also expandable to support additional I/Os, and provide large amounts of trend storage, embedded fault detection and diagnostics (FDD) capabilities, and plug and play connectivity to the Carrier® i-Vu® building automation system. This allows building operators to manage their HVAC equipment from anywhere and at any time using online dashboards and reports.

The TruVu MPC conforms to the BACnet

building controller (B-BC), BACnet Router (B-RTR), and BACnet BBMD (B-BBMD) device profiles as defined in BACnet standard 135-2001 Annex L 2012. It is capable of controlling multiple pieces of HVAC equipment simultaneously, and includes a comprehensive library of factory-engineered control programs. These programs have been designed and tested to work with both air-side and water-side HVAC systems - without the need for custom programming, saving engineers valuable time. In the event that customization is needed, Carrier's SNAP graphical programming tool can modify the library control programs or create new ones from scratch.

"Our new MPC platform is another example of our

commitment to BACnet and flexible, scalable equipment control – right out of the box," said Mark Jones, business manager, Carrier Controls. "It is capable of supporting multiple I/O configurations for accomplishing both common and custom HVAC control strategies, without the need for custom programming."

The MPC is ideal for controlling central plants, air handlers and rooftop units. The MPC also features:

- DIN-rail or screw mounting;
- Support for up to nine I/O expansion modules in a compact configuration or remotely mounted up to 1000 feet away;
- Support for Carrier's communicating sensors for sensing environmental conditions such as

temperature, humidity and CO2 in a building;

• Integration capabilities for connecting and managing up to 200 Modbus points;

• Built-in diagnostics/tools to help operators troubleshoot BACnet network communications as well as capture BACnet traffic.

The new TruVu™ MPC platform is available now through Carrier sales offices worldwide. For more information on the new MPC platform, please visit carrier.com.

With support for up to nine expansion modules, 180 total input/output points, and a library of factory-engineered control programs, the new TruVu™ MPC makes controlling central plants, air handlers and rooftop units a breeze.

Grow your business with the power of a 100-year-old brand



EXTERIOS XE



Panasonic

Panasonic HVAC solutions provide everything you need to cool, heat and save energy. Installing Panasonic means you're partnering with a trusted brand renowned for well-designed solutions, innovative technologies and unparalleled service and support.

Residential Comfort

EXTERIOS XE ductless systems do more than just heat and cool a home. They detect room occupancy as well as activity and automatically adjust temperatures to ideal comfort levels.

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ECOi VRF systems give contractors, engineers and architects a modular HVAC solution that can grow with any building while lowering operating costs.

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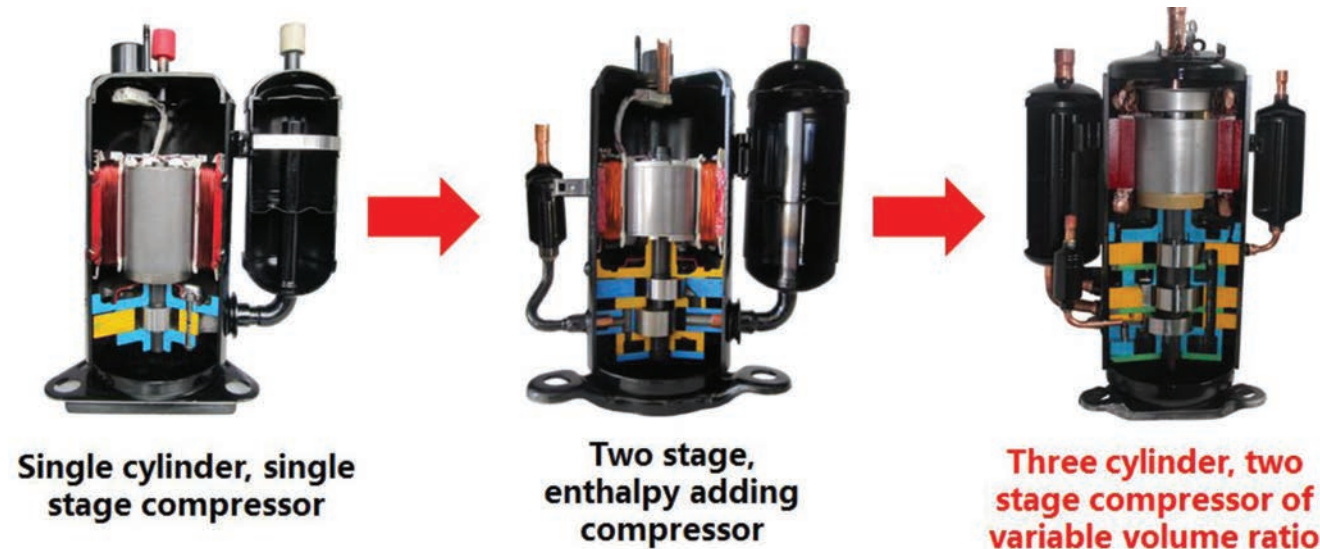
The Duct-Free Zone

By Gerry Wagner

The North American consumer has generally thought of mini splits as strictly cooling equipment but that narrow view is soon to change. The heating capability of the inverter mini split has been evolving quickly over the past decade and the technology is now at a point where these systems are being used as primary heat sources, (sole heat sources) in the most traditionally cold climates...like Mongolia!

GREE has developed what they are calling a "three cylinder, two stage compressor of variable volume ratio"...in simple terms, a three cylinder compressor with a two stage compression cycle that expands the heating performance range down to -31F°

The above essentially represents the recent history



of GREE compressor evolution.

The new GREE UltraHeat, three cylinder, two stage compressor allows for a range of performance from -31F° to 115F°...WOW!

The heating range will be from -31F° to 75F° with 100% of rated HEAT capacity down to -4F°, 80% of rated HEAT capacity down to -22F° and although not published yet, somewhere in the 70% range of rated capacity down

to -31F° is expected.

This is not a re-work of an existing compressor but rather a completely new technology. GREE was able to scrub impressive heat performance numbers from the two stage compressor but its limitation was in overall capacity, (limited to 2 ton). The new three cylinder, two stage compressor will bring these impressive heat performance numbers stated earlier, to systems up to 4 tons

and beyond!

Where this new compressor will really make an impact is in the multi-zone market.

Currently, the GREE Multi21+ has a minimum operating outdoor air temperature limitation of -4F° but we really need to look a little closer to completely understand just how that piece of equipment will perform in the HEAT mode.

Let's take a look at

the GREE Multi21+ model MULTI18HP230V1CO on the AHRI Directory. It says that this model will give you 19,000 BTUH of heat at 47F° outdoor air but at 17F° outdoor air it will give you 11,400 BTUH, (or only 64% of rated capacity).

Suffice it to say that the closer we get to -4F° the amount of heat provided continues to fall at a fairly steep rate until there is no performance at all.

That same system with the new GREE UltraHeat three cylinder, two stage compressor will provide 100% of rated heat capacity, (18,000 BTUH) down to -4F°, 80% of rated heat capacity, (14,400 BTUH) down to -22F° and at -31F°, somewhere in the neighborhood of 12,600 BTUH, (1,200 BTUH better than the current MULTI18HP230V1CO at just 17F° outdoor air)

Impressive by anyone's standards...including the United Nations!

The United Nations assisted in funding a project led by Dr. Kirk R Smith, Professor of Global Environmental Health, School of Public Health, University of California, Berkeley, fellow of the National Academy of Science and winner of the 2007 Nobel Peace prize.

SEE WAGNER PG.13



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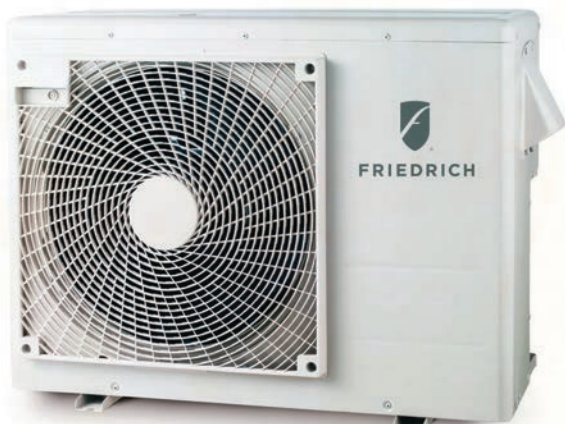
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The GREE UltraHeat product was installed in residential applications in Ulaanbaatar, Mongolia where chronic illness among citizens was an ongoing dilemma for generations due to poor climate control in living spaces in a geographic area that sees outdoor air temperatures as low as -40F°.

Look at where Ulaanbaatar, Mongolia sits in the world...

Pretty amazing that this technology that we will soon be enjoying here in the United States, where in my neck of the woods, (New

York) the design temperature is 0F°, has already been beta tested you might say, in a climate which sees -40F° and has achieved a level of success recognized by the United Nations!

I always mention in my GREE Mini Split Design & Installation curriculum the old joke in the boiler business from back in the 1970's that said, "you should never install a heat pump north of Richmond, Virginia." It was a joke, but a joke based in reality as heat pumps back in the '70s had a minimum operating outdoor

air temperature of 45F°...that was it...it wasn't derated at 45F°, it was OFF!

Here we have a technology that is not only changing the HVAC industry but the world! I'm proud to be a part of it!

**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

Product News

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

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 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.

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Winsupply names Odessa Winlectric Company of the Year, Central Oklahoma Winnelson Plumbing Company of the Year, Springdale Winnelson Arkansas Rookie of the Year

Dayton, Ohio— Winsupply Inc., one of the nation's largest wholesalers, has named Odessa Winlectric (Texas), its 2018 Company of the Year. Odessa Winlectric was the overall winner while several other Winsupply companies were named winners in their respective industries. Each year Winsupply recognizes its top performing companies in plumbing, heating, ventilation and cooling (HVAC), industrial, electrical, waterworks, pump, turf irrigation, and fire fabrication.

The top performing companies, locations and presidents in their respective industry plus individual award winners included:

- Plumbing – Central Oklahoma Winnelson, Oklahoma City, President Keith Jones
- HVAC – Windsor Winair, Connecticut, President Glen Baskin
- Industrial – Thomas Pipe, Phoenix, President Don Helmlinger

• Electrical – Douglasville Winlectric, Georgia, President Jeff Walker

• Waterworks – Kansas City Winwater, Missouri, President Scott Wilson

• Pump – Midland Winpump, Texas, President Eric Gladish

• Turf Irrigation – Wyatt Irrigation, Santa Rosa, California, Scott Leytem

• Fire Fabrication – Newburgh Windustrial, New York, President Dean Lucas

• Best Turnaround – Winsupply of Tempe, Arizona, Danny Garcia

• Rookie of the Year – Springdale Winnelson, Arkansas, Travis Ames

“Each of these companies had an outstanding year led by courageous entrepreneurs,” said Monte Salsman, president of Winsupply Local Company Group. “They achieved strong business results by earning the trust of their customers to serve and help them achieve their own business goals. Winsupply

presidents provide an owner-to-owner relationship with their contractors that is made possible through our shared ownership business model.”

In the Winsupply co-ownership business model, Winsupply Inc. has majority equity in each of its locations, while the local company presidents and sometimes employees own substantial equity. With this model, each local company has the autonomy and flexibility to decide how best to meet the needs of its customers. Co-ownership gives them “skin in the game,” pride of ownership, a sense of achievement and the ability to share in the company's performance financially.

All of the “Win” branded locations are part of Winsupply: Winsupply, Winnelson, Winair, Windustrial, Winwater, Winlectric, and Winpump. Thomas Pipe and Wyatt Irrigation are also Winsupply companies.

Winsupply Opens Waterworks Distributor in Texarkana, Texas

Dayton, Ohio – Winsupply Inc., one of the nation's largest distributors, has opened Texarkana Winwater, serving waterworks and utilities contractors in the Ark-La-Tex region including Oklahoma.

Stephen Ferguson is the president of Texarkana Winwater. A native of Texarkana, Ark., Ferguson has been in the waterworks and utilities industry for seven years and is a graduate of Texas A&M University – Texarkana.

“Stephen made the bold decision to invest in his own Winsupply company after getting valuable experience as a general manager for Little Rock Winwater,” said Monte Salsman, president of Winsupply Local Company Group. “He's really excited to own his own company.”

Texarkana Winwater was previously a satellite operation of Little Rock Winwater and now operates as an independent company co-owned by Stephen Ferguson and Winsupply.

In the Winsupply co-ownership business model, Winsupply Inc. has majority equity in each of its locations, while the local company presidents and sometimes employees own substantial equity. With this model, local companies have the autonomy and flexibility to decide how best to meet the needs of the customers in their markets.

Winsupply Inc. provides the local company locations purchasing power, distribution and other support services such as business consulting, accounting, payroll, IT and marketing.

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ASHRAE President Sheila Hayter Tours Nortek Factory In Oklahoma; Promotes “Building Our New Energy Future” Campaign

ASHRAE looks to manufacturers for help planning and executing tomorrow’s HVAC equipment and building energy efficiency to reach a net zero impact goal.



(left to right) Jeff Forman, president, ASHRAE Central Oklahoma Chapter, Oklahoma City, Okla.; Richard E. Doner, director of engineering–R&D/Testing, Nortek Air Solutions (NAS), Oklahoma City; Bruno Biasiotta, CEO, Nortek, St. Louis, Mo.; Sheila Hayter, president, ASHRAE; and Tony Heald, coil product manager, NAS, Oklahoma City; examine a coil header that’s ready for factory-brazing at NAS’ Oklahoma Coil Plant. Hayter toured the plant Feb. 5 as part of ASHRAE’s campaign to connect manufacturers as resources for promoting the trade association’s “Building Our New Energy Future” campaign.

Oklahoma City, Okla. Touring state-of-the-art HVAC manufacturing facilities, such as Nortek Air Solutions’ new multi-million dollar Nortek Oklahoma Coil Plant here on Feb. 5, is just one

facet of 2018-2019 ASHRAE President Sheila Hayter’s campaign that is preparing building professionals for tomorrow’s electric grid and energy efficiency challenges.

The U.S. electric grid infrastructure is more than 100 years old and its strained capacity will fall short of tomorrow’s anticipated energy needs, according to Hayter. Therefore, ASHRAE is petitioning manufacturers, engineers and other HVAC industry members to design more sustainable equipment and buildings that will put less load on the nation’s electric infrastructure. This will help transform the current one-way passive electric grid into a more active infrastructure that integrates Internet of Things (IoT), alternative energy and other technologies resulting in a goal of net zero and grid-interactive buildings. Hayter provided a synopsis of the aspiration’s progress to more than 500 ASHRAE members attending the annual President’s Luncheon held at the 2019 ASHRAE Winter Conference and AHR Expo–2019 last January where she outlined the association’s “Building Our New Energy Future; What Buildings Professionals Need to Know About Changes Coming to our Energy Sector” campaign.

Hayter, Nortek CEO Bruno Biasiotta and local engineering students and professors toured the 80,000-square-foot plant that opened last summer. The facility demonstrates the St. Louis-based NAS’ commitment to modernizing both manufacturing processes and the end-product copper coils used in its commercial HVAC products. ASHRAE hopes to educate building professionals and their clients on Distributed Energy Resources, because DSRs represent critical technologies and strategies through which buildings evolve from passive consumers to active partners with the grid, according to Hayter.


“I was impressed Nortek recognizes the industry’s coming changes and is offering itself as a resource, while also providing knowledge and leadership to the building industry as it looks forward to discover new solutions for energy use,” said Hayter, who is also a senior research advisor at the Department of Energy’s, National Renewable Energy Laboratory (NREL), Golden, Colo.

Connecting with ASHRAE Chapters, such as inviting the ASHRAE’s Central Oklahoma Chapter–Region VIII on the plant tour, is another facet of bringing the association’s campaign to the grassroots level, according to Hayter who visited


five international and 13 North American chapters during her first year as president last year.

Jeff Forman, president of the Central Oklahoma Chapter and partner of manufacturer’s representative, Mechanical Sales Midwest Inc., Oklahoma City, helped organize the tour. The tour was also attended by chapter members and a dozen engineering students and three professors, Jie Cai, Ph.D., assistant professor, School of Aerospace and Mechanical Engineering, University of Oklahoma, Norman, Okla; and Christian K. Back, Ph.D., and Craig R. Bradshaw, Ph.D., both assistant professors, Mechanical & Aerospace Engineering, Oklahoma State University, Stillwater, Okla. Nortek’s annual Golden Circle ASHRAE donations to the Central Oklahoma Chapter’s local colleges, as well as four other North American chapters operating near its factories, helps fund HVAC research that might lead to a more efficient electric grid someday.

“Buildings, vehicles, IoT and alternative energy sources are converging to define a new energy future,” said Biasiotta. “Working with ASHRAE, Nortek is invested in being a part of the solution in creating well buildings with net zero impact.”



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It's On My Heart: Raising the Bar!

May and I had a tough week last week. Had a “suspicious” spot on my neck, dermatologist removed said growth, went to pathology for testing. Came back Melanoma, so off I went to surgeon. Ended up with a huge hole in the back of my neck, took plastic surgeon an hour to close up. Got several stiches, a couple of which broke loose 4 days later, but this isn’t about my surgery. It was just a way to get you to wear sun screen, cover up folks! I actually said to the doctor, sort of a whine, “but I wear sunscreen every day”. His reply, did you 45 years ago?

Here is where our week got tougher. We are heading out to lunch after my surgery. I will use real company names for those of you familiar with Phoenix. Going to Café Rio, great Mexican food, and it was Taco Tuesday! Sitting in front of Earnhardt Cadillac, in right hand lane, waiting for

traffic lite at Hayden. An auto transport truck pulls out of the street next to Earnhardt, cuts it too close, clips our rear bumper. Happened fast, and it may be that he did not know he hit us, those rigs are huge and lots of noise going on, he was empty. So we sat there, he pulled over three lanes, went up Hayden road, before we could move at all. When we did move, were not sure what to do. No way to chase him, he was three lanes over, we decided to head into Earnhardt and see who he was.

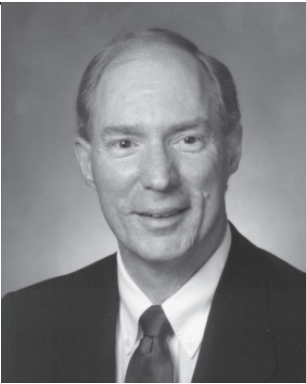
Met Don Tracy in the showroom, asked how he could help. Told him my tale of woe, how we had been hit, damage was not bad, still drivable, but ruined bumper and rear quarter panel. Asked him if they had gotten a delivery that hour by _____ transport. Blacked out the name, since there is an ongoing investigation, etc. Don checked in the back, said they

had not received any cars since the night before. Right Honda is next door, we went across the street to see if they had gotten any deliveries that morning. I met a guy named Fargo, he and I walked all over the back lot, he did not see any that had just come in. Here is where it gets interesting, and the bar is raised in customer service. When I got back to the Honda showroom, my wife was gone! Did not see her or our car anywhere. Unsettling, to say the least. I called her, she said I am right here in the showroom, where are you? Now I am really confused, the Honda showroom is about 1000 square feet, they are remodeling it as we speak. So not much room for my wife to hid. I said I am in the showroom, but I am not seeing you. She said she was in the Cadillac showroom!

Don had talked to another guy about the car delivery, which showed being delivered

the night before. The manager said actually they did not take delivery that night, told the trucker to come back that morning. Additional paperwork showed he had dropped off that car 1 hour ago! Bingo! So now I am confused, how did May get this information, no one had her cell number. She said Don had heard us say we were going to Honda, had the initiative to drive over, found May in our car based on the description I had given him, told her he had the paperwork, she went over thinking I had gone back, and had sent him over. Amazing. He took it on himself to keep researching, and then made a trip over to the Honda store, found my wife, brought her back. Using his paperwork, we got the trucker’s name and numbers, which matched the name I had seen on his rig, but did not get phone numbers, etc.

SEE HINSHAW PG.21



Jim Hinshaw

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

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

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

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

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HINSHAW con't

We tracked him down, got police report started, got our insurance claim filed, all moved quickly after we got that elusive trucker's name. While we were waiting, we had bagels and popcorn and bottles of water, all from the Cadillac commissary. Remember, we are not customers, we are survivors of an accident. I went into General Manager's office, thanked him for letting us use his showroom as a meeting room and office while we called police and insurance company. He said that was no problem, we hope that if you come in again, it will not be because you were hit near our building but want to look at some vehicles. We will.

Now, several things that come to mind from this situation. First, everyone has a plan until they get hit in the nose (a quote from

Mike Tyson). We should have stopped, gotten out and asked the car behind us if they would give us name, etc to act as a witness. Because when we first called the trucking company, he told me his driver did not hit us. After the police came, saw the car damage, saw the scene of the accident, it was his conclusion that we were hit. Then when we had a bill of lading with that truck info and time of delivery, it became obvious, called transport company again, they then wanted to handle the repairs without insurance being involved. We had filed already, so that would not happen. Second, this happened 1 hour after my surgery, not the best time for an accident. So by now the numbness had worn off, one of the last things I wanted to do was to wait out in 90 degrees in the sun for help to arrive. So be aware, everyone you meet is going

thru something, give them a break, help them as best you can.

Lastly, Don raised the bar by not going back to his normal morning, he kept engaged in our problem. When he realized that a car that had first been reported as delivered the night before, but had been refused due to late arrival, he found the corrected paperwork, located my wife, brought us back to this showroom and helped us for the next hour. Remember, this is not a sales problem. On the other hand, if a guy will work this hard for someone who is not his customer, he will probably move mountains for a customer who has actually purchased from him.

What is my message today? Have you equipped your team, both office and field to help in any way they can? Are they able to spot opportunities that may not be in their realm of responsibility

and still get involved? I see on FaceBook those stories of techs who have helped change tires, rescue cats out of trees, office staff who have stayed on the line with customers who had medical issues and summoned help, reached out to family for someone going thru a tough time, these are the events that define us as true "service companies".

One final note, police dispatcher asked why we did not call 911 when we were hit. Told her no one was hurt, was not an emergency. She said they could have set out an alert to look for the transport, possibly stop him before he fled the area. Good advice. They can help in many ways, and the Scottsdale Policeman who came to our car was amazing, got all the details, and has followed up with reports from his investigation with the trucking company.

Thanks for listening, we'll talk later.

RECTORSEAL con't

Each RPS unit includes a 3/4-inch (W) x 9-inch (L) (2 x 22-cm) galvanized perforated strap that secures up to one two-inch-diameter pipe. Multiple pipe runs are limited to only roof space, because each RPS can be interlocked laterally with the shell's molded tabs that easily snap into a neighboring RPS' receiver tab.

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- Gives any flat roof piping installation a professional appearance;
- Sold in contractor packs of 10;
- Compatible with most industry roof support and fastening accessories;
- Top includes starter hole guides for conventional

self-tapping screws to secure the perforated strap;

- Universal strut channel and custom-cut threaded rod can easily provide a pitch required for condensate drain pipe;

- Supports mounting framework for either hot water and photovoltaic solar panels or walkway grates;

- Can be used in spacing increments for metal pipe in accordance with ASTM-A53-86, and 2 to 7-foot (60 to 213-cm) increments for PVC;

- Five-year warranty.

For more information on the RPS or RectorSeal and its HVAC/R, plumbing, firestop and electrical products, please visit www.rectorseal.com or contact its customer and technical support departments at 800-231-3345.

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Daryl's A/C & Heating, LLC Installs Donated YORK® HVAC System in Mortgage-free Home Gifted to a U.S. Military Veteran

Friendswood, TX-based contractor and Johnson Controls join forces to support Building Homes for Heroes

Milwaukee – On December 18th, Daryl's A/C & Heating, LLC partnered with other local contractors and Building Homes for Heroes during a Welcome Home ceremony in Spring, TX for Army Sergeant Joshua Hamilton. Throughout his service, Hamilton has suffered many injuries that have impacted his mobility. His injuries require specific modifications to his home in order to live safely and focus on his recovery.

To support Hamilton, Johnson Controls donated a YORK® heating and cooling system with a Wi-Fi® capable YORK® touch-screen thermostat to better assist him with adjusting his home's temperature without the need to get up. Daryl's A/C & Heating donated the HVAC installation services for the veteran's new home.

"Having the support of companies like Johnson Controls and Daryl's A/C and Heating gives us the opportunity to honor injured veterans with a mortgage-free home," said Chad Gottlieb, director of construction development, Building Homes for Heroes. "The customized amenities companies like Johnson Controls are able to bring to these homes allows veterans to live their lives in greater comfort and dignity."

Building Homes for Heroes is a national organization that recognizes those who serve in the United States Armed Forces by supporting the needs of severely wounded or disabled soldiers and their families. The organization strives to build or renovate quality homes and donate them, mortgage-free, to injured veterans nationwide.

"It was an honor to be a part of such a great cause that helps and honors the veterans that do so much for us," said Daryl Graff, president, Daryl's A/C & Heating, LLC.

The YORK brand of Johnson Controls has been a proud sponsor of Building Homes for Heroes since 2014. The company has been recognized by US Veterans Magazine as a top veteran-friendly company. Johnson Controls is also committed to hiring veterans and military spouses. Veteran employees are honored to design, engineer and assemble systems that help improve the lives of fellow veterans.

Building Homes for Heroes invites anyone wishing to volunteer or donate to the organization to contact Building Homes for Heroes at info@buildinghomesforheroes.org. To learn more about Building Homes for Heroes www.buildinghomesforheroes.org.

To learn more about Daryl's A/C & Heating please visit <https://acrepairman.com>.

For additional questions about Building Homes for Heroes or the ceremony please contact Jazmine Jean-Francois at jazmine@buildinghomesforheroes.org. For questions about Johnson Controls please contact Ryan Nolan, public relations program manager, Johnson Controls, at Ryan.P.Nolan@jci.com, 414-524-4017 and for questions related to YORK or the HVAC contractor, please contact Ginny McCreary, public relations account manager, Godfrey, at gmccreary@godfrey.com, 717-393-3831.

YORK® Expands LX™ Series Product Line with the Introduction of the New, High-efficiency Single-stage Heat Pump

Milwaukee – The YORK® brand of Johnson Controls has released the newest addition to their LX™ series of residential heating and air conditioning systems. The 16 SEER, 13 EER and 9.0 HSPF YHG heat pump is ENERGY STAR® certified and qualifies for many regional utility incentives.

Matched with high efficiency standard ECM and constant CFM air handlers and furnaces the YHG provides a single stage comfort system that provides low power consumption and quiet operation. The compact footprint allows the unit to fit in tight spaces without limiting performance, capacity or efficiency.

YHG is compatible with conventional thermostats offering homeowners greater flexibility to connect with existing equipment, or the system can be installed with the Alexa® compatible, Wi-Fi®-enabled Affinity™ Hx3™ touch-screen smart thermostat for greater efficiency and smart-home features.

YORK products are supported by an unmatched limited one-year labor warranty and 10-year compressor and parts limited warranties on registered products. All YORK warranties are manufacturer-backed and processed in-house.

To learn more about YORK®, visit www.YORK.com. Also follow on YouTube, Instagram and Facebook @yorkhomecomfort and @YORKHVAC on Twitter.

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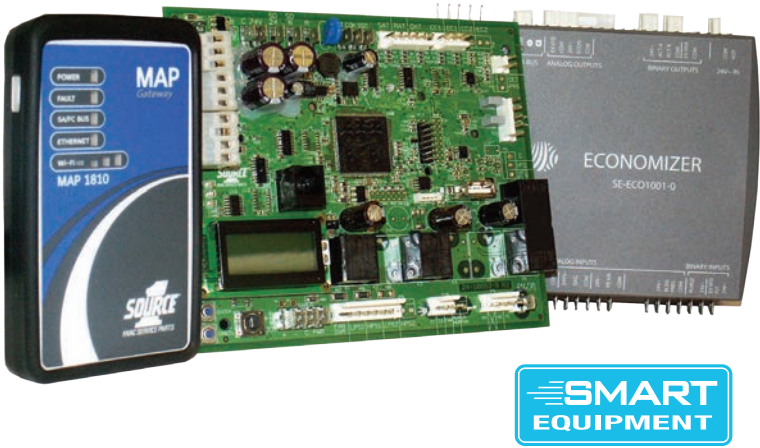
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TACCA Greater Houston BBQ Cook-Off

The 20th Annual BBQ Cook Off was held April 5th and 6th at the KC Hall in Houston TX



Pictures courtesy of TACCA Greater Houston

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The Hunton Group Invitational Golf Tournament

The Hunton Group hosted their Invitational Golf Tournament on April 8th at the Sugar Creek Country Club in Sugar Land TX.

The all day event include lunch, dinner, entertainment and prizes



Mike Phillips, Dale Dobson, Jake Reed and Robert Lankford



Matt Peyton, Jim Kelly, Gary Hugenroth and Brian Jenkins



Luke Elkins, Chantz Hass, Dennis King and Bruce Allen



Chris Pine, Clint Williamson, Charlie Hunton and Zach Hartman



Charlie Weisser, Kyle Hyde, TJ Pieri and Jeff Denny



Bruce Seher, Jack Doherty, Chris Taylor and Mike Aubuchon



Product News

Mitsubishi Electric Trane HVAC US S-Series Now Available with Hyper-Heating INVERTER® (H2i®) Technology

Suwanee, Georgia – Mitsubishi Electric Trane HVAC US (METUS), the exclusive provider of Zoned Comfort Solutions® and a leading supplier of Variable Refrigerant Flow (VRF) heating and cooling systems, announces the expansion of the S-Series (PUMY) air-source heat pump outdoor unit to include Hyper-Heating INVERTER® (H2i®) technology in select models.

Part of the CITY MULTI® family of products offering heating and cooling systems for every type of building, the PUMY is a single-phase heat pump that is ideal for light commercial or large residential applications.

The addition of H2i technology, now available in PUMY P36 (3-ton) and P48 (4-ton) models, allows the units to provide year-round comfort in cold climates and extreme temperatures. Hyper-heating units offer up to 100 percent of rated heating capacity at 5 degrees Fahrenheit and perform at 78 percent of rated capacity in temperatures as low as -13 degrees Fahrenheit.

“We’re pleased to extend Hyper-heating technology to our S-Series,” says Kevin Miskewicz, director, commercial product planning, Mitsubishi Electric Trane HVAC US. “The single-phase heat pump now delivers operational cost savings and improved heating performance to residential and commercial applications in even the coldest areas.”

Other enhancements to PUMY units include improved efficiency. Each unit is equipped with an INVERTER-driven compressor that optimizes energy usage for the space, reducing energy waste. The units have also met ENERGY STAR® certification standards. Additionally, PUMY systems use the CITY MULTI Controls Network (CMCN) and can heat or cool up to 12 individual zones with many options for indoor unit sizes and styles.

For more information about the S-Series and other commercial heating and cooling systems from Mitsubishi Electric Trane HVAC US, visit mitsubishipro.com.


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Baker Distributing Company Grand Opening Houston TX

Baker Distributing held a Grand Opening at 6605 Roxburgh Dr in Houston TX on April 3rd.

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NEW HVAC Continuing Education (CE) Class Offered by TACCA

Inverter Driven DX Installation is now available through the TACCA HVAC Continuing Education program. Thank you for all the support contractors across Texas offer TACCA, as we maintain our position as the largest provider of HVAC CE in the state. Check out the outline of the course below. Visit www.tacca.org to find out more.

- Inverter design and technology
 - How we got here?
 - What's on the horizon?
- How "Loads" are affected by Inverter technology
- Installation support and transitions
 - Best methods
 - Best results
- Most effective use of Inverter technology
- Technical "Do's and Don'ts"
- TDLR Law and Rules

HB 4249 - TACCA's Municipal Fee's Reduction Bill.

HB 4249 had a hearing in the Urban Affairs Committee on Thursday, April 11th. The bill was left pending in committee. We still have some work to do, to reduce your municipal fees, but not all is lost yet. Thanks for all the support and contacting of committee members. Stay tuned!



**TACCA & Service Roundtable Partnership
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FAQ's — From the Texas Department of Licensing

Inactive License

1. Can I inactivate my license?

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Sell Me a Car – Please!

By Rodney Koop, Pricing Enthusiast, Founder and CEO of The New Flat Rate

I sold cars in 1980 for one full year. It was my dream as a young man (25 years old) to get the heck out of attics and fiberglass and find a job where I could wear a three-piece suit. And sure enough, I did - selling cars at Bob Sellers Dodge Datsun in Grand Forks, North Dakota. Did you know that in 1980 when someone walked into a car dealership to consider buying a car, that 69% of people would actually buy a car within two days? That information stirred me up to be very aggressive whenever it was my turn to sell, and I thought I was doing quite well. In my mind, quite well was selling 16 to 18 cars a month, which in 1980 was just over the industry average of 14 to 16 cars a month. Can you imagine what salesmen average today with all the incredible sales training and fancy dealerships and cool new cars? Well, if you said 14 to 16 cars a month, you would be right. Yup, they are no better or no worse on average. **Billion dollar auto manufacturers and hundred million dollar auto dealers are not satisfied with 14 to 20 cars per month per salesperson.**

I read an article recently that quoted one of my friends in the business of installing plumbing, heating and air conditioning equipment. Martin Hoover from Empire Heating and Air Conditioning in Atlanta, Georgia says he is beginning to get calls from customers wanting his company to install equipment that they are buying online. He has mixed emotions about it, as we all understand, but he does not think it's going away.

So, let's go back to my car story. I am a student of the auto industry, and back in the day when I was selling cars, the average gross profit on a new car was somewhere around \$1200 for a \$6000 car and around \$2500 on a 4-wheel drive truck. I know, because my pay was 30% of the gross profit. I also know the dealer hid a lot of the profit (legitimately) by charging everything possible against that car - much like we contractors charge everything against the billable hour today. Anyways, financing was lucrative for the dealer back then and would usually average in the \$300 to \$500-dollar range of additional profit for the sale. (Of course, they didn't pass that profit on to my commission, but hey, what did I know?).

Remember, I said that 69% of those who visited a car dealership would buy within 2 calendar days. There is a reason for that. The reason is that **the biggest fear most people have, even bigger than speaking naked at their high school graduation, is to talk to a car salesman.** "She's a sweet thing ain't she? She just needs a home. Take her for a spin!" People fear greatly that you might want to sell them something. So much so, they will buy something online that they know nothing about.

So, why is all that important? It's important because of two giant events that are beginning to affect car sales in a very big way, and you will feel it very soon.

1. Online shopping for cars has grown faster than green energy.

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Millennials are now becoming shoppers that buy everything online. They do not want to shake a salesman's hand, and they won't even come in to sign papers. They want the car just like they want their pizza - hot, fresh in 30 minutes or less and just leave the keys on the seat. They do all the paperwork online, and do not talk to anyone. **And this is a very big deal, because if they are happy to buy a car without driving it, why should they be concerned about buying a furnace or water heater without touching it?** After all, it's just a picture on a web page to them. And when there is a review that says, "This was so simple, we ordered the split heat pump, line set, coil, kit and they threw in a free jug of refrigerant. They had the whole thing up and running in 10 minutes." That kind of review is all it takes for someone to "click to buy".

So back to cars again. Yesterday, in the Wall Street Journal, I saw the numbers showing average dealer profit on cars over the years compared to average dealer finance profit over the same years. I'll bet you can guess which line went up and which went down.

Auto dealers had to learn that profits are profits no matter where they come from, and now they come from A-D-S; added dealer services, mostly in the form of financed enhancements. These are things like roadside service, lifetime tires, lifetime repairs, lifetime service and lifetime car washes. Yup, that's where the money is for the auto dealer. Where is it for you?

Time and material work was profitable because of one thing: we stayed busy and billed for almost every hour of every day.

1. Compare the cost of an online sale to a replacement sale or a marketed sale
 - a. Marketing/advertising cost
 - b. Sales commission
 - c. Salesman ancillary costs (training, recruiting, pampering, etc.)
 - d. Ordering, stocking, delivering equipment
 - e. Warranty, etc.
 - f. Labor
 - g. Equipment
 - h. Supervision
 - i. Cost of the turnover in lost diagnostic charge, lost repair sale, turnover incentive, lost customers due to closing rates
- You get the picture. There are costs associated with doing business the way it's been done.
2. What are the costs of delivering the service of installing customer purchased equipment?
 - a. Labor, including down time, unbilled time, etc.
 - b. Management costs, supervision, paperwork, warranty filing and follow up.
 - c. Incidental parts, i.e.- copper fittings, pad, disconnect, electrical wiring, whips, breakers, fuses, t-stat wire, etc.
 - d. Shop rags (sorry couldn't resist)
 - e. Site preparation if needed
 - f. Project manager where needed.
3. Calculate overhead on the new billable efficiency. If your workers are working eight hours, and you are getting paid eight hours, then your billable efficiency is now 100%. For most of us, that would cut our billable hour cost in half.
 - a. Also, if your billable hour calculation includes other "inefficiencies" like call-backs and poor closing ratios, you can adjust for that.
4. Add your reasonable profit.
5. Here is the key: when you know your cost doesn't fudge the numbers, believe them. But the numbers only work if the work is consistent and keeping your men busy while allowing you to bill close to 100% for your labor.

6. The Big Money!

Remember, I said that the auto industry has created a new revenue stream of enhanced financial services with a menu. You must do the same.

- a. Create a menu of offerings for this type of work. Here are some suggestions to get the ideas flowing.
 1. Complete turnkey installation - includes IAQ package, Efficiency upgrades, start up and testing with 10-year annual efficiency inspection and all warranties included. -- \$XXXX
 2. Complete turnkey installation, testing with 5-year maintenance, every other year efficiency inspections plus manufacturers warranties -- \$XXX
 3. Complete turnkey installation, testing with manufacturer's warranty only -- \$XX
(Of course, we can get more detailed, but what can you include? Free tires, free car wash, free loaner car when yours is in for repairs, free car rental - the sky is the limit with the car dealer)
 4. The key to options is "High Value", "Low Cost" write that on your wall in big letters.
7. Keep thinking like a retail marketer. What do they want? How can you get it to them? Maybe now is not the time to install customer supplied equipment, but that could change.
8. As Ben Franklin was quoted as saying (although he wasn't the first to say it), "Nothing is certain except death and taxes." Well, it's time to add home services and equipment to the list of things being heavily influenced by online shopping done by people that just love to "click to buy."

The New Flat Rate, a home service menu-selling system designed to put profit directly into the hands of plumbing, electrical, and HVAC contractors. For more information visit www.thenewflatrate.com or email info@menupricing.com.

Refrigeration & Electric Supply Little Rock, Arkansas

Refrigeration & Electric Supply Little Rock, Arkansas had 6 open houses at branch locations in March & April. Branch locations in March included Conway, Searcy & Russellville. Branch locations in April included Pine Bluff, Hot Springs, & Corporate Little Rock



Pictures courtesy of Scott Taylor

Nu Calgon Travelling Roadshow in San Antonio TX

The event was held at the Airport Doubletree Hotel and had several distributor representatives including Insco Distributing, Johnstone Supply, Coastal Supply and Standard Supply



Pictures courtesy of Jay Cunningham



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COZUMEL

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Mitsubishi Electric Trane HVAC US Recognized as a 2018 Global Innovation Award Winner by National Association of Home Builders

MLZ Models honored as most innovative product in home building industry

Suwanee, Georgia – April 1, 2019 – Mitsubishi Electric Trane HVAC US (METUS), the exclusive provider of Zoned Comfort Solutions® and a leading supplier of Variable Refrigerant Flow (VRF) heating and cooling systems, has been awarded a National Association of Home Builders' (NAHB) 2018 Global Innovation Award for its MLZ One-Way Ceiling Cassette in the Best Energy Efficient Product category.

For the past four years, the NAHB Global Innovation Awards have recognized the most cutting-edge, advanced or original product offerings and marketing strategies in the home building industry. NAHB established the awards to showcase these innovative products and encourage future innovation. This year, awards were given in three categories: internal products, external products and technology/ education.



Steve Scarbrough, Mitsubishi Electric Trane HVAC US, accepts a 2018 NAHB Global Innovation Award.

METUS accepted its award for Best Energy Efficient Product during the 2019 International Builders' Show (IBS) held February 19 -21, 2019 in Las Vegas. Judges chose award winners based on the

following criteria: innovation, functionality, good design, builder/consumer friendly, sustainability and unique marketing approach.

"We're honored to receive this product award for Best Energy Efficient Product," said Steve Scarbrough, senior director of residential business for Mitsubishi Electric Trane HVAC US. "This award, like the MLZ itself, is a testament to our continued commitment to be a leading supplier of innovative HVAC products delivering superior efficiency and comfort for every home or building."

The MLZ One-Way Ceiling Cassette features a sleek, narrow-body ceiling-cassette design. Designed to fit between standard 16" joist spacing, the MLZ is a standout in terms of installation and ease of maintenance. The unit can be serviced from below without an access panel and can be used in both existing home retrofits and new home construction. The MLZ indoor unit is used in connection with a Mitsubishi Electric outdoor unit with an INVERTER-driven compressor. This advancement has transformed the HVAC industry by providing temperature regulation at a fraction of the energy normally required and is up to 40 percent more efficient than traditional heating and cooling systems.

For more information on MLZ and the complete line of heating and cooling solutions from Mitsubishi Electric Trane HVAC US, visit www.mitsubishicomfort.com. To learn more about NAHB, visit www.nahb.org.

Shearer Supply Diamond Dealer Meeting

Shearer Supply held their Diamond Dealer Meeting on March 29 at the Renaissance Dallas Addison Hotel in Addison TX.

The all day event had contractor/dealer training, lunch and dinner, guest speakers and awards program.





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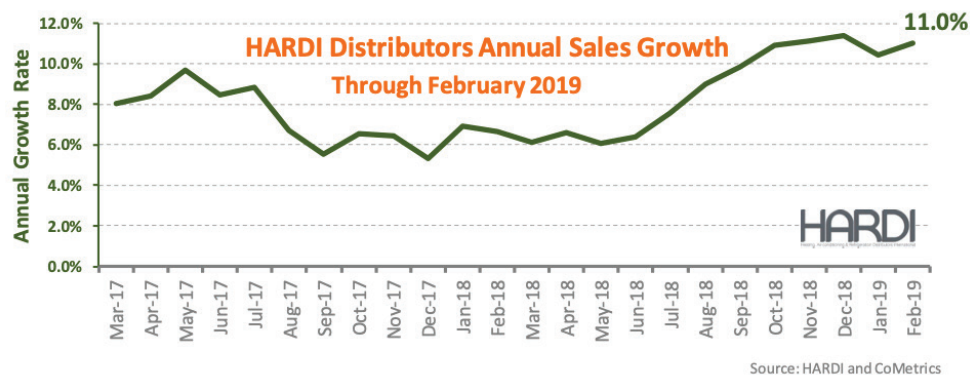
VISIT US ONLINE AT
www.TACCA.ORG

HARDI

HARDI Distributors Report 12.2 Percent Revenue Increase in February

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales growth by HARDI distributor members increased by 12.2 percent in February 2019.

The average annualized sales growth for the 12 months through February 2019 is 11 percent.



“January and February are the slowest months of the year for HARDI distributors,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “2019 got off to a slow start but five of our seven economic regions reported double-digit sales gains in February.” February had the same number of billing days as the prior year but more heating degree days versus a mild February 2018.

“February sales came in strong despite being up against strong comps last year,” said HARDI Economist Paul Hallmann. “Economic headwinds remain in place but softer comps should provide support for strong growth numbers to continue in March and April.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 50 days. “Until this year the DSO has remained at fairly consistent levels for each month of the year,” said Loftus. “January and February 2019 are at higher levels than the beginning of 2017 or 2018. 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.

Packard Launches New Website

The Packard team has been working diligently for months to bring you this IMPROVED site with key features such as

- Superior search capability
- Improved data integrity
- Enhanced product imagery-including 360°
- Dynamic marketing collateral

To help with the transition to our new site, we have built tutorial videos to walk you through the most common questions you might have.

Video topics include:

- Registering for an account
- Managing your account
- Quick orders
- Copy and Paste
- Check out process
- Picking up orders

- Product detail page

Current web users will only need to change your password upon entering our new site for the first time. Your account information will transfer over and you will be able to continue placing orders, checking stock and taking advantage of the many enhanced features that our new site has to offer.

New web users just need to fill out the **Register for an Account form** and we will get you set up on the new site as quickly as possible. Hint: if you know your Packard account number and provide that on the form it will help us to expedite the approval of your online account.

If you have any questions please reach out to us and we would be happy to assist you. customerservice@packardonline.com

BRAGGIN' RIGHTS



Judy Brooks and Joe Brooks at Hesselstine Kennels and Hog Hunts in Sinton, Texas.

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

Insco Distributing Grand Opening in Austin TX

Insco Distributing held their Grand Opening for their newest Austin location on March 7th. The event featured a Vendor Fair and catered lunch by Pok-e-Jo's barbecue. Prizes were given out at their new store located at 2929 Longhorn Blvd. Ste. 103, Austin, TX 78758



Pictures courtesy of Insco Distributing

Product News

Carrier Introduces TruVu™ Multi-Purpose Control Platform for HVAC Applications

The new Magnetic Tool app from Danfoss allows HVACR technicians to unlock their smartphone's potential for powerful and precise magnetic field detection.

Every day, installers and service technicians around the world can work smarter and faster using the Danfoss CoolApps Toolbox, a collection of mobile apps uniquely designed to help with everyday cooling tasks. Today, Danfoss introduces another powerful tool for refrigeration professionals that's just a tap away.

The Magnetic Tool app harnesses the power of Android and iOS hardware to turn any smartphone into a precise magnetic field detector. The app serves as a more convenient alternative to the variety of tools HVACR technicians rely on to ensure solenoid valves function properly.

Not only is the Magnetic Tool app more convenient—it's also more accurate. The app provides detailed information about the magnetic field of the AC or DC coil in a solenoid valve and can indicate the rotation direction of certain types of pumps.

Additionally, the Magnetic Tool app documents the repair and installation process for users by taking a picture of the faulty component and sharing it with the system's owner.

The Magnetic Tool app is available in the iTunes App Store and Google Play store.

RectorSeal Acquires All-Access™ Brand of HVAC Condensate Management Products

Acquisition includes expertise of All-Access developer Stuart Oakner, who will support RectorSeal product development.

Houston - RectorSeal LLC, a manufacturer of quality HVAC/R products and operating subsidiary of CSW Industrials, Inc. (NASDAQ: CSWI), recently acquired the assets of MSD Research including its All-Access™ brand of air conditioning system condensate management products.

All-Access is a leading brand of air conditioning mechanical float switches, drain line cleanout devices and supporting accessories invented by Stuart Oakner, MSD Research president. Recent revisions to the International Mechanical Code's (IMC) condensate drain line maintenance section has increased All-Access' popularity among HVAC service technicians, especially products featuring an easy entry cleanout design that eliminates the need to cut the 3/4-inch drain pipe for access. While All-Access complies with new construction codes, it also complements RectorSeal's renowned retrofit-oriented Safe-T-Switch®, the HVAC industry's leading condensate overflow cutoff switch product line.

"All-Access products will ensure we're providing the best condensate management products to the industry, especially for new construction," said Jeff Underwood, RectorSeal's Vice President of Sales and Marketing.

Oakner, a former 25-year veteran HVAC contractor licensed in Florida and prolific inventor, will now assume



roles of inventor-in-residence and consultant for RectorSeal as part of the acquisition. "I am pleased to be supporting the RectorSeal product development team," said Oakner. "The vast product development resources available at RectorSeal will help support and advance the development of many future innovative products for HVAC/R and other construction industries."

Traditional HVAC/R distributors will be able to buy All-Access products from RectorSeal, which is transitioning its marketing, sales and customer support for All-Access and merging the www.allaccessdevice.com website into www.rectorseal.com.

For more information on the All-Access or RectorSeal and its HVAC/R, plumbing, firestop and electrical products, please visit www.rectorseal.com or contact its customer and technical support departments at 800-231-3345.



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The spotlight



Chuck Walsh of Fresh-Aire UV has been promoted to National Sales Manager



Mitsubishi Electric Trane HVAC Announces **Mark Kuntz** New Chief Executive Officer



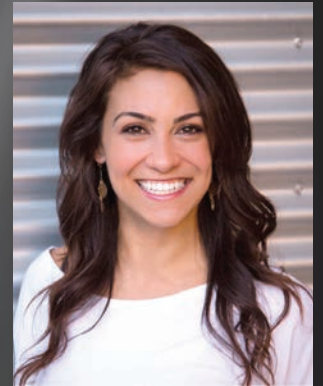
Fujitsu Promotes **Dennis Stinson** to Director of National Accounts



Fresh-Aire UV has promoted **Sean Moseley** to VP Residential Sales



Ruskin® Names **Jay Ramkumar** Director of Louvers and Architectural Solutions



Fresh-Aire UV has promoted **Marissa Granados** to National Sales Manager

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

Construction Employment Increases in 38 States from March 2018 to March 2019 While 29 States Add Construction Jobs Between February and March

Texas and West Virginia Have Biggest Number and Percent of Annual Job Gains as Louisiana and Vermont Lag

Thirty-eight states added construction jobs between March 2018 and March 2019, while construction employment increased in 29 states between February and March, according to an analysis by the Associated General Contractors of America of Labor Department data released today. Association officials said the widespread gains show demand for workers remains strong and urged federal officials to enact immigration reforms to boost the supply of qualified workers.

“Although construction has added jobs in many states at a higher rate than the private sector as a whole in the past year, the record number of job openings at the end of February shows contractors would add even more workers if they could,” stated chief economist Ken Simonson. “There is no sign

of a let-up in the demand for construction workers.”

Texas added the most construction jobs over the year (28,300 jobs, 3.9 percent), followed by California (24,500 jobs, 2.9 percent), Florida (24,100 jobs, 4.5 percent), Arizona (16,800 jobs, 10.8 percent) and West Virginia (15,800 jobs, 44.6 percent). West Virginia added the highest percentage of construction jobs over 12 months, followed by Nevada (14.2 percent, 12,400 jobs), Wyoming (11.6 percent, 2,300 jobs), Alaska (10.9 percent, 1,700 jobs) and Arizona. Construction employment reached a record high in five states: New York, Oregon, Texas, Utah and Washington.

Eleven states and the District of Columbia shed construction jobs over the latest 12 months, while construction employment

was unchanged in Nebraska. The largest job loss took place in Louisiana (-7,900 jobs, -5.2 percent), followed by Illinois (-4,700 jobs, -2.1 percent), South Carolina (-4,400 jobs, -4.2 percent) and Missouri (-4,300 jobs, -3.5 percent). Vermont had the steepest percentage loss of construction jobs over the 12-month span (-7.8 percent, -1,200 jobs), followed by Maine (-6.7 percent, -2,000 jobs), Louisiana, the District of Columbia (-5.9 percent, -800 jobs), South Carolina and Missouri.

Among the 29 states with one-month construction job gains between February and March, Washington added the largest number and percentage (14,800 jobs, 6.6 percent). Other states adding large numbers of construction employees included California (9,400 jobs, 1.1 percent), Texas (5,100 jobs, 0.7


percent), Florida (3,800 jobs, 1.1 percent), Minnesota (2,800 jobs, 2.2 percent) and New York (2,700 jobs, 0.7 percent). Minnesota added the second-highest percentage of construction jobs for the month, followed by Nevada (2.1 percent, 2,100 jobs) and Arkansas (2.1 percent, 1,100 jobs).

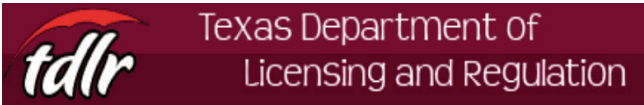
Construction employment decreased from February to March in 18 states and D.C. and was unchanged in Maine, Montana and New Hampshire. Pennsylvania lost the most construction jobs for the month (-1,800 jobs, -0.7 percent), followed by Illinois (-1,600 jobs, -0.7 percent), Kentucky (-1,200 jobs, -1.5 percent) and Nebraska (-1,100 jobs, -2.0 percent). Vermont had the largest percentage loss (-2.1 percent, -300 jobs), followed by Nebraska, D.C. (-1.9 percent, 300 jobs) and Kentucky.

Association officials said the record number of job openings in construction indicates the urgency of putting in place a way for contractors to bring qualified guest workers into the country, coupled 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 are struggling to find enough qualified workers to hire in order to keep pace with the ongoing 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 will help keep the economy expanding.”

CALENDAR OF EVENTS

			- MAY 2019 TRAINING CALENDAR				
Check our "Early Bird Training" - 7am-9am Early start time - Early in for training - Early back to work							
Also our "After Hours Training" - 5:30pm - 7:30pm - For training after you get off work							
For info call Juan Villela at 210-829-1934 Ext. 155 - or email to: juan.villela@johnstonesupply.com							
<u>Broadway</u> - 9311 Broadway Suite 200 / <u>Downtown</u> - 30 Essex St. Ste. 101 / <u>Alamo Downs</u> - 6900 Alamo Downs Ste. 140							
DATE	DAY	TIME	LOCATION	TOPIC	TRAINING REGISTRATION CODE	COST	
1-May	W	5:30pm - 7:30pm	Broadway	X-13 Motor Overview - Operation & Troubleshooting	TRAIN19-41-48	\$30	
2-May	Th	7:00am - 9:00am	Broadway	PSC Motors & Capacitors - Operation, Service & Troubleshooting	TRAIN19-41-49	\$30	
7-May	Tu	4:30pm - 7:30pm	Broadway	NATE Core Exam Prep Class - Part I - Manual Included - Price Includes All Three Days	TRAIN19-41-50	\$225	
8-May	W	7:00am - 9:00am	Broadway	The Why & How of Refrigerant Recovery - Hands On Machine Set Up - Recovery and Use of Scale	TRAIN19-41-51	\$30	
8-May	W	4:30pm - 7:30pm	Broadway	NATE Core Exam Prep Class - Part II	see above		
9-May	Th	7:00am - 9:00am	Broadway	Flex Duct - Installation Best Practices & Codes	TRAIN19-41-52	\$30	
9-May	Th	4:30pm - 7:30pm	Broadway	NATE Core Exam Prep Class - Part III	see above		
15-May	W	8:00am - 3:30pm	Broadway	EPA Certification Review and Exam	TRAIN19-41-53	\$125	
15-May	W	1:30pm - 3:30pm	Broadway	EPA Certification Exam Only	TRAIN19-41-54	\$85	
22-May	W	8:00am - 12:00pm	Broadway	CPS Home Energy Rebate Program Seminar	TRAIN19-41-55	FREE	
23-May	Th	8:00am - 12:00pm	Broadway	CPS Home Energy Rebate Program Seminar	TRAIN19-41-56	FREE	
29-May	W	8:00am - 11:00am	Broadway	NATE Core Exam	TRAIN19-41-57	\$165	
30-May	Th	7:30am - 9:30am	Broadway	Comfort Bridge Technology	TRAIN19-41-58	\$30	



ATTENTION TEXAS
HVAC CONTRACTORS

Heat Load Calculations in Texas (Manual J)

Administrative Rules of the Texas Department of Licensing and Regulation

16 Texas Administrative Code, Chapter 75
75.70. Responsibilities of the Contractor/Licensee.
(c) The design of a system may not be subcontracted to an unlicensed person, firm or corporation.

The full text of the Texas AC law and rules can be found on the TDLR website <https://www.tdlr.texas.gov/acr/acr.htm>

A New Forum, a Unified Voice for HVAC Manufacturers

The HVACR Manufacturers Association is an international trade association launched in 2019 to address the needs and interests of that specific segment of the HVAC industry. Known by the abbreviation HMA, the new association will promote best practices, address common challenges, keep a watchful eye on market trends and pool the collective know-how and resources of its member companies by focusing on Transportation, Supply

Chain, Labor and Manufacturing Excellence.

By working more closely together, HMA members will seek to improve the overall HVACR industry. “Until now there hasn’t been an organization exclusively for manufacturers of HVACR equipment and supplies to meet and discuss common challenges and opportunities for improvement,” explains Billy Prewitt, Marketing Manager of Harcast and founding board member of

HMA. “HMA seeks to be that forum. Manufacturers meeting and discussing these topics will prove beneficial to the industry.”

HMA’s first priority is to engage manufacturers and start the conversation. Learn more about membership opportunities and watch the video message from HMA President Chuck Eddy.

“Run by Manufacturers, for Manufacturers”
www.hma-hvacr.org



MEMBER MEETING
THURSDAY, MAY 16
11:30 AM – 1 PM

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times: **11:30AM - NETWORKING**
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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.

ASHRAE Publishes New Guideline on Energy Efficiency for Historic Buildings

Atlanta—ASHRAE published a new guideline for increasing energy efficiency in historic buildings while minimizing the disturbance of the building's historic character and significantly historic characteristics and materials.

ASHRAE Guideline 34-2019, Energy Guideline for Historic Buildings, provides comprehensive and detailed descriptions of the processes and procedures for the retrofit of historic buildings to achieve greater measured efficiency. The guideline is particularly aimed at providing guidance for 'listed' historic buildings; i.e., those formally designated or eligible to be designated as historically significant by a governing body.

Guideline 34 provides a step-by-step procedure for sensitive energy upgrading, beginning with forming the project team and gathering building and energy use histories, to instituting energy efficiency measures (EEM). Building envelope improvements, environmental control strategies, energy system analysis, HVAC selection and lighting design considerations are all addressed in the guideline. All recommendations are made in consideration of preserving the integrity of the historically valuable building character, materials and associated artifacts.

"The committee members writing this guideline are exceptionally knowledgeable about the special issues related to historic buildings and the care needed to preserve them," said 2018-2019 ASHRAE President Sheila J. Hayter, P.E., who also served as chair of the international guideline committee. "The committee's intent was to provide guidance for worldwide communities and specifically for entire project teams—not just engineers."

Many historic buildings were constructed without insulation and designed without active air conditioning systems—especially for mechanical cooling. Retrofitting such buildings requires specialized techniques during construction and operation, as well as sensitivity to respecting and preserving historical significance.

With nearly two-thirds of existing buildings estimated to still be in service by 2050, project teams retrofitting any historic building for energy efficiency can benefit from the content of the guideline.

The cost of ASHRAE Guideline 34-2019, Energy Guideline for Historic Buildings is \$53 for ASHRAE members (\$62, non-members). To order, visit www.ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

ASHRAE and IIR Establish New Definitions of Five Refrigeration Keywords

Atlanta—ASHRAE and the International Institute of Refrigeration (IIR) announced the establishment of new definitions for five refrigeration keywords. The keywords are cooling, refrigeration, chilling, freezing and cold chain.

The definitions are the result of more than a year of discussions and were established to clarify the meaning of basic terminology used in the HVAC&R industry.

"The new definitions will help those within our industry, as well as the general public, gain a clearer understanding of important refrigeration keywords that are often misused or too broadly defined," said 2018-2019 ASHRAE President Sheila J. Hayter, P.E. "We appreciate the contributions of IIR and anticipate that the adoption of these definitions will be positive."

To avoid confusion, the official definitions are:

Cooling

- (1) Removal of heat, usually resulting in a lower temperature and/or phase change
- (2) Lowering temperature

Refrigeration

(1) Cooling of a space, substance or system to lower and/or maintain its temperature below the ambient one (removed heat is rejected at a higher temperature)

(2) Artificial cooling

Chilling

Cooling of a substance without freezing it

Freezing

Solidification phase change of a liquid or the liquid content of a substance, usually due to cooling

Cold Chain

Series of actions and equipment applied to maintain a product within a specified low-temperature range from harvest/production to consumption

"It was important that the differences that might exist in these definitions between the IIR and ASHRAE be erased for more consistency. It now seems important for us to reach even greater harmonization on an international level to establish universal definitions," said Jean-Luc Dupont, head of the Department of Scientific and Technical Information of the IIR.

IIR has called on all national and regional organizations and associations to adopt and disseminate the new definitions. The definitions will be included in ASHRAE Terminology, its free comprehensive online glossary of more than 3,700 terms and definitions related to the built environment, with a focus on heating, ventilating, air conditioning, and refrigeration (HVAC&R), as well as building envelope, electrical, lighting, water and energy use, and measurement terms.

About the International Institute of Refrigeration (IIR)

The International Institute of Refrigeration (IIR) is an independent intergovernmental science and technology-based organization which promotes knowledge of refrigeration and associated technologies and applications on a global scale that improve quality of life in a cost effective and environmentally sustainable manner. Visit www.iifir.org to learn more.

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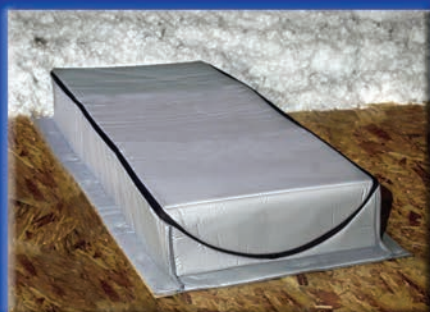
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Abacus Plumbing, Air Conditioning & Electrical Wins Prestigious Circle of Excellence Award from Lennox



Left to right: Mike Hart, Lennox VP of Sales; Paul Boartz, Lennox District Manager; Alan O'Neill, Abacus CEO; Lance Ellison, Abacus HVAC Operations; Mike Myers, Abacus Director of Marketing; Scott Lindsey, Lennox Sales Director, West; Kim McGill, Lennox VP of Marketing

Houston - Adding to its impressive, expanding trophy case, Abacus Plumbing, Air Conditioning & Electrical announced today that it is the proud recipient of Lennox® International's "Circle of Excellence" award.

The honor, which comes on the heels of the company being named Lennox's "Partner of the Year," was presented to Abacus based on its outstanding business accomplishments. Lennox Vice President of North American Sales, Mike Hart, and Vice President of Marketing, Kim McGill, handed out the award to Abacus CEO Alan O'Neill during a recent ceremony in Houston.

"Earning the Circle of Excellence Award emphasizes Abacus Plumbing, Air

Conditioning & Electrical's progress as a leading marketer of residential comfort systems," said Douglas L. Young, president and COO of Lennox International. "It also demonstrates their commitment to sales performance, company growth, successful advertising and promotional campaigns and effective business planning."



Established in 2003, Abacus employs more than 200 employees and services the greater Houstonmetro.

"To win a Circle of Excellence Award, a dealer must exhibit effective business practices and consistent sales growth," said O'Neill. "So we are more than honored to be recognized with this prestigious award."



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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.

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

Sales Territory Manager

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

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

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

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

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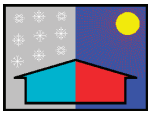


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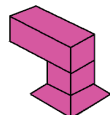
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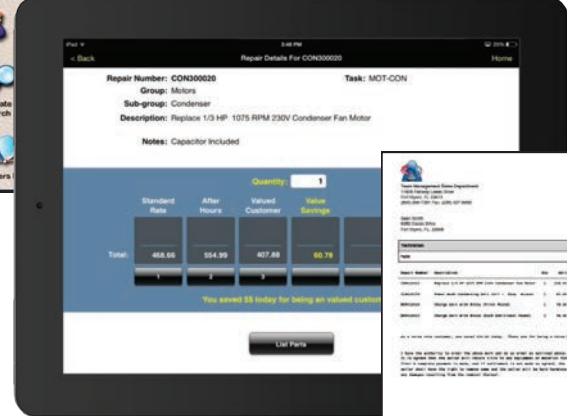
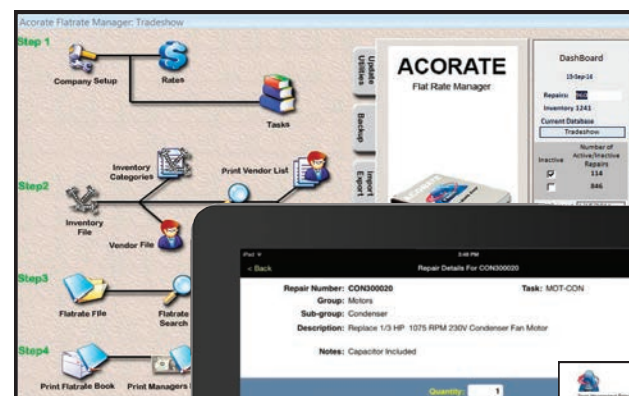
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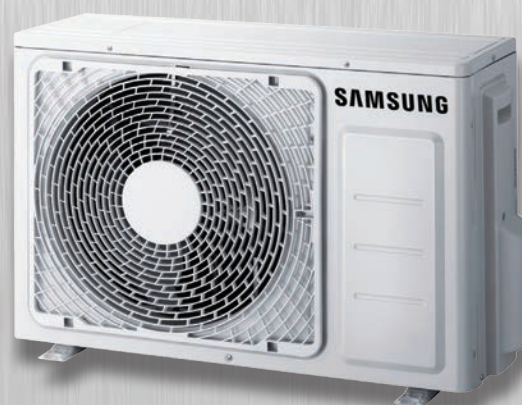


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