The Department of Energy (DOE) has announced up to $33.5 million for early-stage research and development of advanced building construction techniques to reduce energy bills. This funding aims to develop deep energy retrofit and new construction technologies that holistically tackle a combination of envelope, heating, cooling, water heating, and ventilation issues. It addresses integrated building retrofits; new construction technologies; and advanced technology integration, including field validation of new innovative technologies and building practices, workforce training, and service delivery methods. Concept papers are due on June 10, 2019. Questions must be submitted to ABC2019FOA@ee.doe.gov no later than three business days prior to the application due date and time. Contact: Xudong Wang.

First reported by AHRI Update.

During PHCC's Legislative Conference held May 7-8, 2019, a very focused and energetic group of professional PHCC contractors, association executives and industry partners took to Capitol Hill to advocate for PHCC members before Congressional members to ensure:

- legislation is passed to address America’s infrastructure needs, especially water system upgrades;
- a regulatory environment that promotes fair competition; and
- affordable health care access for small businesses through Association Health Plans.

PHCC President Ken Nielsen kicked off the event by telling the more than 110 registrants that, “I am pleased to report that PHCC continues to position itself as THE voice of the p-h-c industry. PHCC’s continued commitment to protecting the interests of our members, our industry and health and safety of the nation is critical.”

Conference attendees were treated to a presentation on the current political climate by keynote speaker Carl Cannon, Washington Bureau Chief of RealClearPolitics and Executive Editor of RealClear Media Group, who underscored the importance of grassroots involvement as part of an effective advocacy campaign.

PHCC’s next advocacy event will be an education session at CONNECT 2019 featuring legislative and regulatory updates on key issues from PHCC Vice President of Regulatory Affairs Chuck White and Director of Legislative Affairs Mark Valentini.


First reported by AHRI Update.
Friedrich Launches QuietMaster, Unrivaled Sound Reduction For Latest Generation of Room A/C Solutions

Friedrich’s “QuietMaster” technology is out in time for the Summer and it’s up to 45% quieter than competitive room air conditioners

San Antonio, TX – For homeowners and property owners, the quieter the better when it comes to heating and cooling solutions.

That’s why just in time for the start of hot weather season, Friedrich Air Conditioning Co. is unveiling its “QuietMaster” technology, designed to operate up to 45 percent more quietly as compared to competitive room air conditioning units.

QuietMaster is now available with Friedrich’s complete lines of popular window and through-the-wall room air conditioners, including Kühl, WallMaster, Chill and Uni-Fit. Friedrich room air conditioning products with QuietMaster technology will be showcased at the National Hardware Show held May 7-9 in Las Vegas this year (booth # 4317).

“Friedrich’s top priority is to optimize comfort and convenience when it comes to all-season air conditioning solutions,” said TJ Wheeler, Friedrich Vice President of Marketing and Product Management. “With QuietMaster technology, our entire line-up of room A/C products give homeowners a wide variety of exceptional choices to efficiently maximize performance—all while delivering more peace and quiet than ever before.”

Friedrich’s QuietMaster technology starts with the company’s design process and continues through the selection of components and materials, with ongoing testing and product innovation conducted at Friedrich’s own state-of-the-art engineering lab. QuietMaster reduces operating noise through exacting manufacturing standards that include using dense, sound-blocking insulation, a quiet rotary compressor, steel inner walls, a completely-enclosed commercial grade fan motor, insulated air plenum (to prevent noise intrusion), motor mounting techniques that eliminate extra vibration and a blower wheel housing made from solid steel.

“The extra attention we give to every detail allows us to achieve serious sound reduction,” said Wheeler. “In test after test, our lab results demonstrate that QuietMaster technology contributes to Friedrich units being among the quietest available on the market.”

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SUPCO and Kulthorn Team Up in National Compressor Master Distributor Partnership

SUPCO and Kulthorn Team Up in National Compressor Master Distributor Partnership

Allenwood, NJ - Sealed Unit Parts Co., Inc. (SUPCO), a global manufacturer and distributor of HVACR and appliance parts, announced that they have become a national Master Distributor for Kulthorn aftermarket air conditioning and refrigeration compressors and condensing units.

The partnership is a strong strategic fit, leveraging SUPCO’s long-standing history in commercial refrigeration solutions and Kulthorn’s acumen for manufacturing reliable and cost effective OEM direct replacement compressors and condensing units. “The partnership with Kulthorn is a solid step in our journey to build on our foundation in aftermarket Air Conditioning and Refrigeration replacement parts, components and test instruments”, said Chris Mancuso, SUPCO President and CEO. “The addition of a compressor offering helps us to fully deliver on our HVACR strategy to be a one-stop-shop solution for our customers.”

SUPCO will offer Kulthorn reciprocating hermetic compressors to cover a range of applications, and refrigerant options, high-efficiency technologies, and precise drop-in replacements for popular Original Equipment Manufacturers. Compressors will be available for immediate shipment from U.S. based locations.

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TACCA Executive Director Todd McAlister to Leave Post

Roy Jones, 2019 TACCA President, announced that Todd McAlister, TACCA’s Executive Director for 19 years, has resigned to pursue other opportunities effective June 15th, 2019.

“We have been blessed to have Todd guide us for 19 years. He has been instrumental in maintaining the structure of TACCA year after year and grew our training and education programs to be some of the best in the state. Todd has also has maintained a constant contact with our legislators and has worked hand in hand with our lobbyist to protect our Air Conditioning Contractors license and our businesses. We want to say thank you to Todd for his dedication to TACCA and wish him luck in his new position.”

Todd McAlister’s letter to the membership can be found online at www.ac-today.com
Carrier Collaborates with Interplay Learning to Provide Innovative Virtual Reality Training Modules

*Carrier continues to invest in training program to provide resources for dealers and to attract new technicians to the industry*

Indianapolis – To further its goal of providing cutting-edge training materials for dealers and distributors, Carrier will be working with Interplay Learning to create custom virtual reality (VR) training modules. The modules will feature product-specific content exclusive to Carrier and its network of dealers and distributors. Plus, Carrier users will also gain access to Interplay’s growing catalog featuring more than 100 hours of training. 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.

These new VR modules will allow Carrier dealers and distributors to train on complex concepts virtually, using realistic, “hands-on” practice. In addition, the custom Carrier modules enable the use of brand-specific equipment allowing students to “work on” the actual Carrier® equipment that they’ll encounter in the field. This virtual space also supports providing dealers and distributors with advance access to new equipment before it reaches consumers, so they can be better prepared to work with new offerings.

By offering training in new and innovative ways, like VR, it supports Carrier’s efforts to address the skills gap that exists in the HVAC industry. The training is more accessible and modern, to help attract and retain a new and emerging workforce.

“Carrier is committed to offering product-specific, innovative training resources to dealers and distributors,” said Holly Rhodes, senior manager, Training, Residential HVAC, Carrier. “We’re pleased to be working with Interplay as their exciting, new training modules should prove to be a game changer for Carrier technicians, as well as help attract and educate potential technicians about the industry.”

Another advantage for Carrier dealers and distributors is that these resources can be acquired and deployed almost anywhere. The fact that dealers and distributors do not have to go to a training center or specific location to learn should dramatically increase the adoption and utilization of these modules. Course materials are accessible by desktop, laptop or VR-headset and provide an immersive learning experience for engagement and field-like experience.

“Interplay is proud to align with Carrier, a company with a reputation for industry-leading training,” said Doug Donovan, CEO, Interplay Learning. “Interplay offers an expertise in simulation—we’ve trained more than 70,000 students and professionals with our simulation products. It’s been long-proven in the medical, aviation and military industries, that simulation training better prepares professionals for real-world experiences.”

For more information, please visit https://www.carrier.com/residential/en/us/.

The new Spectroline® product line introduces AR-GLO® 5 Fluorescent Dye – our brightest, most advanced fluorescent leak detection dye ever formulated. This dye fluoresces brighter than ever before to ensure you can find all leaks quickly. It has a greater resistance to extreme temperature ranges and moisture, resulting in the new dye having a longer shelf-life and greater stability. AR-GLO® 5 dye is also co-solvent free and manufactured using OEM-Grade materials. Best of all, AR-GLO® 5 dye is engineered to remain indefinitely within the system for ongoing 24/7 leak detection! Available in three injection styles, the kits include; the new AR-GLO® 5 dye formula, a new Violet LED Leak Detection Lamp, improved fluorescent dye cleaner, fluorescence enhancing glasses and R-420a adapter.
Does Your Website Answer Frequently Asked Questions

One of the main reasons prospective customers come to your website is to find answers to their questions. If they find answers, they are more likely to take the next step: filling out a contact form, scheduling an appointment, or even selecting an item to buy.

So, is your website ready to answer the most frequently asked questions? In almost every product category, a good FAQ section on your website will help make customers more comfortable with your skill, product, or service.

What type of questions should you include?

A good page will cover a wide range of frequently asked questions including things like how to use or buy your product. Who are you and what makes you uniquely qualified to answer their questions? Even though the answers to these questions may be consistent over time, it makes sense to refresh the page, making small updates and adding a new question or two from time to time.

How to Buy Your Product

The average homeowner doesn’t buy new siding for their home or replace their floor are likely to have more complex questions on related topics, consider creating a buyer’s guide or a check list which outlines things people should know before they buy. Keep this information based, not sales oriented and offer it as a download from your website, because only people thinking about replacing their floor are going to download a Hardwood Flooring Guide. Capturing their contact information will help you grow your list of new qualified prospects.

Who are you?

People will buy from someone they trust. FAQ’s help build trust as you use your website to introduce your employees that a customer is likely to interact with. Putting a face to a voice over the phone humanizes the conversation. Your website can help sales people move through the awkward part of a sales conversation when you introduce them with a short bio, photo, or maybe even a video.

What other people say

Beyond what you say about yourself, potential customers have questions about what other people think about you. So don’t skip the review section of your website and make sure there are links to external reviews on sites like Houzz, Angie’s List, Yelp, Facebook, and Google My Business.

SEO value of FAQ’s

In addition to answering questions customers are likely to have when they visit your website, a frequently asked question section on your website has tremendous SEO value. The questions and your answer should be filled (but not stuffed) with common key word to improve your rankings and increase the likelihood that your website will show up in search results.

Your FAQ page will naturally link to blog posts and other pages within your website. Those internal links serve to increase time on the site as well as improve the authority of some of those other internal pages. And while you are linking to other pages, think about linking to case studies which show how you solved specific problems for other customers.

What should a FAQ page look like?

I don’t think there is one right answer to this question. It will depend on how many questions you are trying to answer on the page. For example, Randall Beans has only 19 questions. The answers are short, 1 – 2 sentences each. So, for them a simple list is best with the single most frequently asked question at the very top of the list.

When you have a much more robust FAQ section, dividing the questions into categories along with a search function at the very top makes more sense. Software companies like WhatsApp are more likely to have this type of complex FAQ section.

If your frequently asked questions require longer answers, taking an accordion approach, with text boxes that open and close, allows you to present a lot of information in a small space. That is the approach Microsoft took on their page.

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Due to New Residential Construction code, an appropriate amount of ventilation must be provided in every newly constructed home to ensure its residents can breathe properly.

Whether you are looking for code-compliant ventilation options with comfort mode, or you’re interested in learning about the maximum protection and efficiency of ventilation dehumidifiers, Coburn’s has solutions for your new residential construction.

Visit a Coburn’s near you to find up-to-code ventilation options today
Panasonic Taps O’Connor Company as Distributor of VRF Systems for Light Commercial Customers in the Midwest

Newark, NJ – Panasonic, an industry-leading manufacturer of air conditioning, heating and indoor air quality systems, announces that O’Connor Company, a wholesaler for heating, ventilation and air conditioning equipment and parts, has become a Panasonic distributor of VRF equipment to customers in Kansas, Oklahoma, Missouri, Nebraska and Iowa.

Founded in 1920, O’Connor Company has a legacy of providing superior products, service and support to multi-family, senior living, student housing, medical facility and lodging customers. As a subsidiary of Munch’s Supply, an award-winning distributorship, the company is committed to superior customer service, which is what attracted the team to Panasonic.

“When O’Connor Company identified the need to align with a VRF manufacturer to service our commercial customer base, Panasonic’s commitment and excitement truly differentiated the company,” said Greg Borr, president, O’Connor Company. “After we visited one of Panasonic’s training facilities, our team felt right at home and immediately knew Panasonic was the right fit for us. Our experience working with Panasonic has truly been second to none.”

“Panasonic is thrilled to work with O’Connor Company to expand our reach in the Midwest. O’Connor Company’s team of trusted HVAC specialists will provide everything from new construction to maintenance to replacement services, enabling customers to have a first-rate experience coupled with a superior Panasonic solution,” said Allan Dzivoki, vice president and general manager, Panasonic Appliances Air-Conditioning North America. “With O’Connor Company’s significant market share in the Midwest, we’re excited about where the collaboration will take us.”

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

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President’s New Immigration Proposal Opens the Door to Expanding the Number of Craft Workers Who Can Legally Enter the Country

Immigration Reform Proposal Could Help Address Significant Workforce Shortages Affecting the Construction Industry, Continues Discussion on Ways to Address Broader Immigration Challenges

The chief executive officer of the Associated General Contractors of America, Stephen E. Sandherr, released the following statement in response to the release of the President’s new proposal to allow more immigrations into the country based on merit:

“The President rightly understands that the nation’s immigration policy must allow for more skilled workers, including those with construction skills, to legally join the workforce if our economy is to continue to expand. Considering that this proposal appears to, correctly, redefine the federal government’s definition of skilled workers to include individuals who can perform construction services such as welders and electricians, this measure should provide needed relief to the construction workforce shortages that are already affecting construction schedules and costs. As important, measures like this have the potential to provide needed relief while the industry and public officials work to rebuild the once-robust domestic pipeline for recruiting and preparing young adults to enter high-paying construction careers.

“And while this measure does not tackle broader immigration challenges, such as addressing workers already in the country, it does continue the discussion about reforming our broken immigration system. In the meantime we look forward to working with Congress and the administration to make sure a final immigration measure helps meet the workforce needs of the construction industry and addresses broader immigration challenges.”
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Rheem® Employee Appointed to the Caba Board of Directors

Brian White, Director of Digital Marketing for Rheem, Named The Continental Automated Buildings Association’s Newest Board Member

Atlanta – Rheem is proud to announce the appointment of its Director of Digital Marketing, Brian White, to the Continental Automated Buildings Association (CABA) Board of Directors. CABA is a nonprofit industry association that provides information, education and networking to help promote advanced technologies for the automation of homes and buildings.

“I sincerely welcome Brian White to the CABA Board of Directors,” said Ronald J. Zimmer, CABA President & CEO. “His appointment will enhance the Board’s expertise and experience and brings valuable knowledge concerning the respective ‘connective homes and intelligent buildings’ markets.”

As Director of Digital Marketing for Rheem, White leads digital strategy, innovation and marketing efforts globally across the organization. White has extensive knowledge of Rheem’s connected product offerings and possesses a deep passion for the digital landscape. Prior to joining Rheem, White worked in technical and business development roles across a number of industries and varying company sizes. Brian holds a bachelor’s degree in entrepreneurship from Baylor University.

“It’s an honor to represent Rheem on the CABA Board of Directors,” said White. “CABA’s commitment to advancing building automation is aligned with efforts in place at Rheem, and to be in the ranks among such highly renowned industry leaders as well is a career highlight of mine.”

Rheem® Revs Up Industry With Annual Pro Partner Conference

HVAC Industry Professionals Assembled in Florida to Drive Business Growth and Celebrate Success

Atlanta – Rheem® Manufacturing hosted its Second Annual Pro Partner National Conference the week of March 25 in Lake Buena Vista, Fla. Alongside premium family brand Ruud®, the two-day conference welcomed HVAC contractors, distributors and corporate partners to celebrate individual victories, discuss business growth opportunities and drive innovation.

The conference hosted educational breakout sessions that aligned with this year’s theme, “Driving Greatness”. Sessions such as “Revving Up a Winning Team” and “Fueling Growth with Innovation” led by key HVAC industry experts inspired in-depth discussions on the importance of building high-performing teams that work well under pressure along with discussions on how to develop product and customer solutions that keep the competition in the rearview mirror.

“The Second Annual Pro Partners Conference was designed to celebrate our partner relationships, and it’s a great opportunity for us to share insights that will help them continue to lead the industry and provide valuable feedback uncovered in the field,” said Mike Branson, President of Air, Rheem. “We chose ‘Driving Greatness’ as our theme for this year because it represents a collaborative ideology between our partners and us, and we saw tremendous attendance and support this year especially.”

More than 70 companies exhibited at the event, in addition to Rheem and its family of brands: Ruud, Eemax, HTPG and Raypak. The Pro Partner Conference also featured an appearance by Joe Gibbs, Legendary Former Pro Football Head Coach, Entrepreneur, and Current NASCAR Championship Team Owner, as this year’s Key Note Speaker to discuss “Fueling Excellence.”

As the Pro Partner Conference approached the finish line, guests were treated to both a private concert by nationally-renowned rock band 38 SPECIAL, and a VIP After Party at Disney Hollywood Studios® for an all-access experience.

For more information on Rheem Manufacturing, visit www.rheem.com.
WHY NO HIGH-SIDE SERVICE PORT ON A MINI SPLIT? This is what I call the great mystery of the inverter mini split and one that the industry, and myself for that matter, hasn’t done a great job solving. I’m going to attempt to change all that right now…

First, we have to review what some may think is elementary and rudimentary, but I feel strongly that I need to lay a basic foundation so I can eventually get to the bottom of this.

Let’s take a look at what the expansion valve does to system pressure…

The expansion valve in an inverter mini split, takes in high pressure liquid refrigerant and discharges low pressure liquid / vapor refrigerant.

OK…now let’s see how this works in a “standard” refrigeration system where the Thermostatic Expansion Valve TXV is located in the fan coil / evaporator.

In this case, the system has a clearly defined high & low side which can be accessed at the two service ports (suction & liquid), of the outdoor unit. Because the expansion valve is in the fan coil / evaporator located inside the home, the suction service port will display low pressure and the liquid service port will display high pressure. This is why standard, (unitary) outdoor units have two service ports.

The inverter mini split however, places the expansion valve in the outdoor unit and that changes EVERYTHING!

The inverter mini split industry believes, that placing a second service valve at the outdoor unit would only confuse the situation by implying that something different, (pressure) would / should be found there…and as you now know, that’s not the case.

I had a gentleman in one of my recent classes say to me, “look, the compressor still has suction and discharge so there has to be a high side.”

He is right…the problem however is that the high side discharge tubing coming off the compressor is internal to the outdoor unit and only about a foot or two in length between the discharge of the compressor and the inlet of the expansion valve (of course the condenser is between the two).

Remember, the connection on the outdoor unit for the liquid, (although it’s not liquid), is downstream of the expansion valve outlet…so its low pressure gas / liquid!

I have seen a mini split outdoor unit that did provide a Schrader valve on the high side piping internal to the outdoor unit’s cabinet…only accessed by removing an outer cabinet panel.

It shifts the low pressure / high pressure border to within the outdoor unit. The high pressure side is now only represented by the internal piping between the compressor discharge and the expansion valve inlet.

You know what this means don’t you?

Now, what has commonly been known as the suction (low pressure gas), valve and the liquid, (high pressure liquid), are now both low pressure gas. Even if the mini split had a second service port on what is commonly called the liquid, it would display essentially the same pressure as the suction service port because it is located downstream of the expansion valve outlet, which as described earlier, takes in high pressure liquid and discharges low pressure liquid / vapor.

I believe, and more importantly the inverter mini split industry believes, that placing a second service valve at the outdoor unit would only confuse the situation by implying that something different, (pressure) would / should be found there…and as you now know, that’s not the case.

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Aspen Manufacturing Grand Opening

This past week Aspen Manufacturing announced the grand opening of its plant expansion project which will now allow the company to produce aluminum tube evaporator coils in addition to its existing copper tube product offering.

As part of Aspen’s continued commitment to service wholesale distribution within the HVAC market, Aspen increased the size of its manufacturing facility in Humble, Texas from 132,000 square feet to 204,000 square feet and purchased a full line of new machinery which will be operated in its dedicated aluminum tube department. Overall, Aspen anticipates that the expansion will allow it to double its production capacity when fully ramped up.

The aluminum tube department is fully operational and will provide a complementary offering to Aspen’s existing line of residential and light commercial copper tube evaporator coils and air handlers.

To learn more about Aspen Manufacturing, please visit www.aspenmfg.com.
The Bosch SM Rev C is the latest addition to the Greensource CDi series

Watertown, Mass. – Bosch Thermotechnology introduces its upgraded model in the Greensource CDi series: the Bosch SM Rev C Geothermal Heat Pump, featuring the new Heat Pump Control (HPC) microprocessor, which can communicate with the new Bosch EasyStart app.

Bosch redesigned its SM model with an intuitive user interface and advanced electronics controls to make it easier for contractors to communicate with the unit.

With the Bosch EasyStart app, technicians no longer need to open the physical unit to configure it using DIP switches and/or cut resistors. They can commission the unit by configuring up to 24 optional settings for customizable comfort, as well as view the real-time status of components and system temperatures to aid in start-up, troubleshooting and diagnostics.

The SM now comes with eight thermistors (temperature sensors) that are strategically placed within the SM unit cabinet. The thermistors relay temperature readouts such as entering water, leaving water, return air, discharge air, discharge refrigeration, freeze evaporate, freeze coaxial, and domestic water to the HPC and EasyStart app. For unit communication, the local Wireless Interface Module allows for remote install and monitoring within a 20-foot unobstructed radius.

For improved and in-depth diagnostics, the system tracks the latest 70 faults and highlights the full history with current faults and component correlation. Additionally, contractors can now set the system to run an automatic troubleshooting sequence using “Test Mode.”

The SM Rev C is an Energy Star-rated geothermal heat pump that qualifies for tax credits and has low operating costs, saving the consumer up to 70 percent on utility bills. With sound levels as low as 52 dB, it offers quiet operation while improving indoor air quality and comfort.

For improved and in-depth diagnostics, the system tracks the latest 70 faults and highlights the full history with current faults and component correlation. Additionally, contractors can now set the system to run an automatic troubleshooting sequence using “Test Mode.”

INFICON Introduces D-TEK Stratus™ Refrigerant Leak Detector and Portable Monitor

INFICON Introduces D-TEK Stratus™ Refrigerant Leak Detector and Portable Monitor

Dual Modes Help Find Leaks Faster

Syracuse, NY

- The new INFICON D-TEK Stratus™ Refrigerant Leak Detector and Portable Monitor offers service technicians the value of two leak detectors in one.

- D-TEK Stratus combines the field-proven leak detection reliability of INFICON’s D-TEK Select with the cloud hunting capability of a large portable monitor to help find leaks faster. With cloud hunting mode, the large, easy-to-read LCD display with ppm readout helps the operator to find the area highest in concentration and then easily switch to pinpoint mode to quickly find the leak.

- D-TEK Stratus has a sensitivity of 0.03 oz/year (1 g/year) and this sensitivity will not degrade over time. To minimize maintenance, the all new, redesigned infrared sensor offers the longest sensor life in the industry. Easy field replacement of the sensor keeps the technicians working virtually uninterrupted. Additionally, the lithium ion battery is quick to charge and is also easily replaced in the field, when necessary.

This revolutionary instrument has a variety of robust features, including automatic and manual zero modes and the ability to detect all CFCs, HCFCs, HFCs and HFOs, blends (including A2Ls), and CO2 (requires optional CO2 sensor. D-TEK Stratus comes in a rugged carrying case and has a two-year replacement warranty.

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

<table>
<thead>
<tr>
<th>Location</th>
<th>Address</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brownsville</td>
<td>4635 Mar Street</td>
<td>(956) 838-0542</td>
</tr>
<tr>
<td>La Feria</td>
<td>13422 E. Expressway 83</td>
<td>(956) 797-2035</td>
</tr>
<tr>
<td>College Station</td>
<td>12201 State Hwy 30</td>
<td>(979) 731-5700</td>
</tr>
<tr>
<td>Laredo</td>
<td>4114 Airpark Drive, #4A</td>
<td>(956) 727-2235</td>
</tr>
<tr>
<td>Corpus Christi</td>
<td>2701 Agnes Street</td>
<td>(361) 882-8896</td>
</tr>
<tr>
<td>Pharr</td>
<td>3107 North Sugar Road</td>
<td>(956) 783-1036</td>
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<tr>
<td>Corpus Christi</td>
<td>8051 South Padre Island Dr.</td>
<td>(361) 986-0613</td>
</tr>
<tr>
<td>Victoria</td>
<td>3704 Billy Drive</td>
<td>(361) 574-8349</td>
</tr>
</tbody>
</table>

PROUDLY STOCKING FRIEDRICH MINI-SPLITS!
Experts know their reputation is on the line with every sale.

Dallas, Texas – Samsung HVAC America strategically leverages technology to increase the knowledge and awareness of industry professionals and end-users regarding Samsung heating and cooling systems. The manufacturer has launched a mobile application targeting HVAC installers and service technicians, as well as a redesigned website. The Samsung HVAC Mobile Application expedites parts identification, model information, and product registration for contractors by scanning the barcode of a unit. The mobile application uses GPS technology to auto populate location fields in the product registration process. Contractors can leverage the mobile application while on a jobsite installing or servicing Samsung heating and cooling systems. The user-friendly mobile application is available for download in Google Play and the App Store.

WAGNER con’t

I consider this a novelty at best…

If you want to see the high side pressure on a mini split it’s really easy to do…simply place the system in the HEAT mode and be sure you have your high side gauge and hose attached to the singular service valve of the outdoor unit. …mystery solved!

Samsung Leverages Technology to Enhance User Experience

Samsung took user-friendly technology to the next level by launching an enhanced website for business partners to leverage. The redesigned website is structured to accommodate all visitors whether business to business, business to consumer, or consumer. Samsung’s enhanced HVAC website features a residential product comparison tool, integrated rebate options for ENERGY STAR® systems, and consolidated technical documents on each product page.

The new homeowner section of the website educates consumers on ductless systems and directs the consumer to a Samsung Dealer in their area for additional information and buying options. Samsung also invites contractors to their website to learn more about becoming a Samsung Preferred Dealer, Samsung’s exclusive product offerings, and registering for NATE recognized training courses.

Samsung will continue to bring innovative technologies to the HVAC industry. Learn more about Samsung HVAC America at www.samsunghvac.com.
It’s On My Heart: We Need Margin


Our pastor quoted form this book a couple of weeks ago, he used it to challenge us to look at our lives in detail.

The author, Richard, is a doctor who has practiced all over the world, actually lived on an island called Carriacou, on the north side of South America, part of Granada. The doctor ran a clinic for some time there, it was a third world clinic. No MRI or X-Ray machines, no high-tech labs to do analysis, very little tools to fight infection and treat injuries. Yet he was amazingly happy there, in fact he remembers that amazing time as the only time that he had margin in his life.

Richard builds a case that our society is headed for a breakdown, we simply have no resources to match the opportunities we are faced with. He paints a gloomy picture on the subject of stress. He does note that stress can be good (buying a home, planning a wedding) or negative, what is important is how stress affects us. Three stress factors that mark this age as a difficult one are as follows: first, because we are faced with more involved in issues that he didn’t see or imagine a couple of decades ago.

Maybe this is specific to his type of work, but he builds a strong case that we are all pulled in new directions these days, our lives are much more complicated, we are more rushed in our businesses and families than ever before.

Finally, a twenty-eight-year-old unwed woman about to deliver her first baby, she has a history of sexually transmitted diseases which complicate the pregnancy. Finally, a twenty-eight-year-old woman who wanted birth control pills even though she did not have a partner at the time. In the last year she stabbed herself in the abdomen trying to commit suicide, and has a history of gonorrhea. Bottom line, the doctor’s job today is much more involved in issues that he didn’t see or imagine a couple of decades ago.

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34 Locations providing same day/next day availability on 3 – 10 ton units, in split or package, with larger units available on a 2-3 day delivery. Special order units available from the factory. (Delivery dependent on unit selection).

**REGION 6 NORTH TEXAS / OKLAHOMA**

<table>
<thead>
<tr>
<th>Stocking Hub</th>
<th>Delivery Time</th>
<th>Sales Center Location</th>
<th>Sales Center #</th>
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<tbody>
<tr>
<td>Arlington DC</td>
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<td>Denton</td>
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<tr>
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<td>Sherman</td>
<td>222</td>
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<tr>
<td>Arlington DC</td>
<td>Same Day - 1 Day</td>
<td>Lewisville</td>
<td>223</td>
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<tr>
<td>Arlington DC</td>
<td>Same Day - 1 Day</td>
<td>McKinney</td>
<td>225</td>
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<td>Arlington DC</td>
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<td>Wichita Falls</td>
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<td>Same Day - 1 Day</td>
<td>Arlington</td>
<td>230</td>
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<tr>
<td>Arlington DC</td>
<td>1 - 2 Days</td>
<td>Ardmore, OK</td>
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<td>2 - 3 Days</td>
<td>Oklahoma City, OK</td>
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<td>Same Day - 1 Day</td>
<td>Plano</td>
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<td>2 - 3 Days</td>
<td>Tulsa, OK</td>
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**REGION 9 HOUSTON**

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<td>Bryan</td>
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*Units coming from Arlington DC (400) have 2-3 Day Delivery*

**REGION 13 CENTRAL TEXAS / VALLEY**

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<td>San Antonio</td>
<td>706</td>
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<tr>
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<td>San Antonio</td>
<td>707</td>
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<td>McAllen</td>
<td>712</td>
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<td>Brownsville</td>
<td>728</td>
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<td>Same Day - 1 Day</td>
<td>Laredo</td>
<td>734</td>
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<tr>
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<td>Same Day - 1 Day</td>
<td>Killeen</td>
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*Units coming from Arlington DC (400) have 2-3 Day Delivery*

**REGION 40 EAST TEXAS / SHREVEPORT**

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<td>Longview</td>
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<td>Same Day - 1 Day</td>
<td>Shreveport, LA</td>
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<td>Same Day - 1 Day</td>
<td>Nacogdoches</td>
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<tr>
<td>224 - Texarkana</td>
<td>Same Day - 1 Day</td>
<td>Tyler</td>
<td>235</td>
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*Units coming from Arlington DC (400) have 2-3 Day Delivery*

**PRODUCTS AVAILABLE**

**SPLITS**

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<th>Delivery Time</th>
<th>Sales Center Location</th>
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<td>3-5 Ton</td>
<td>RAV SC</td>
<td>3-6 Ton</td>
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<td>N4H4 SP</td>
<td>3-5 Ton</td>
<td>RAS SC</td>
<td>7.5-25 Ton</td>
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<tr>
<td>CAS SC</td>
<td>6-20 Ton</td>
<td>RHX HP</td>
<td>3-5 Ton</td>
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<tr>
<td>CHS HP</td>
<td>6-20 Ton</td>
<td>RFS HP</td>
<td>7.5-20 Ton</td>
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<tr>
<td>FAS SC</td>
<td>6-20 Ton AH</td>
<td>RGV GE</td>
<td>3-6 Ton</td>
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<tr>
<td>PHS HP</td>
<td>6-20 Ton AH</td>
<td>RGS GE</td>
<td>7.5-25 Ton</td>
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</tbody>
</table>

**PACKAGE**

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of the huge increase in violent crime, we are more afraid. Second, because of highly advanced technology and how that affects our jobs, we are insecure in our professions. Finally, because of the widespread problems of marriages and divorces, we are more alone. The big difference from the past is that physical labor does not absorb a lot of our attention, but mental work requires us to fully concentrate on the project. Which, if it does not go well, creates stress in the project. Which, if it does not go well, creates stress in the project. Which, if it does not go well, creates stress in the project. Which, if it does not go well, creates stress in the project. Which, if it does not go well, creates stress in the project. Which, if it does not go well, creates stress in the project. Which, if it does not go well, creates stress in the project. Which, if it does not go well, creates stress in the project. Which, if it does not go well, creates stress in the project. 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Management by the Book

In the next few issues of this publication, I want to talk about business management principles and ethics as laid down by one of the oldest books of wisdom and human enterprise ever written: the Bible.

Now before you roll your eyes and groan, “Oh crud, another preacher telling me how to live my life!”, let me promise you that there will be no “preaching” in these columns or, for that matter, any attempt to proselytize you or to convince you to believe as I do. I fully respect whatever you hold as your personal belief system, be it like mine (Christian), Judaism, Islam, or any other faith (or no faith at all). Human nature cuts across all faiths and that is my point—that this book that many revere (and some despise) has a lot to say to the human condition and how to deal with it.

Is Money Evil?

One of the most mis-quoted statements from the Bible is that money is evil. The Bible never says that. Not once. Ever. What it does say is that the love of money (or, literally in the original language, Greek, “a greedy and strong desire for money”) is the source of all types of evil. Money is not bad. Nor is it good. It is a thing, and a thing cannot be bad or good. It can only be bad or good in the way a moral agent (a human being) uses (or abuses) it. I start this column with that point because I know many people think that money is evil and thus avoid it and boast in their poverty, but they don’t realize that money has a purpose that, when fulfilled, can lead to blessings for many, many people.

The warning throughout the Bible is that a fixation on money can divert your attention from the really important matters in life (like your relationship to your Creator and your fellow human beings). I live in Phoenix, Arizona where the world-famous Mayo Clinic has one of its three major hospitals. I have used its services over the years and can attest that if any doctors can find a way to heal you (or at least help you deal with your maladies) it is the amazing team and the Mayo Clinic. The Mayo Clinic is not cheap. But what a lot of people don’t know is that much of the funding for the Mayo Clinic comes from private donors. For instance, the atrium of the hospital in Phoenix was built with funds provided by radio host Paul Harvey and his wife. How many orphanages have been built by people with no money? Or schools? Or libraries? (Need I mention that Andrew Carnegie, the steel baron, gave a great deal of his fortune for the establishment of libraries around the United States, as well as the famous Carnegie Hall?)

The Good Thing of Work

People acquire money through the process of work. Most people work for someone else—they enter data into a computer, or bend sheet metal, or wire computers, or pave highways, and so on. They exchange their labor for money. The same is true of those who don’t do “manual labor”—they exchange their knowledge and know-how for money. And some own companies that hire people who do these things. In the long run, it matters not whether you earn your money from flexing your muscles or exercising your gray matter or running a company that utilizes your knowledge and skills. I know a lot of Christians who point to the curse God placed on Adam for his rebellion in the garden of Eden as proof that work is bad. But that is shortsighted and totally misses the point. The facts are that before Adam rebelled, he worked—he took care of Eden, and that must have been a pretty big job (imagine you and your mate taking care of a game preserve the size of New Jersey!). It is just that in his sentence on Adam for the rebellion that God said, “From now on, your work is going to be a whole lot harder!”

So don’t let anyone say that hard work is bad or that ambition is evil. After all, Proverbs 14:4 tells us, “Without oxen a stable stays clean, but you need a strong ox for a large harvest.” In other words, if you want a full barn, work your tail off.

Next column we’ll look at the way you relate to your employees and customers to make (or break) your business. Until then, “Keep Busy!” (It’s the motto of the U. S. Army Corps of Engineers, and is good advice. By the way, the Corps’ unofficial motto, “God would have done it if he had the money!”)

1 See I Timothy 6:10
2 See Genesis 3:17-19
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- Adjust even the most complex systems, with intuitive measurement menus
- All common refrigerants stored, and new ones updated for free
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Based on contractor feedback, Ruud delivered an inspired commercial HVAC line that offers a new level of performance and energy efficiency—all backed by a nationwide distribution network and the committed support you expect from Ruud.

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- Build-to-order solutions for all efficiency levels
- Ultra™ series models are 2023 DOE Efficiency Standards Compliant
- Industry standard footprint
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*When compared to current baseline technology

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- AC21 units feature an unmatched limited 1-year labor warranty, lifetime compressor and 10-year parts limited warranties on registered outdoor units.

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TACCA Greater Houston Crawfish and Clay Shoot

TACCA Greater Houston held their annual Crawfish and Clay Shoot at Texas Premier Sporting Arms in Sealy TX on May 3rd. The annual event featured a catered crawfish dinner, awards and raffle prizes. After the threat of stormy weather at first, the event was held and a great time was had by all.

Team Ultra Mechanical
Team Rapid Recovery
Team Lennox and EB Air
Team Kingwood AC

Team Hunton Companies
Team General Truck Body and Payless Insulation
Team Environmental Air Services
Team Century AC Supply

Team Carrier Enterprises
Team Aces AC Supply
Laurelyn Arriaga, TACCA GH Executive Director Amy Wallace and Roy Johnson
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NEW FULLY STOCKED LOCATIONS
Full line stocking distributor for all parts, supplies and accessories
Goodman Distribution Dealer Day in College Station TX

*Goodman Distribution hosted a Dealer Day in College Station TX on May 23rd.*

*The event had breakfast, a vendor fair, raffle prizes and a catered crawfish lunch.*
Friedrich AC Contractor and BBQ Mixer

*Friedrich held an AC Contractor and BBQ dinner mixer at their headquarters in San Antonio TX on May 2.*

The event included a tour of Friedrich’s engineering plant, catered BBQ dinner, product demos, drinks and raffle prizes.

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- Six free-to-the-contractor programs
- Financing for service only projects up to $12,500
- Free consumer pre-screen to know your customer’s full buying power
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**Texas HVAC/R License Prep Course**

June 22/23 - San Antonio

July 20/21 - Houston

**Time:** 8:00 am till 5:00 pm

**Cost:**
- $425.00 TACCA Member
- $525.00 Non Member

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

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

**Discounted book packages available with class registration**
Thank You to all our Recent New Members!

TACCA sends out a HUGE Thank You to our recent new members. Your support of TACCA and the HVAC/R industry in Texas are a constant reminder of why this is the "coolest" industry around. Thank You!

A/C Tex
ABC Home and Commercial (Coastal Bend)
Adam & Son’s A/C & Heating
Air Express Air Conditioning and Heating
Alamo Heating and Air Conditioning
Alfa Cantor
B&A Service Company, Inc
Big Country Air
Card Connect
David Services, Inc.
DLL Financial Services
DMC Mechanical Contracting LLC
Floresville Air Conditioning and Heating
Gilchrist Automotive
Jackson Supply Company
JR Hobbs Co
Kedem Financial
Live Oak Bank
Luling Housing Authority
Malcolm Heating and Air
Meyer Heating & A/C, INC.
Petter Built Heating and Cooling
Platinum Copier Solutions
QuanAir Quality & Value Heating and AC
Service First Processing
Services by Reliant
simPro
SOS Mechanical
Triangle Air Care
Universal Home Experts
Venti Air Products
Wetzel’s Heat and Air

Cypress, TX
Corpus Christi, TX
Lockhart, TX
San Antonio, TX
San Antonio, TX
Aledo, TX
Covington, GA
Weatherford, TX
Lancaster, TX
Wayne, PA
San Antonio, TX
Floresville, TX
Weatherford, TX
Houston, TX
Lawrenceville, GA
San Antonio, TX
Wilmington, NC
Luling, TX
North Richland Hills, TX
New Braunfels, TX
Georgetown, TX
Humble, TX
San Antonio, TX
Boynton Beach, FL
Houston, TX
Broomfield, CO
Round Rock, TX
Beaumont, TX
Houston, TX
Houston, TX
Winnsboro, TX

TACCA Membership Benefit #4 - TACCA Members receive a FREE Associate Membership in the ServiceRoundtable program. That’s right get a TON of FREE stuff to help you run your business more efficiently as well as improve your marketing efforts. FREE with your TACCA membership!

FAQ’s — From the Texas Department of Licensing

I am an A/C and Refrigeration Contractor and want to be certified to perform the repair and installation of LP gas appliances. How do I obtain this certification?

Contact the Texas Railroad Commission at (512) 463-6933, or Fax (512) 463-7292 and ask for Form 16B, Application for Examination Exemption by a Class A or B Air Conditioning and Refrigeration Contractor.

Need an HVAC CE Course or License Prep Course?

More than 2800 HVAC Professionals Use TACCA Program’s each year!

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Visit us at www.tacca.org, or call 800.998.HVAC (4822) to become one of the more than 5000 contractors across Texas who receive our information.
Dallas, TX - Century A/C Supply, a leading HVAC distributor in the state of Texas, continues to grow their footprint by opening 2 stores in the DFW area, bringing the total locations in the area to seven. “Century strives to establish conveniently located branches to serve customers in areas we determine have the most need, which allows our customers to spend less time driving to supply houses and more time making money on calls” states Todd Shadden, General Manager of the York Region.

Century’s 25th Texas location opened January 7, 2019 in Lewisville, which is north of Dallas. This store is managed by Robin Jackson, who is new to Century but has been in the HVAC business for over 20 years. “Robin’s determination to grow this store and build a cohesive team makes her the best choice to manage this new location and a great asset to our company” states Shadden.

Century’s 26th location opened March 4, 2019 in Mansfield, which is southwest of Dallas. This store is managed by Eric Huddleston who was recently promoted to manager from his previous roles with Century as counter sales at Dallas and as interim store manager at our Fort Worth branch. Century has a strong commitment to growing employees and enabling them with opportunities for promotion.

Both stores offer customers a one-stop shopping experience with increased space for inventory and knowledgeable, friendly staff. Century customers have access to training classes and an extensive offering of quality HVAC brands such as York commercial and residential products, Honeywell, Parker, M&M and more. In addition, contractors can easily access Century’s award-winning technical support advisors who have years of experience and training and can quickly diagnose and help contractors on the job site.

Century also recently launched a convenient web app to help customers access useful items and shop on the go while staying up to date with the latest branch openings.

San Antonio, TX - Century A/C Supply, a leading HVAC distributor in the state of Texas, recently relocated their West San Antonio store. The new store is located at 515 Richland Hills Drive in West San Antonio and replaced the location on Bandera Road.

“We’ve been looking to relocate our West San Antonio store because we had outgrown the space. This new location has increased warehouse space, an expanded showroom, and a training room” states Todd Shadden, General Manager of Century’s York Region. The store is managed by Kevin Perry, who has been with Century for over 28 years.

This location, like all Century branches, offers a one-stop shopping experience for customers and knowledgeable, friendly staff. Century customers have access to training classes and an extensive offering of quality HVAC brands such as York commercial and residential products, Honeywell, Global, Fieldpiece and more. In addition, contractors can easily access Century’s award winning technical support advisors who have years of experience and training and can quickly diagnose and help contractors on the job site.

For more information about Century A/C Supply and to find current Texas locations, visit www.CenturyACSupply.com.

About Century A/C Supply
Century A/C Supply is the York distributor in the DFW area and a leading wholesale distributor of heating, ventilation and air conditioning equipment and parts with 26 locations throughout the state of Texas. Headquartered in Houston, Century has been recognized by the Houston Chronicle as a Top 100 Private company and a Top Workplace in Houston. Learn more about Century A/C Supply at www.CenturyAC.com.

The Texas Department of Licensing and Regulation (Department) announces three vacancies on the Air Conditioning and Refrigeration Contractors Advisory Board (Board) established by Texas Occupations Code, Chapter 1302. The purpose of the Board is to advise the Texas Commission of Licensing and Regulation (Commission) in adopting rules, administering and enforcing the Occupations Code covering Air Conditioning and Refrigeration, and setting fees. Service as a Board member is voluntary, and compensation is not authorized by law. This announcement is for:

- one member who holds a Class A license and practices in a municipality with a population of more than 250,000, who employs organized labor

The Board consists of nine members appointed by the presiding officer of the Commission with the approval of the Commission. At least one appointed Board member must be an air conditioning and refrigeration contractor who employs organized labor.

The Board is composed of the following members:

1. one official of a municipality with a population of more than 250,000;
2. one official of a municipality with a population of not more than 250,000;
3. five full-time licensed air conditioning and refrigeration contractors: one member who holds a Class A license and practices in a municipality with a population of more than 250,000; one member who holds a Class B license and practices in a municipality with a population of more than 250,000; one member who holds a Class C license and practices in a municipality with a population of more than 25,000 but not more than 250,000; one member who holds a Class C license and practices in a municipality with a population of not more than 25,000; and one member who holds a license of any classification under this chapter, is principally engaged in air conditioning and refrigeration contracting, and practices in a municipality;
4. one member must be a building contractor who is principally engaged in home construction and is a member of a statewide building trade association; and
5. one member of the public.

Interested persons should submit an application on the Department website. Applicants can also request an application from the Department by telephone (800-803-9202) or by email (advisory.boards@tdlr.texas.gov).

This is not a paid position and there is no compensation or reimbursement for serving on the Board.
Forty-three states added construction jobs between April 2018 and April 2019, while construction employment increased in 32 states and the District of Columbia from March to April, according to an analysis by the Associated General Contractors of America of Labor Department data released today. Association officials said the strong gains show demand for workers remains robust and they urged federal officials to enact immigration reforms to boost the supply of qualified workers.

“Construction employment rose in most states over the past year, yet the record number of job openings at the end of March implies contractors would add even more workers if they could,” stated chief economist Ken Simonson. “The count of states with rising construction employment in the latest month would be still higher if more workers were available.”

Texas added the most construction jobs over the year (32,500 jobs, 4.4 percent), followed by Florida (22,600 jobs, 4.2 percent), Arizona (19,800 jobs, 12.7 percent) and California (19,000 jobs, 2.2 percent). West Virginia added the highest percentage of construction jobs over 12 months (33.7 percent, 12,200 jobs), followed by Nevada (14.6 percent, 13,000 jobs), Arizona, Alaska (12.3 percent, 1,900 jobs), Wyoming (11.8 percent, 2,300 jobs) and Minnesota (11.4 percent, 13,100 jobs). Construction employment reached a record high in four states: Massachusetts, Oklahoma, Oregon and Texas.

Seven states and the District of Columbia shed construction jobs over the latest 12 months. The largest job loss took place in Louisiana (-8,400 jobs, -5.5 percent), followed by South Carolina (-3,600 jobs, -3.5 percent) and Mississippi (-1,800 jobs, -4.0 percent). Vermont had the steepest percentage decline in construction jobs over the 12-month span (-7.2 percent, -1,100 jobs), followed by Louisiana, Maine (-4.1 percent, -1,200 jobs), Mississippi and South Carolina.

Illinois added the most construction jobs between March and April (7,500 jobs, 3.3 percent), followed by Texas (5,800 jobs, 0.8 percent), Missouri (3,400 jobs, 2.8 percent) and Arizona (3,000 jobs, 1.8 percent). Iowa added the highest percentage of construction jobs for the month (2.4 percent, 2,600 jobs), followed by Illinois, Arkansas (2.8 percent, 1,400 jobs) and Missouri.

Construction employment decreased from March to April in 15 states and was unchanged in Alaska, South Dakota and Vermont. Wisconsin lost the most construction jobs for the month (-2,400 jobs, -1.9 percent), closely followed by Connecticut (-2,300 jobs, -3.7 percent) and West Virginia (-2,100 jobs, -4.2 percent). West Virginia, Connecticut and Wisconsin also had the steepest percentage losses of construction jobs between March and April.

Association officials said the record number of job openings in construction underscores the urgency of enacting immigration reforms that would enable contractors to bring qualified guest workers into the country, along with strict safeguards for American jobs and reduced incentives for individuals to enter the country illegally. They called on Congress and the president to include construction trades that are in short supply in urgently needed immigration reform legislation.

“Contractors face an ever-increasing challenge to find enough qualified workers to hire 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 is essential for keeping needed construction on track.”

South San H.S. AC Program Air Conditioning Competition

The South San Antonio High School Air Conditioning Program, under the direction of AC Instructor Benny Hernandez, held it’s annual HVAC Skills Competition on April 5 of this year. Seven students from the Program, which has an enrollment of 24 students looking to make the HVACR industry their careers, qualified for the competition this year.

As part of the competition students must complete a series of HVAC tasks and are judged on the quality completion of the task, professionalism, appearance, proper use of tools and equipment and safety. Scores were tabulated to determine the First, Second and Third place finishers. Prizes such as tools and equipment donated by Beyer AC Service Co., County Wide Service Co. and Johnstone Supply were awarded to the students.


The top three places in the competition went to:
- Alberto Olmos - 1st Place
- Gabriel Urdiales - 2nd Place
- Damian Martinez - 3rd Place
Solar Supply hosts 26th Annual Ray L. Dingler Memorial Golf Tournament

Solar Supply held their 26th Annual Ray L. Dingler Memorial Golf Tournament benefitting the McNeese State University golf teams on Tuesday May 7th in Lake Charles, Louisiana. The Monday practice round and Tuesday Tournament were held at the Gray Plantation Golf Club. Participants in the golf tournament helped purchase a handmade McNeese Cowboys cooler and Mr. Quitman Moon presented the surprise gift to Mr. Ronnie Dingler the night before the tournament.
Milwaukee – Johnson Controls announces the YORK® YZ Magnetic Bearing Centrifugal Chiller was presented a Bronze Award at the 2019 Edison Awards celebration on April 4th in New York City. The cutting-edge chiller was selected as a winner in the Environmentally Friendly Solutions sub-category of the Energy and Sustainability award category.

“The entire Global Chiller Products team at Johnson Controls is honored to be selected for this prestigious recognition,” said Laura Wand, vice president and general manager, applied systems, building technologies and solutions at Johnson Controls. “Our long-standing commitment to delivering revolutionary chiller solutions to our customers led to the design and engineering of the industry’s most efficient, environmentally-friendly centrifugal chiller.”

Named after Thomas Alva Edison, the Edison Awards annually honor excellence and innovation in new product and service development, marketing, and human-centered design, and are one of the highest accolades a company can receive in the name of successful innovation.

Products go head-to-head in 16 categories including: aerospace innovation, consumer goods, health & wellness, social innovation. Finalists are selected by members of the Edison Awards Steering Committee and a panel of over 3,000 leading professionals, including senior executives with diverse marketing, scientific, and business backgrounds, vote on the winners. The panel of judges evaluate all award entries based on concept, value, delivery, and impact.

The YORK® YZ Magnetic Bearing Centrifugal Chiller is optimized for ultimate performance around next-generation low-global warming potential (GWP) refrigerant R-1233zd(E) to provide the highest possible efficiency. The YORK® YZ chiller provides centrifugal chiller energy efficiencies as low as 0.1 kW/ton in off-design conditions where typical fixed-speed chillers experience performance issues. It has the potential to reduce annual electricity consumption by an average of 35 percent.

The YORK® YZ Chiller was designed with a holistic approach to system design with engineering optimization for every component around R-1233zd(E). The chiller is a unique combination of advanced technologies, including a variable speed magnetic bearing compressor, high-speed hermetic induction motor, falling film evaporator, and adaptive capacity control logic, all supported by the YORK® team with decades of experience.

The YORK® YZ Chiller has received numerous awards including the AHR Innovation Award Cooling Category Winner, China Refrigeration 2018 Innovation Product Award, Buildings Money-Saving Products Award and Consulting Specifying Engineer 2018 Product of the Year Award. It has also been named a finalist for these awards - RAC Cooling Industry Award, Energy Awards 2018 and HVR Awards 2018.

To learn more about the YORK® YZ Magnetic Bearing Centrifugal Chiller, visit www.YORK.com/Next.
HARDI Announces Agenda for its 2019 Emerging Leaders Summer Conference

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has announced the agenda for its upcoming Emerging Leaders Summer Conference in Milwaukee, WI, from July 14-16.

This year’s event will focus on Financials and Profitability, which is one of the 6 rotating topics in the program – other topics include Self-Leadership, Leading Teams, Leading the Organization, Functional Leadership, and Strategic Planning.

The first day of content begins with Texas A&M’s Dr. Barry Lawrence, who will use examples from Texas A&M’s Global Supply Chain Laboratory to demonstrate distributor growth strategies and the importance of alignment between distributors and suppliers. Following Dr. Lawrence, HARDI’s own Economist and Director of Market Intelligence, Dr. Paul Hallman, will discuss ways that Emerging Leaders can enhance their own business intelligence capability.

A networking boat cruise will allow attendees the opportunity to network and a Polaroid Scavenger Hunt provides a unique and fun teambuilding activity.

Additionally, the Emerging Leaders Summer Conference will continue to feature the mentor-led roundtable sessions. This session has become a true highlight of the event where future leaders get to learn from HARDI’s current high-profile industry leaders.

The closing keynote speaker for the event is Emmy Award Winning Producer Brandon T. Adams. Adams is a serial entrepreneur owning a stake in several businesses including Accelerant Media Group and Arctic Stick.

“I am so excited for this year’s Emerging Leaders Summer Conference, which features content that targets so many pain points that our members experience,” said Nick Benton, director of talent development, HARDI, who facilitates the Emerging Leaders program. “The Emerging Leaders Task Force (the volunteer committee of HARDI Emerging Leaders who plan the content each year) worked so closely with our speakers to ensure they understood the dynamic of the program and the room they’ll be speaking to. Our goal is to send everyone back to their teams with strategies that they can begin implementing immediately.”

Trump to end steel and aluminum tariffs with Mexico and Canada

U.S. trade negotiators have reached a deal with officials from Canada and Mexico to lift the 25 percent steel and 10 percent aluminum tariffs on imports from those countries. The steel and aluminum tariffs have been a sticking point from Congressional leaders in trying to get the U.S., Mexico, Canada Agreement (USMCA) approved by Congress, however removing the tariffs does not guarantee the measure will be approved this year.

The tariffs will no longer be applied to imports from Canada and Mexico starting over the weekend.

Some trade policy experts were worried the deal would cap the amount of imports from Canada and Mexico, however the final deal does not contain quotas. The deal does require both countries to prevent other countries, especially known dumpers of cheap steel and aluminum, from sending product through Canada and Mexico to avoid the tariffs.

The addition of tariffs on steel and aluminum put in place last year has increased prices on many HVAC products and caused retaliatory tariffs from our trading partners. With the removal of the tariffs from our largest source of steel imports, we are one step closer to returning to price stability that has been interrupted by various trade disputes in recent years.

As always, feel free to reach out to Alex or me if you have any questions about this process or the tariffs themselves.

Palmer Schoening
Vice President of Government Affairs

The next Texas Commission of Licensing and Regulation meeting is scheduled for Tuesday, June 25, 2019 at 8:30 a.m. in the 1st Floor Public Meeting Room of TDLR’s North Campus Building, located at 1106 Clayton Lane, Suite 125E, in Austin. When the agenda and staff reports are available, they will be posted online. The meeting will be broadcast live on TDLR’s YouTube channel.
ASHRAE and AIA Sign MoU to Join Forces to Improve Sustainability

Atlanta – ASHRAE and the American Institute of Architects (AIA) have signed a new Memorandum of Understanding (MoU) formalizing the organizations’ relationship.

The MoU was signed by 2018-2019 ASHRAE President Sheila J. Hayter and AIA President William J. Bates on May 22. The agreement defines parameters on how the two societies will collaborate more closely to continue promoting the advancements of a more sustainable built environment.

Areas of potential collaboration include, but are not limited to: general advocacy; research; technical committee coordination; joint conferences and meetings; young professionals’ development; training and education programs; publication distribution; community service and diversity and inclusion.

“ASHRAE is pleased to establish this cooperative agreement with AIA as we seek to leverage the synergies of our organizations in accelerating our common objective of advancing the built environment through sustainable practices,” said 2018-2019 ASHRAE President Sheila J. Hayter, PE. “This MoU formalizes a long-standing collaboration between ASHRAE and AIA. We appreciate AIA’s support over the years and look forward to the continued opportunity to work together.”

“The AIA and ASHRAE Memorandum of Understanding continues to advance our shared commitment to sustainability in the built environment,” said AIA 2019 President William J. Bates, FAIA. “By working together, members of AIA and ASHRAE will benefit from collaborative events, common values, best practice sharing, and joint advocacy efforts.”

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for March 2019 decreased 6.6 percent, to 387,118 units, down from 414,458 units shipped in March 2018. Residential electric storage water heater shipments decreased 8.1 percent in March 2019 to 358,666 units, down from 390,281 units shipped in March 2018.

Year-to-date U.S. shipments of residential gas storage water heaters decreased 0.2 percent, to 1,177,772, compared to 1,180,448 shipped during that same period in 2018. Residential electric storage water heater shipments decreased 0.3 percent year-to-date, to 1,100,387 units, compared to 1,104,062 shipped during the same period in 2018.

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 1.3 percent in March 2019, to 9,734 units, down from 9,860 units shipped in March 2018. Commercial electric storage water heater shipments increased 3.5 percent in March 2019, to 13,904 units, up from 13,431 units shipped in March 2018.

Year-to-date U.S. shipments of commercial gas storage water heaters decreased 6.3 percent, to 23,779 units, compared with 25,374 units shipped during the same period in 2018. Year-to-date commercial electric storage water heater shipments increased 7.9 percent, to 37,627 units, up from 34,873 units shipped during the same period in 2018.

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 813,605 units in March 2019, down 1.8 percent from 828,513 units shipped in March 2018. U.S. shipments of air conditioners decreased 2.4 percent, to 746,975, up from 724,700 units shipped during the same period in 2018. U.S. shipments of air-source heat pumps decreased 0.7 percent, to 298,252 units, down from 300,472 units shipped in March 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.9 percent, to 1,861,009, up from 1,827,120 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners increased 1.1 percent, to 1,114,034 units, compared with 1,102,420 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 3.1 percent, to 746,975, up from 724,700 units shipped during the same period in 2018.

Residential Storage Water Heaters

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<tr>
<td>Jan-19</td>
<td>140,251</td>
<td>10,053</td>
<td>1,473</td>
</tr>
<tr>
<td>Feb-19</td>
<td>137,764</td>
<td>9,789</td>
<td>1,508</td>
</tr>
<tr>
<td>Mar-18</td>
<td>144,898</td>
<td>10,268</td>
<td>1,531</td>
</tr>
</tbody>
</table>

Commercial Storage Water Heaters

<table>
<thead>
<tr>
<th>Month</th>
<th>Residential Gas</th>
<th>Commercial Gas</th>
<th>Commercial Electric</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-19</td>
<td>298,252</td>
<td>13,904</td>
<td>37,627</td>
</tr>
<tr>
<td>Jan-19</td>
<td>277,413</td>
<td>14,896</td>
<td>34,873</td>
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<tr>
<td>Feb-19</td>
<td>290,148</td>
<td>13,467</td>
<td>36,061</td>
</tr>
<tr>
<td>Mar-18</td>
<td>300,472</td>
<td>12,985</td>
<td>34,216</td>
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</table>

Central Air Conditioners and Air-Source Heat Pumps

<table>
<thead>
<tr>
<th>Month</th>
<th>Central Air Conditioners</th>
<th>Air-Source Heat Pumps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-19</td>
<td>746,975</td>
<td>298,252</td>
</tr>
<tr>
<td>Jan-19</td>
<td>724,700</td>
<td>300,472</td>
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<tr>
<td>Feb-19</td>
<td>737,153</td>
<td>294,777</td>
</tr>
<tr>
<td>Mar-18</td>
<td>748,909</td>
<td>300,472</td>
</tr>
</tbody>
</table>

U.S. Manufacturers’ Shipments of Central Air Conditioners and Air-Source Heat Pumps
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, certifying and continuing education, ASHRAE shapes tomorrow’s built environment today. More information can be found at www.ashrae.org/news.

ASHRAE Signs MoU Agreement with the International District Energy Association

Atlanta – ASHRAE and the International District Energy Association (IDEA) have signed a new Memorandum of Understanding (MoU) formalizing the organizations’ relationship.

The MoU was signed by 2018-2019 ASHRAE President Sheila J. Hayter, P.E. and IDEA President and CEO Robert Thornton on May 22. The agreement defines parameters on how the two organizations will collaborate more closely to continue to advance and promote the mutual interests of their respective members.

Both organizations seek to collaborate on the following:

• Identifying and advancing industry best practices
• Enhancing opportunities for education and awareness
• Shaping and advocating policies to achieve a more sustainable future
• Cultivating a global community of leaders who are better prepared to address the economic, environmental and climate challenges facing society

“IDEA is committed to optimizing the integration of buildings with both thermal and electrical district energy systems, which aligns well with ASHRAE’s priorities,” said 2018-2019 ASHRAE President Sheila J. Hayter, P.E. “This dedication makes IDEA a natural fit as an ASHRAE strategic partner and will strengthen both societies’ members to continue striving toward a healthier built environment and a more sustainable world. I am pleased to sign this MoU on ASHRAE’s behalf and look forward to working with IDEA.”

Areas of potential collaboration include, but are not limited to: general advocacy; publication distribution; education and training programs; technical activities coordination; and research.

“For over a century, ASHRAE members have contributed to advancing research, expertise and awareness on how best to shape our built environment for energy efficiency and economic productivity,” said IDEA President & CEO Robert Thornton.

“As energy professionals, we face increasing urgency to solve the complex challenges of climate change, especially in our cities, communities and campuses, where energy density enables solutions like district energy to maximize energy recovery, strengthen resiliency, reduce emissions and optimize integration of electricity and thermal energy. This partnership will strengthen collaboration on designing and building the energy solutions we will need for the future that we seek.”

ASHRAE Launches New Refrigeration Webpage

Atlanta – ASHRAE announced the launch of a webpage to encourage the advancement of refrigeration technology and its application.

The new Refrigeration webpage, referred to as the “R” in ASHRAE, highlights the Society’s commitment to supporting the role of refrigeration worldwide. The webpage features resources information and publications concerning refrigeration and refrigerants such as standards, design guides, ASHRAE courses and more.

During her term, 2018-2019 ASHRAE President Sheila J. Hayter, P.E., appointed ASHRAE Region IX Director and Regional Chair Trent Hunt to oversee a Task Board Group on Refrigeration. One of the primary outcomes of this task group was the release of the refrigeration page.

“ASHRAE has a longstanding history of supporting refrigeration research and technology,” said Hayter. “This page incorporates ASHRAE’s past in refrigeration, while keeping visitors abreast of our current objectives and leading the conversation on the future of refrigeration. We are confident that this page will be a powerful resource to industry professionals and the general public alike.”

Additional features of the webpage include:

• ASHRAE endorsed conferences and events covering refrigeration and refrigerants
• Refrigerant designations
• Interviews with members in the field of refrigeration
• Research and news on refrigeration-related topics

Recently, ASHRAE and the International Institute of Refrigeration (IIR) announced the establishment of new definitions for five refrigeration keywords, further emphasizing the importance of the refrigeration process to the health, comfort, and welfare of humanity.

Visit the ASHRAE Refrigeration page at www.ashrae.org/refrigeration.

ASHRAE Signs MoU Agreement with New Buildings Institute

Atlanta – ASHRAE and New Buildings Institute (NBI) have signed a new Memorandum of Understanding (MoU) formalizing the organizations’ relationship.

The MoU was signed by 2018-2019 ASHRAE President Sheila J. Hayter, P.E. and NBI CEO Ralph DiNola, on May 14 in Seattle, Wash. The agreement defines parameters on how the two organizations will collaborate more closely to continue to advance and promote the mutual interests of their respective members and stakeholders.

This agreement compliments Ms. Hayter’s theme for the Society year “Building Our New Energy Future,” and is focused on three main areas of collaboration that will be further detailed in a future partnership agreement:

• Zero Energy/Emissions Building Leadership and Market Development
• Education and Design Guidance
• Advancing Codes and Policies

“ASHRAE believes in the impact of our collaborative efforts in accelerating meaningful progress toward optimizing the design and performance of buildings,” said 2018-2019 ASHRAE President Sheila J. Hayter, P.E. “NBI’s commitment to better energy performance and emission reductions in buildings aligns well with ASHRAE’s industry longstanding leadership in advancing the growth and innovation of the built environment. We are pleased to sign this MoU and look forward to working with NBI.”

Parameters of the agreement include but are not limited to: general advocacy; joint conferences and meetings; chapter collaboration; publication development and distribution; education and training programs; technical activities coordination and research.

“We value this partnership with ASHRAE and are excited to leverage this collaboration to better support ASHRAE’s members with tools, resources, training and education to rapidly scale zero energy and zero emissions buildings,” said NBI CEO Ralph DiNola. “This MoU will focus our efforts and help us to plan our successful collaboration into the future and significantly increase our impact.”
ASHRAE Learning Institute Announces HVAC Design Training Schedule

Atlanta – ASHRAE Learning Institute (ALI) has released its remaining 2019 schedule of HVAC Design and Operations training offerings.

“The HVAC Design Level I and II training teaches a systematic approach to guide a design team to a solution that optimally meets the client’s expectations,” said Donald Brandt, course instructor. “This training allows practicing engineers, designers and industry professionals an opportunity to expand their exposure to HVAC systems design procedures for a better understanding of system options.”

**HVAC Design: Level I – Essentials** provides intensive, practical training ideal for recent technical or engineering school graduates and engineers new to the HVAC field. Developed by industry-leading professionals selected by ASHRAE, the training provides attendees with the fundamentals and technical aspects of HVAC design, installing and maintaining HVAC systems, that can be put to immediate use.

**HVAC Design Level II – Applications** provides instruction in HVAC system design for experienced HVAC engineers and those who have completed the HVAC Design: Level I – Essentials. The training covers the technical aspects of design and methods to increase energy savings through innovation in HVAC design.

ALI courses provide professional development through in-depth information that is timely and practical.

The courses offered are as follows:

<table>
<thead>
<tr>
<th>DATE</th>
<th>LOCATION</th>
<th>LEVEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>July 14-16, 2019*</td>
<td>Denver, Colo.</td>
<td>Level I</td>
</tr>
<tr>
<td>August 5-9, 2019</td>
<td>Detroit, Mich.</td>
<td>Level I and II</td>
</tr>
<tr>
<td>September 9-11, 2019*</td>
<td>Nashville, Tenn.</td>
<td>Level I</td>
</tr>
<tr>
<td>September 16-20, 2019</td>
<td>Jersey City, N.J.</td>
<td>Level I and II</td>
</tr>
<tr>
<td>October 7-11, 2019</td>
<td>Salt Lake City, Utah</td>
<td>Level I and II</td>
</tr>
<tr>
<td>November 4-8, 2019</td>
<td>Atlanta, Ga.</td>
<td>Level I and II</td>
</tr>
</tbody>
</table>

*Presented in partnership with APPA, including added focus on Facilities Management.

To register, visit the HVAC Design and Operations page on ashrae.org.

Johnstone Supply - The Connected Home

*Be the Expert - Expand your Business Seminar - NEST Seminar*

On April 30th, 2019, several Johnstone Supply distributors and customers from the Austin, San Antonio and Corpus Christi Areas attended a half day seminar at the Google Campus in Austin, TX on understanding how the “Smart Home” business category applies to the HVAC contractor.

Topics discussed included:
- The Connected Home – 60-Billion-Dollar Industry
- Most & Best chance for rapid growth in HVAC Industry
- Strategies for long term and sustainable growth
- Johnstone Strategy for HVAC contractor support
- Hands on Learning for mesh-network set-up, Plus more…
### Calendar of Events

**Each event is from 8am until 11am with breakfast provided. Vendors, prizes and food.**

**June:**
- 6/6 – Jersey Village
- 6/18 – N. Loop

**July:**
- 7/9 – Sugar Land
- 7/25 – Pearland/Webster

**August:**
- 8/8 – JFK
- 8/20 – Conroe/Katy

---

### Goodman Distribution Dealer Day Schedule


The newly designated ANSI/AMCA Standard 610-19 establishes uniform test methods for determining the performance characteristics and accuracy of airflow measurement stations under varied airflow rates and conditions.

Revisions to ANSI/AMCA Standard 610 include:
- Updated terminology.
- Units and symbols made consistent with normative-reference ANSI/AMCA standards.
- No changes were made to calculations or the reporting of test results.

The cost of ANSI/AMCA Standard 610-19 is $45 for members and $90 for non-members. To purchase, visit AMCA’s online store.

---

### Johnstone Supply Training Calendar

**Check out "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

**Goodman Distribution Dealer Day Schedule**

Each event is from 8am until 11am with breakfast provided. Vendors, prizes and food.

**June:**
- 6/6 – Thursday- Jersey Village
- 6/18 – Tuesday- N. Loop

**July:**
- 7/9 – Tuesday- Sugar Land
- 7/25 – Thursday- Pearland/Webster

**August:**
- 8/8 – Thursday- JFK
- 8/20 – Tuesday- Conroe/Katy

---

### 30th Annual Golf Tournament

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Mitsubishi Electric Trane HVAC US Presents Diamond Leadership Awards

Distributors awarded for accomplishments, support of METUS

METUS Diamond Leadership Award Winners and METUS executive team (from left to right) Steve Searborough, Mark Kunz, Vince Staneck (AC Systems, Inc.), Scott DelPinto (Homans Associates), Mark Potenza (Homans Associates), John Steele (CFM Equipment Distributors, Inc.), Bret van den Heuvel (Genesco, Inc.), Steve O’Brien, Rafael Merendiz (RefriPro), Brian Heckler (Comfort Supply, Inc.), Ted Henska (G.W. Berkeheimer Co., Inc.), Roger Satterfield (Ferguson Enterprises, LLC), Adolfo Perez (Inenco Distributing, Inc.) and Tom Dowling.

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, recently presented its 2019 Diamond Leadership Awards to recognize Fiscal Year 2018 performance. Winning distributors received their awards in front of METUS staff at the company’s headquarters in Suwanee.

Diamond Leadership Award winners and their guests were invited to an appreciation event held at The Ritz-Carlton, Atlanta May 2-5, 2019 to celebrate a successful year and learn about new products, programs and strategies. Events included: a tour of METUS headquarters, one-on-one business meetings with the executive team, a visit to the Porsche® Experience Center, golf outings, fine dining and an awards ceremony to celebrate the winners’ accomplishments.

“Hosting distributor representatives from each of our business units is always a great opportunity for us to learn more about trends, updates and business challenges from around the country, as well as celebrate industry leaders who are excelling in the HVAC business,” said Mark Kunz, chief executive officer, Mitsubishi Electric Trane HVAC US. “Our hope is that our distributors left Atlanta with confidence in how much we appreciate their collaboration and how vital they all are in continuing to grow our respective businesses.”

The National Diamond Leadership Award was presented to Genesco, Inc. of Tacoma, Washington from the West Business Unit. Bret van den Heuvel accepted the award on behalf of the company at the awards ceremony on May 3.

METUS business units presented Diamond Leadership Awards to commercial and residential channel leaders. The following companies were recognized:

**Residential:**
- G.W. Berkeheimer Co., Inc., Portgaje, IN, Central Business Unit
- Ferguson Enterprises, LLC, Newport News, VA, South Business Unit
- CFM Equipment Distributors, Inc., Sacramento, CA, West Business Unit
- Inenco Distributing, Inc., San Antonio, TX, Southwest Business Unit
- Comfort Supply, Inc., Pittsburgh, PA, Northeast Business Unit

**Commercial:**
- Genesco, Inc., Tacoma, WA, West Business Unit
- AC Systems, Inc., Maryland Heights, MO, Southwest Business Unit
- Homans Associates, Wilmington, MA, Northeast Business Unit

**International:**
- RefriPro, Guatemala City, Guatemala, International Business Unit

Mitsubishi Electric Trane HVAC US Hosts 2019 Diamond Service Group Conference

**DSG Distributor of the Year Winners Announced**

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, recently held its annual Diamond Service Group (DSG) Conference March 4-7, 2019 at the Sonesta Gwinnett Place Atlanta. The conference is an annual meeting of technical service professionals who receive training and technical support for METUS commercial and residential heating and cooling systems.

The DSG network comprises more than 290 technical service support professionals employed by distributors in North America, Latin America and the Caribbean. DSG members serve as the local customer contact for troubleshooting and offer support for all installed METUS systems.

“All year, DSG members have the opportunity to network with peers, professionals and METUS support staff for comprehensive service training and new product updates to enhance their technical support skills for an evolving industry and customer base,” says Mark Rogers, senior manager, national service and program operations, Mitsubishi Electric Trane HVAC US. “Contractors depend on distributors and their DSG members within local markets for their technical expertise and excellence. This conference reinforces METUS’ commitment to continuing technical education through discussions, intensive sessions and other training experiences.”

At the conference, METUS presented several esteemed awards to recognize the success of distributors and their DSG team members in areas of technical case management, field-service support, technical training and overall product support.

The 2019 National DSG Distributor of the Year Award was presented to Meier Supply Co., Inc. and its DSG support group. The team was recognized for its exceptional product and contractor support, as well as its skillset and service of METUS products.

The 2019 Regional Business Unit DSG Distributor of the Year Award is presented to companies in each business unit. The following companies were recognized for achievements in the prior year:
- Ed Binkin and Chuck Gaylord, Meier Supply Co., Concord, NY
- Karl Weichman, Air Conditioning Utilities, Inc., Kearney, NE, Central Business Unit
- Paul Halle, Lyons, Conklin & Co. Inc., Richmond, VA, Southern Business Unit
- Ryan “Buda” Stada, Air Conditioning Warehouse, Honolulu, HI, West Business Unit
- Robert Bergeron, Gulf Coast Air Systems, Lafayette, LA, Southwest Business Unit
- Jose Chacon, Pro-Tech Mechanical Contractors Aruba NV., Oranjestad, Aruba, International Business Unit

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Steve Sunshine, Director of Ecommerce for Gemaire states that taking a premier product and making commerce easier is what the company leadership model.

Leaders program is open to opportunities to practice these theories to improve leadership.

Leadership trainer Leslie...
Central New Mexico Community College
 Granted Accreditation

Central New Mexico Community College in Albuquerque, New Mexico has been granted accreditation of their Heating, Ventilation, Air Conditioning and Refrigeration (HVACR) program, by HVAC Excellence.

The HVACR industry is one of the fastest growing occupations in the United States, featuring careers that cannot be exported or automated. It is also an industry undergoing tremendous change through technological advancements. To make certain that the HVACR program is keeping aligned with these changes, and what the industry requires from successful field technicians, the school voluntarily decided to pursue programmatic accreditation of their HVACR program.

Programmatic accreditation is an independent third-party review of an educational program. The process validates that established standards of excellence for HVACR educational programs are met. These standards are designed to ensure that our future workforce receives the quality of training required to provide the skills necessary for success in the HVACR industry.

In order to pursue accreditation, the staff at the school had to submit a self-study filled with narratives and examples of how they complied with each of the required standards. The self-study, once completed, was sent to HVAC Excellence, allowing their accreditation review board to thoroughly assess for compliance against each standard. HVAC Excellence, having approved the self-study, sent a team to conduct an intense, onsite review of the program. The onsite team consists of two members, one who has served as an HVACR instructor, the other as a school administrator. These onsite team members are seasoned professionals that possess the knowledge, training, and experience to successfully evaluate every aspect of an HVACR program.

Upon a thorough review of all the documentation presented by the school and the onsite accreditation team, the HVAC Excellence accreditation review board decided to grant accreditation of the program. Some of the many benefits of obtaining HVAC Excellence programmatic accreditation include: provide prospective students with quality assurance of the program, provide employers assurance that graduates are properly trained, aid in establishing articulation agreements, serves as a quality assurance for prospective students, and places the program in a public directory of accredited HVACR programs.

Learn more about New Mexico’s largest community college, and their nationally accredited HVACR program by visiting them online at cnm.edu.

JB Industries Awards Winner of 50th Anniversary American Muscle Sweepstakes

Aurora, Illinois - JB Industries, a premier manufacturer of American made HVAC/R tools and equipment, is proud to announce Travis Dahlin of Vilandre Heating, Air Conditioning & Plumbing in Grand Forks, North Dakota as the grand prize winner of the 50th Anniversary American Muscle Sweepstakes. Travis was selected from thousands of eligible entries received in a random drawing.

Says Travis, “Thank you to JB Industries for offering great products that are dependable and made to last! Thank you to RHI Supply for always standing behind the product and getting our technicians at Vilandre the best tools for the job!” Vilandre Heating, Air Conditioning & Plumbing has been providing dependable, reliable and superior customer service to the Grand Forks area since 1935.

Chris Daly accepted a prize on behalf of RHI Supply in Fargo, North Dakota for being the wholesaler that sold the winning entry. “Travis and I were treated exceptionally by everyone at JB. A true class act and a credit to our industry,” stated Chris.

“The American Muscle sweepstakes was a tremendous success,” said Jeff Cherif, President of JB Industries, “Travis is a dedicated, quality technician who is well deserving of the prize and we are very lucky to have selected a loyal JB customer that purchases their pumps through such a great partner as RHI Supply. We would also like to thank all of our loyal wholesalers in the industry who supported the promotion and the thousands of customers who entered the sweepstakes.”
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4. Gallo gun brass Adapter (QBA1) Gallo gun to gauge hose direct coupling.
Brass Adapter

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