



# Air Conditioning TODAY



AUGUST 2019 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 33, No 8

## TACCA Greater Houston Bay Bash



Pictures on page B2.

## Goodman Distribution Dealer Days



Pictures on page B6.

## Hunton Distribution's Annual Hackberry Fishing Trip



Pictures on page B8.

## Trane Unveils Building and Community Investments in Tyler to Deliver Environmental, Social and Business Benefits

Company celebrates investments in its sustainable facility at ribbon-cutting event, and makes donations to advance technical education for hundreds of local children



(Left to Right) Nathaniel Moran, Smith County Judge, Robert Rivers, Tyler Plant Manager, Ted Crabtree, Vice President Operations, Mayor Martin Heines come together to recognize Trane Building and Community investments.

**Tyler, Texas** – Trane®, a leading global provider of indoor comfort solutions and services and a brand of Ingersoll Rand, held a celebration of its business, social and environmental sustainability. Mayor Martin Heines and other community dignitaries joined Trane business leaders, customers and employees to:

- Celebrate the high-performance, energy efficient **Trane and American Standard HVAC** products manufactured in Tyler
- Cut the ribbon on a \$5.3-million renovation to the facility to modernize its offices and showroom, and create a space for its new dealer diagnostics center
- Present three grants from its charitable foundation to further children's education, workforce development, and economic mobility in Tyler

Trane unveiled its efficient renovated space and new Nexia® dealer diagnostics center, which enables HVAC dealers and contractors to remotely monitor and diagnose HVAC performance and efficiency. The investment creates a healthy, comfortable, and aesthetic workspace, and makes the site a destination for customers.

"This is a celebration of our commitment to customers, employees, and our community," said Ted Crabtree, integrated supply chain leader for Trane Residential HVAC and Supply. "As a major employer in the area, we are excited to make these investments in our facility. They help to make this a great place to work, and create a showplace for customers and partners. In addition, with our grant giving, in-kind donations, and volunteer outreach, we strive to help the people in our community live and thrive."

Trane leaders presented \$15,000 in grants to:

- Discovery Science Center, to sponsor 40 campers grades K-6, and waive fees for lower-income children
- Chapel Hill Career Center and Technical Education's brazing

program, to complete a brazing room for up to 120 students; Trane also donated equipment for the training room and are installing to mirror Trane methods

- Whitehouse Independent School District Education Foundation, to support STEM education in title 1 schools. Whitehouse ISD has a high concentration of economically disadvantaged students

The donations are part of the company's commitment to strengthen economic mobility and bolster the quality of life in the communities where it operates and serves.

"We're grateful for this grant, which supports our Maker Space and Robotics camps and helps us further our mission," said Chris Rasure, executive director from Discovery Science Place. "We have been partnering with Trane for many years through volunteering, funding and board involvement to champion STEM education here in our East Texas community. This is one more example of how the company helps kids build passion for learning and knowledge of technology and science."

The Tyler building investments and donations are in line with the company's 2030 Sustainability Commitments, which it announced last month upon accepting the World Environment Center's 35th Annual Gold Medal for International Corporate Achievement in Sustainable Development. The company designed these commitments to:

- Meet the challenge of climate change including reducing customer carbon footprint from buildings, homes and transportation by one gigaton1 CO2e– equivalent to the annual emissions of Italy, France and the United Kingdom combined.
- Transform its supply chain and operations to have a restorative impact on the environment including achieving carbon neutral operations and giving back more water than we use in water-stressed areas.
- Increase opportunity for all, strengthening economic mobility and bolstering the quality of life of our people including gender parity in leadership roles, a workforce reflective of our community populations, maintaining livable market-competitive wages and broadening community access to cooling comfort, housing and food.

To learn more, visit [www.IngersollRand.com/2030](http://www.IngersollRand.com/2030).

## INSIDE

- **Consultants' Corner**.....6,10,18,21
- **Product News**.....5,13,14,B8,B13,B14
- **TACCA- Trade Talk**.....22,B5,B9
- **Software Programs / Classified**.....B15
- **HARDI News**.....B5
- **Braggin Rights**.....B11
- **Calendar**.....B13

[WWW.AC-TODAY.COM](http://WWW.AC-TODAY.COM)

PRST STD  
U.S. POSTAGE  
PAID  
AC TODAY LLC

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

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

☐



# Olimpia Splendid Enters the North American HVAC Market with its Unique Made in Italy Product Offering

Olimpia Splendid designs and manufacturers heating & air conditioning products with the end user’s ultimate comfort in mind. Our company tagline “Home of Comfort” describes our commitment to design efficient, environmentally friendly products, while still maintaining our unique Made in Italy design. Our objective is to be able to offer our customers comfort solutions any time of year.

Our thru the wall heat pump is one of a kind in that it has “No Outdoor Unit.” and ideal for residential and hospitality application. In that it is whisper quiet, easy to install and maintain and has a very compact cabinet being only 9” deep, not to mention its modern, sleek look and feel. It is very easy to install in that it can be installed from inside the space without ever having to go outside and further more the 115V electrical connection means no requirement to hard wire the unit, which would be an additional installation expense. There is no other product like it in the North American market today, and in addition Olimpia Splendid offers an industry leading 7 Year Compressor and 2 Year Parts warranty on this product.

The Olimpia Splendid thru the wall unit is ideal for the North American market in that the concept originally was to find a way to provide a heating and air conditioning system in Europe where the buildings and homes were very old and where a condensing unit could not be installed on the outside wall, nor could a large opening in a wall be made. Thus the 2 small 8” wall penetrations was the “solution” to our customers to where we would make the outdoor unit disappear, provide them the ultimate comfort while being aesthetically pleasing.

Right now my main focus is on establishing the brand name of Olimpia Splendid in the North American market, since we are new to this market, our goal is to educate the HVAC industry and consumers on “Who is Olimpia Splendid?” and the answer is that we are a family owned HVAC leading manufacturer since 1956 a based in northern Italy in the city of Brescia and have continued to grow both in the European mainland, but also abroad in that we have offices worldwide, in China, Brazil, Australia and now with

a presence in North America. I will be establishing our distribution network throughout the United States as well as Canada and with our local stock of equipment and spare parts currently in New Jersey, we can service our customer with quick, immediate service and have units on site within a couple days at the most. One other piece of exciting news, is that we have plans to launch at the AHR Expo in Orlando in February 2020, our next generation of thru the wall heating and air conditioning units, in the form of a high efficiency model, with inverter drive compressor and variable speed motor, while maintaining a slim line look and Made in Italy design, which will make the Olimpia Splendid product offering even more unique. We also a 3 year product plan to launch other products such as the ultra slim line of 2 pipe and 4 pipe chilled water fan coils, water source heat pumps and ductless mini splits. In a nutshell, I am very excited about what the future holds for Olimpia Splendid as we bring our Home of Comfort products to the North American customers where they live, work and play.

Diego Stefani is the Director of Sales and Business Development North America for Olimpia Splendid

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

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

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

Advertisers Directory

TACCA .....	22,B5, B9
TACCA Greater Houston .....	B2
TACCA Greater San Antonio .....	B11
ACES AC Supply .....	B16
Arkema .....	13
Attic Tent.....	B13
Baker Distributing .....	15
Barsco .....	17
Castillo Training.....	B15
Century A/C Supply .....	12,B3
Coburn Supply .....	10
Construction Data .....	18, B13
Diversitech .....	4
Duct Saddle .....	9
Elite Software.....	B15
FTL Finance.....	21
Gemaire.....	7
Goodman Distribution .....	19
Hartland Controls .....	5
HTS.....	21
Hunton Distribution .....	B8
Insko Distributing .....	24
Johnstone Supply.....	22,B1
Johnstone Supply South.....	8
Locke Supply.....	11
MORSCO .....	20
Pro Lift .....	B13
Pro Parts.....	B7
RGF .....	B8
Searco .....	B15
Shearer Supply .....	3
Solar Supply .....	16,B4
Southwestern HVAC .....	B14
Spectroline.....	6
Team Management Systems .....	B15
Ted Mallory .....	B14
Testo.....	23
The New Flat Rate.....	14
Transtar AC Supply.....	2
United AC Supply .....	18
Women in HVACR .....	B10

**TRANSTAR**  
A/C SUPPLY, INC.  
“We have the parts and equipment to do the job!”

**CONCORD**  
**AIREASE**

**ALLIED**  
Air Enterprises

**AIREASE**

**CONCORD**  
The Right Choice. Right Now.

**HARDCAST**  
A CARLISLE COMPANY

**HARDCAST**  
FOIL-GRIP 1402

**SUMMER SAVINGS!**

**12% OFF**  
Plus FREE Squeegee! **PRODUCT OF THE MONTH | Hardcast Tape**

Limited Supply! Please see one of our friendly Transtar associates for availability and pricing! Offer expires August 31, 2019.

**“Don’t Just Tape It. Seal It!”**

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

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

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

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

**BRENHAM**  
1700 Buchanan Street  
Brenham, TX 77833  
979-830-5056

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

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

VISIT OUR WEBSITE FOR  
MORE INFORMATION  
www.transtaracsupply.com

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





**226 tons of Samsung installed  
on the largest home in Texas**

**THINK LARGE  
THINK THE LARGEST HOUSE IN TEXAS  
THINK SAMSUNG HVAC**

**SAMSUNG**

Go to [samsunghvac.com](http://samsunghvac.com) and click on "Love is in the Air" for more information on this job.

***if you are interested in knowing more about Samsung HVAC contact your  
Shearer Supply TM or Branch.***

#### **ARKANSAS**

**Little Rock**  
(501) 565-9000  
[lrsales@shearersupply.com](mailto:lrsales@shearersupply.com)  
**Springdale**  
(479) 361-1600  
[spdsales@shearersupply.com](mailto:spdsales@shearersupply.com)

#### **LOUISIANA**

**Shreveport**  
(318) 678-9704  
[shvsales@shearersupply.com](mailto:shvsales@shearersupply.com)

#### **OKLAHOMA**

**Oklahoma City**  
(405) 948-7900  
[okcsales@shearersupply.com](mailto:okcsales@shearersupply.com)

**Tulsa**  
(918) 459-2777  
[tulsales@shearersupply.com](mailto:tulsales@shearersupply.com)

#### **TENNESSEE**

**Jackson**  
(731) 512-0858  
[jaxsales@shearersupply.com](mailto:jaxsales@shearersupply.com)

**Memphis**  
(901) 761-6100  
[memsales@shearersupply.com](mailto:memsales@shearersupply.com)

#### **TEXAS**

**Allen**  
(469) 680-3100  
[allensales@shearersupply.com](mailto:allensales@shearersupply.com)

**Amarillo**  
(806) 223-4848  
[amarillosales@shearersupply.com](mailto:amarillosales@shearersupply.com)

**Carrollton**  
(972) 484-5155  
[carrolltonsales@shearersupply.com](mailto:carrolltonsales@shearersupply.com)

**Dallas**  
(214) 343-2288  
[dallassales@shearersupply.com](mailto:dallassales@shearersupply.com)

**Fort Worth**  
(817) 831-4491  
[ftwsales@shearersupply.com](mailto:ftwsales@shearersupply.com)

**Lubbock**  
(806) 743-5000  
[lubsales@shearersupply.com](mailto:lubsales@shearersupply.com)

**Tyler**

(903) 347-2800  
[tylersales@shearersupply.com](mailto:tylersales@shearersupply.com)

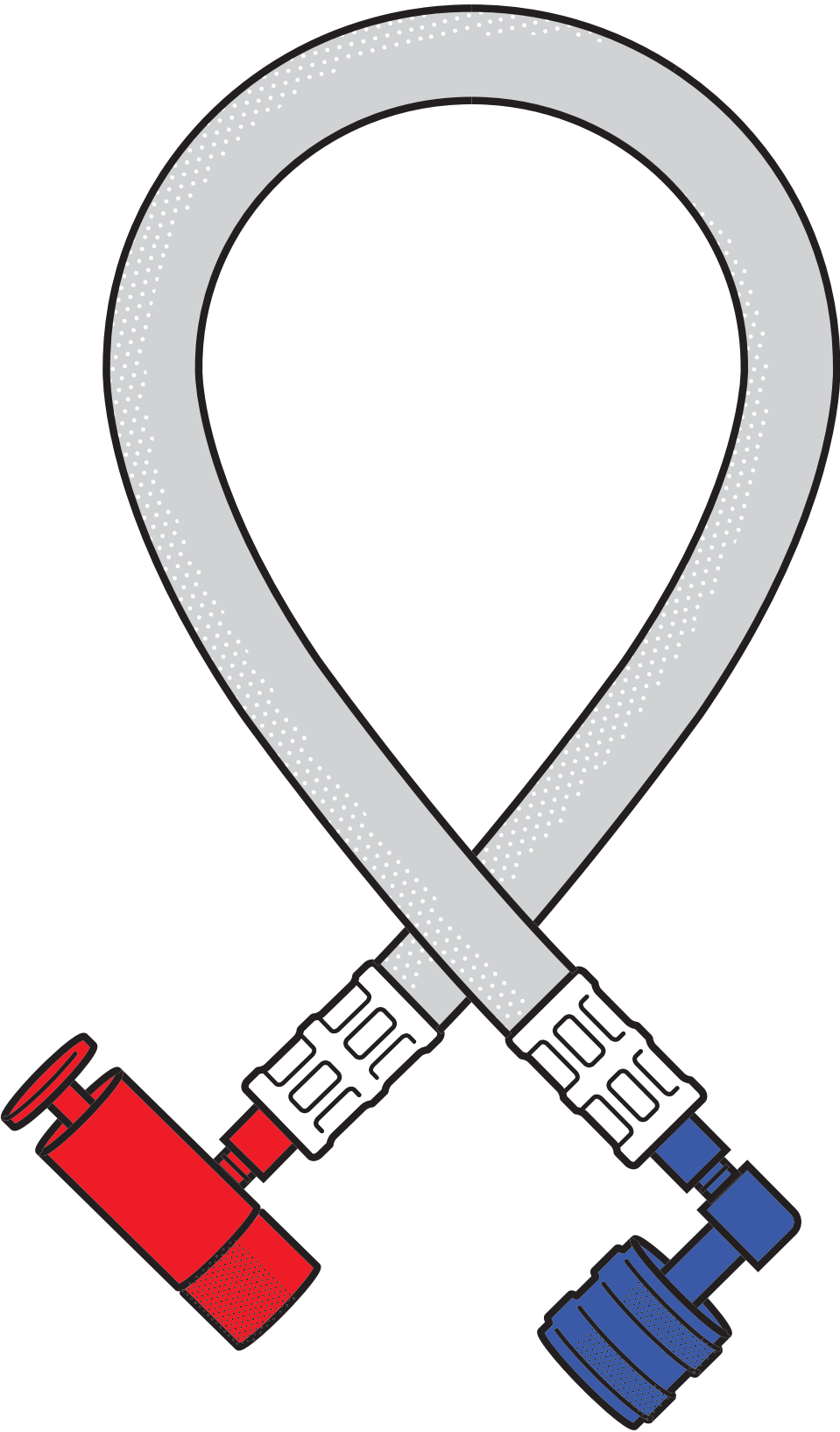
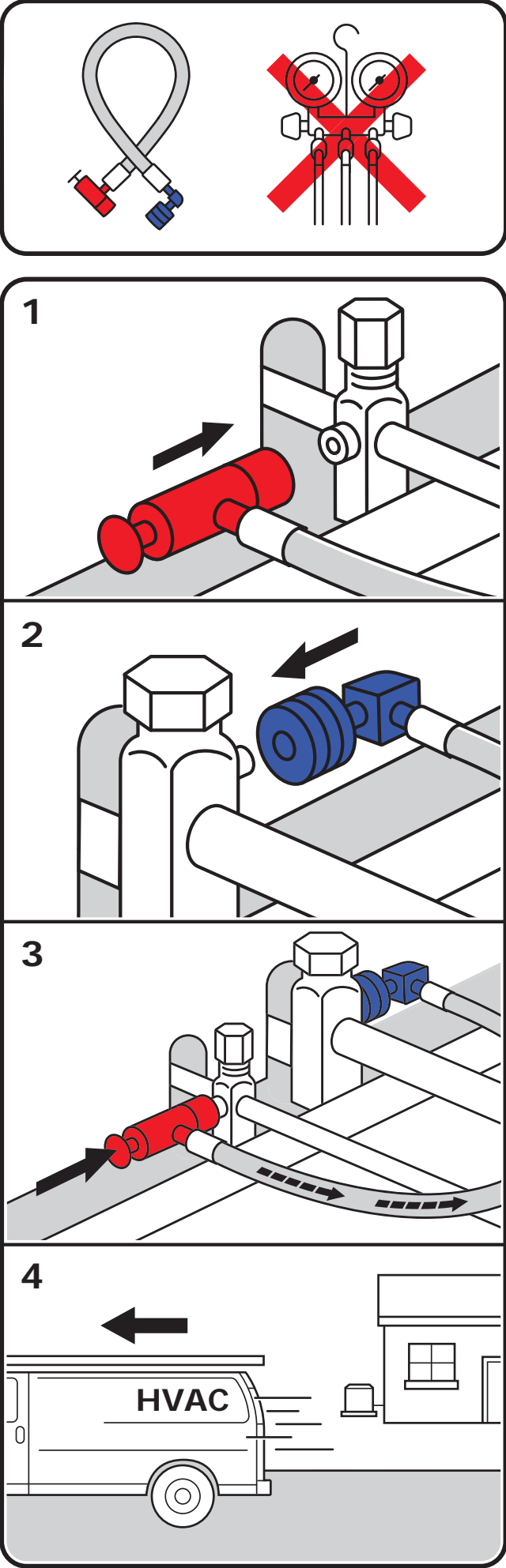
**Waco**  
(254) 265-6565  
[wacosales@shearersupply.com](mailto:wacosales@shearersupply.com)

**Corporate Office**  
(469) 324-4001  
Two Hickory Centre  
1750 Valley View Lane #300  
Farmers Branch, TX 75234



# FLEX INJECT<sup>®</sup>

## SEALANTS AND ADDITIVES



Watch how easy at [DiversiTech.com/flexinject](https://www.DiversiTech.com/flexinject)

Flex Inject Sealant Advanced (PN#985), Flex Inject Sealant Total (PN#995),  
Flash Detect Inject (PN#990), Super Change Inject (PN#991) and Boost Juice Inject (PN#992)





## Uponor Receives David Weekley Homes Award for Sixth Time

*The country's largest privately-held home builder honors Uponor with their Partners of Choice award for a sixth consecutive year*

Houston-based David Weekley Homes, the largest privately-held home builder in the U.S., announced today the winners of its annual Partners of Choice awards, and Uponor North America (Uponor) was recognized for the sixth year in a row — this year receiving an 'AA' ranking in quality and service.

In its 15th year, the Partners of Choice awards recognize supplier-companies that participate in David Weekley Homes' yearlong assessment-and-feedback program that sets consistently high industry standards and drives continuous improvement. Of the

200 companies assessed in the supplier-feedback platform, only six have won a Partners of Choice Award for the past six years.

"Uponor deeply values our long-standing partnership with David Weekley Homes," said Carl Hines, national builder sales manager at Uponor North America. "The Partners of Choice assessment program is a great example of our ongoing efforts to enhance our customer experience. For Uponor to be one of a few participants recognized with this award for the past six years is an incredible honor for our company and employees."



### Don't let this summer heat empty out your shelves.

When demand hits, with Hartland Controls, you don't have to wait weeks for your order. Located in the heart of the Midwest, our facility is stocked full of capacitors and ready to ship within 1 day.

**Get the electrical controls you need, right when you need them.**



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

## Product News

### Ritchie Introduces the Yellow Jacket® Flex Flow™ Hoses 1/4" to 5/16"

*Servicing mini-splits made easier with less connections.*



**Bloomington, Mn** — Ritchie Engineering Company, Inc., the leader in service tools for HVAC&R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the FLEX FLOW™ HOSES 1/4" to 5/16".

By effectively combining the popular Flex Flow hose with a 1/4" to 5/16" coupler, our newest Flex Flow hoses make the servicing of mini-splits easier. With less connections, the risk for leaks is lowered, too. Available in Yellow, Blue or Red, they carry all the characteristics of the highest quality hose in the industry. These are a great addition to our Flex Flow product line.

The 1/4" to 5/16" Flex Flow hoses are 9" long with a 1/4" connector on one end and a 5/16" connection on the other. Each hose includes a ball valve at one end for ultimate control of refrigerant flow.

### Danfoss Partners with Master Distributor to Support Sales of Cooling Products to North American HVACR Wholesalers

Danfoss announced its new partnership with master distributor Motors & Armatures, Inc. (MARS), wherein MARS will serve all HVACR wholesalers throughout North America with the sale and support of aftermarket Danfoss products for air-conditioning and refrigeration applications.

MARS, which is headquartered in Hauppauge, New York, has distribution facilities near St. Louis, Missouri, and in Mississauga, Ontario, and more than 65 representatives throughout the US and Canada.

MARS will stock Danfoss components and compressors for air-conditioning and refrigeration applications, and begin servicing regional and independent wholesalers immediately, with plans to begin supporting Danfoss' existing wholesale partners by early 2020.

"We look forward to partnering with MARS, which for more than 70 years has been exclusively focused on distribution," said Joel Eggart, sales director – indirect sales, Danfoss Cooling. "We believe MARS will help us strengthen our distribution channel and, most importantly, to serve wholesalers throughout the region with the same reliable technologies they have come to expect from Danfoss."

"We are excited to add Danfoss products to our offering. This will be a great complement to our existing product portfolio. Danfoss has a strong reputation for quality and reliability and, our strong network will ensure we are able to expand the availability of Danfoss products in the market," said Frank Mehler, Senior Vice President, Marketing & Sales at MARS.



# Facebook vs Instagram

When Facebook bought Instagram some people (Facebook users) were relieved and some (Instagram users) were seriously concerned. Why? Instagram was, and still is, an awesome mobile photography brand. Back in 2011 prior to the acquisition, Facebook's mobile image upload function was less than satisfying. Developed initially as a desktop application, Facebook was where you went to find events and then share a batch of photos when you got home.

In contrast, Instagram was built for the mobile world. Even today, Instagram doesn't really have a desktop upload feature. The acquisition allowed Facebook to rapidly improve their mobile experience and Facebook fans reaped the benefits.

The concern among Instagram users was whether Facebook would screw up their beloved network. While they have tinkered and added a few features, they have allowed the Instagram experience to evolve differently. The result is two related but very different social media platforms with different strengths, purposes and audiences.

These days all the cool kids are hanging out on Instagram. Attracting a younger, much more engaged audience, Instagram is like Facebook's younger,

much prettier sister. There are lots of celebrities, humor, and beautiful photos. There are also lots of brands.

Facebook vs Instagram – Which platform is right for your business?

Where should your business play? It depends on your market and your objectives. Here's a quick comparison of Facebook vs Instagram to help you decide.

**Demographics**

Facebook has more users. With a generation of users who have grown up on Facebook the worldwide community tops more than 2 billion. While everyone has a Facebook account, we tend to see more activity among users 35 and older. This is the generation of users who were in college when Facebook launched. They have grown up with the platform and have a history of social interactions tied to Facebook. We also see their parents actively engaged, keeping up with their kids and grand-kids.

Conversely Instagram is the preferred network among users under the age of 35, with a high concentration among high school and college students.

So what are you selling? Plumbing services to suburban housewives? Then you should have a strong presence on Facebook. Fashion, entertainment, and

novelty items which appeal to a younger consumer? Then say hello to Instagram

**User Experience**

The first part of the equation is clearly going where your customers are, but the next piece is how the user experience and rules of engagement will impact your strategy.

On Facebook, the algorithm controls what your community sees, with popular post being served up again and again the timeline. To insure visibility for your posts you must engage your community getting them to like, share and comment on your content. this sends a signal to Facebook that users value your information and the algorithm will reward you by widening the distribution of your content. If you want to increase the odds that Facebook users will see your most relevant content as a businesses you need to have an advertising budget to boost popular content.

Instagram is a more egalitarian platform, where all content is displayed in the timeline. If you want to expand your reach, you need to expand your audience. The more followers, the more likely your content will be seen.

Another part of the user experience is the hashtag. Completely irrelevant on Facebook, this is how people discover

new content on Instagram. If you want to be successful you need to research the most relevant and popular hashtags for your industry.

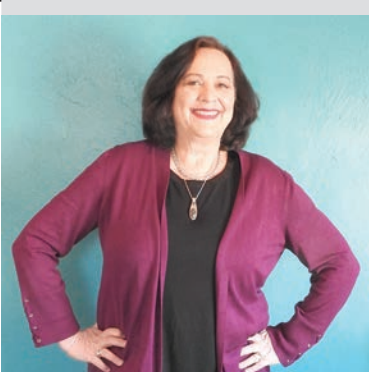
**Results Brand Awareness vs Leads**

On Facebook, you can drive traffic to individual landing pages on your website. This makes Facebook the perfect tool to present offers and make direct sales. But Instagram asks business owners to play with one hand tied behind your back. Links in posts don't work, only the link in your bio can go anywhere, so why bother? Brand building! Instagram is a great place to tell your story. While both platforms share the story feature, it is significantly more effective on Instagram as is the video channel.

If you want to get people excited about what you are doing then go to Instagram. Looking for more direct sales? Facebook is where you should play. Of course, when you pay to play with advertising you have the ability to drive traffic, but unless your ads are really engaging, users will pass you by

**The Bottom Line**

When it comes to evaluating Facebook vs Instagram, it isn't an either/



**Lorraine Ball**  
*Marketing strategist, Lorraine Ball leads the crazy, creative and very talented team at Roundpeg. (www.roundpeg.biz), a digital agency specializing supporting the service industry.*  
*Ready to take your marketing up a notch? Request a marketing audit today. 317-569-1396*

or situation. It depends on your target marketing and your objective and things will change. The platforms will continue to evolve and grow, and so will the users.

Want to stay on top of what's happening in social media? Subscribe to our weekly podcast, More than a Few Words, for the latest on what's happening in social media and other marketing topics. Look for MTFW on iTunes, Spotify or wherever you listen to podcasts.

Your leak detection & sealant solution just got

# BRIGHTER



**PREMIUM DYE.**

**POWERFUL SEALANT.**

## GLO SEAL™

Repair and detect all AC&R leaks with our 2-in-1 premium dye and powerful sealant



FOR MORE INFORMATION, SCAN QR CODE



**GEMAIRE**  
D I S T R I B U T O R S



# The King is here

WeatherKing is now available at Gemaire Sales Centers and at Gemaire.com. WeatherKing offers dependable, high-efficient, smart products to keep your customers' castles comfortable and within budget. Combine quality, comfort, and value backed by the leading manufacturer of HVAC equipment. Contact your Territory Manager, Gemaire Sales Center or visit [gemaire.com/weatherking](http://gemaire.com/weatherking) for more info.



## Try WeatherKing today!

### Visit your local Gemaire Sales Center

<b>Arlington</b> ..... 817.652.3272 1700 Tech Centre Parkway #104 Arlington, TX 76014	<b>Harlingen</b> ..... 956.423.8513 1410 West Jackson Harlingen, TX 78550	<b>Plano</b> ..... 972.424.5222 801 Jupiter Road, #105 Plano, TX 75074
<b>Austin</b> ..... 512.836.6646 9200 Waterford Center, Suite 500 Austin, TX 78758	<b>Houston Westpark</b> ..... 713.787.6666 8768 Westpark Dr Houston, TX 77063	<b>Rosenberg</b> ..... 346.843.8040 2735 FM 2218 Rosenberg, Texas 77471
<b>Carrollton</b> ..... 214.390.5076 1520 Selene Drive, #106 Carrollton, TX 75006	<b>Houston N</b> ..... 281.821.7622 403 Century Plaza Dr. #440 Houston, TX 77073	<b>San Antonio</b> ..... 210.495.4933 1010 Arion Parkway Suite 101 San Antonio, TX 78216
<b>College Station</b> ..... 979.774.5390 12600 State Highway 30, Ste. 200 College Station, TX 77845	<b>Houston NW</b> ..... 713.466.6261 8708 West Little York, #190 Houston, TX 77040	<b>Temple</b> ..... 254.773.0809 2402 S. 57th Street Temple, TX 76504
<b>Corpus Christi</b> ..... 361.854.7591 5277 Old Brownsville Road, Ste. 1 Corpus Christi, TX 78416	<b>Killeen</b> ..... 254.526.3028 3000 Commerce Dr Killeen, TX 76541	<b>Texarkana</b> ..... 903.832.3562 601 S. Robison Road Texarkana, TX 75501
<b>Dallas</b> ..... 214.381.7899 8311 Eastpoint Drive, #600 Dallas, TX 75227	<b>Longview</b> ..... 903.758.3181 606 Roenia Circle Longview, TX 75604	<b>Waco</b> ..... 254.751.7766 710 Venture Drive Waco, TX 76712
<b>Galveston</b> ..... 409.741.9115 6922 Broadway St Galveston, TX 77551	<b>McAllen</b> ..... 956.668.1147 320 E. Cedar, Suite B McAllen, TX 78501	<b>Shreveport</b> ..... 318.869.0157 500 W. 61st Street, K Shreveport, LA 71106
<b>Haltom City</b> ..... 817.916.1277 6500 Midway Road, #200 Haltom City, TX 76117	<b>Pasadena</b> ..... 713.477.8292 806 East Harris Pasadena, TX 77506	<b>West Monroe</b> ..... 318.322.9666 501 North 8th Street West Monroe, LA 71291

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





# YOUR ONE STOP SHOP



**PROKEEP**

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

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



Let's build the connected home together.





## American Subcontractors Association Members Elect Anthony Brooks, Platinum Drywall, Maumelle, AR, as 2019-20 ASA President

**Alexandria, Va.**—Members of the American Subcontractors Association, a national trade organization representing construction subcontractors, specialty trade contractors, and suppliers, elected Anthony Brooks of Platinum Drywall in Maumelle AR, to serve as the Association's 2019-20 President. His term will begin on July 1. He will succeed Courtney Little of ACE Glass Construction in Little Rock, AR.

ASA members also elected Brian Cooper of AROK Inc in Phoenix, AZ as Vice President, and Brian Carroll of Sanderford and Carroll, PC in Temple, TX as Secretary/Treasurer. They will join Brooks in serving a one-year term, from July 1, 2019, through June 30, 2020.

Mr. Brooks previously served as ASA Vice President, a position he has held since 2001. In addition, he has served as the Chapter President for ASA of Central Arkansas as well as ASA Treasurer. Mr. Brooks was an estimator for Horton Drywall from 1993 until 2001. He earned his Bachelor's Degree from Philander Smith College in Little Rock, AR.

ASA Chief Operating Officer, Richard Bright, celebrated Brooks' election. "Every year ASA elects a new President and I am honored to be able to work with Anthony Brooks during his term, as we continue to follow ASA's Strategic Plan."

"Education, networking and advocacy are vital to grow and strengthen this association," stated Mr. Brooks, "and those will be my focus in the coming year. I plan to help form and grow alliances, start some trade peer groups, and build on the fine legacy of my predecessor, Courtney Little. It's important that we reach out to all members and see how we can serve them meaningfully."

The American Subcontractor's Association, founded in 1966, has local chapters throughout the country. With member companies across the country, ASA promotes the rights and interests of subcontractors, specialty contractors and suppliers by building strength in community through education, advocacy, networking and professional growth.

## Congratulations to the Latest Companies Earning MVP Status

**Farmington Hills, Mich.**— Because standards don't raise themselves, NTEA's Member Verification Program (MVP) acknowledges the companies leading the industry to excellence. Fleet managers, truck dealers and OEMs know truck equipment manufacturers and distributors with MVP status have implemented specific business and quality standards and comply with federal regulations.

### New MVP members (as of June 30, 2019)

- Auto Xtras Inc. (San Antonio, Texas)
- Cadet Mfg. Inc. (Chouteau, Oklahoma)

### Renewals

- Axton Truck Equipment (Cibola, Texas)
- Dealers Truck Equipment Co. Inc. (Shreveport, Louisiana)
- Dealers Truck Equipment Co. Inc. (Willis, Texas)

*NOTE- Not ALL of the winners are listed. Just those in the AC Today coverage area.*

Current NTEA Distributor and Manufacturer members are encouraged to apply for MVP status at any time. There is no charge — NTEA underwrites the cost of MVP as part of an ongoing effort to enhance the core competencies of its members. Once qualified,

companies receive MVP status for a three-year term. To renew, MVP members must again document compliance, ensuring their ongoing commitment to professionalism, industry knowledge and high performance.

Visit [ntea.com/mvp](http://ntea.com/mvp) to learn more and apply, or contact NTEA's technical services department for personalized assistance (800-441-6832 or [mvp@ntea.com](mailto:mvp@ntea.com)).

### ABOUT NTEA

*Established in 1964, NTEA – The Association for the Work Truck Industry represents more than 2,100 companies that manufacture, distribute, install, sell and repair commercial trucks, truck bodies, truck equipment, trailers and accessories. Buyers of work trucks and the major commercial truck chassis manufacturers also belong to the Association. NTEA provides in-depth technical information, education, and member programs and services, and produces The Work Truck Show®. The Association maintains its administrative headquarters in suburban Detroit and government relations offices in Washington, DC, and Ottawa, Ontario.*

**When it Comes to DUCT SUPPORT  
Time to REINVENT the WHEEL**  
[www.DuctSaddles.com](http://www.DuctSaddles.com)  
**Work Smarter NOT Harder**  
**It Doesn't Just Look Better ~ It Performs Better**



Increases Efficiency

Complies with UL2043

Reduce Labor Costs



**One SKU Fits ALL Jobs  
RNC & Retrofit Applications**





# The Duct-Free Zone

**VRF Rejected? Not so fast!** Sadly, something called the *Hydronic Industry Alliance Commercial* continues a misguided and sophomoric campaign to vilify the Variable Refrigerant Flow VRF tide of products which has been a tsunami to the hydronic manufacturers and their antiquated products.

I want to start by reminding you of my roots in the HVAC industry...I was born in the Bronx and grew up in northern New Jersey, the epicenter of the hydronic heating North East. I started my career with the HydroTherm Boiler Company, being mentored by Elwood Weaver, Executive Vice-President, the man I call my spiritual father and an icon in the boiler industry. Hydronics is in my DNA and it was, and is my first love as far as my career is concerned.

When my wife and I purchased our home 25 years ago, we essentially gutted the place and my choice of HVAC systems for the home was an oil-fired boiler (natural gas still not available on the mountain where we live) with a radiant floor distribution system (slab on the first floor and in the floor joists for the second floor) with an 80 gallon indirect water heater utilizing both the boiler and two thermal solar panels as it's heat source.

When we built my shop on our property back in 2001, I again chose hydronics...

The shop is a 24' X 28' prefabricated structure. It has two floors for a total of 1,344 sq/ft. The structure is very well insulated. Currently, the building is heated by an LP fueled, 90%+ efficient condensing boiler with radiant floor heat in the slab on the first floor and in the floor joists of the second floor.

Electric usage from 9/26/18 – 3/28/19 was 1,401 KWH at a cost of \$376.63 LP usage from 8/8/18 – 3/11/19 was 585 gallons at \$4.09 / gallon = \$2,392.65 Total utility cost from the winter of 2018 / 2019 was \$2,769.28

The current AC system is a 10 SEER Small Duct High Velocity SDHV system.

Electric usage from 5/29/18 – 9/26/18 was 429 KWH for a total cost of \$234.90

Spending almost \$2,800.00 annually to heat the shop has become excessive and frankly, economically infeasible. I had considered a geothermal option about 6 years ago but the cost of vertical drilling was extremely expensive and excavating for trenching was not an option because of the amount of rock on the property (it's a mountain remember).

I wish I had calculated at the time, the cost of installation for the hydronic radiant

floor system (HEAT) and the small duct high velocity system (COOLING), but I didn't. Suffice it to say, there was substantial equipment cost and though the labor was my own, labor cost based on prevailing wage of the day would have been significant because both these systems, I think you will agree are very labor intensive.

So, what I have decided to do with the help of my friends at GREE is to install a GREE GMV MINI VRF system for both heating and cooling in the shop.

The outdoor unit is a GREE GMV-36WL/A-T(U) with two GREE GMV-N18G/A3A-D(U) indoor units.

The GREE GMV MINI VRF system has the greatest potential for utility savings in the heating mode. It will be very interesting to see how the system performs both in comfort and cost in the northeast.

You can follow me on LinkedIn and see the progress of the installation over the next 6 weeks. I'm documenting the entire install in PPT and video format for future training purposes so I'm taking my time.

Variable Refrigerant Flow represents the best of what HVAC has to offer in 2019.

- Lower equipment cost
- Less installation labor



Gerry Wagner

*Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVACR industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website: www.twclimate.com*

- More efficient operation. ..at least in the example of my shop.

Hydronics Rejected...NO! I would never be that ignorant and petty, but clearly the times they are a changin' and the hydronic manufacturers are feeling the heat (pun intended). Instead of putting their time and resources into silly, bush-league ad campaigns, they should concentrate on bringing hydronics up to the new standards of 2019 and beyond.



**GENERAC**

**85**  
— YEARS —  
COBURN SUPPLY CO.

# Don't Wait for Backup

There's power in being prepared before disaster strikes. Protect your customers with a Generac generator, which can be found in every store within our five-state footprint. To learn more, stop by a Coburn's Supply near you, or visit us online.

AVAILABLE AT A COBURN'S NEAR YOU



**Coburn's**  
Coburn Supply Company  
TEXAS | LOUISIANA | MISSISSIPPI | TENNESSEE | ALABAMA

coburns.com



# Don't Buy From Just Any HVAC Supplier!

Partner with Locke Supply Company.  
An Employee owned supply company that  
is dedicated to helping you profitably grow  
your business.

## We offer:

- Well stocked stores
- Fast, friendly service
- Free Job site delivery
- Open on Saturdays
- Free tech support
- No hassle warranties
- Dealer rebate program on Armstrong equipment
- Marketing funds
- Apparel allowance
- Factory tours
- Dealer lead program
- Business development programs
- Free digital selling tool and load calculation
- Full line of residential and commercial equipment



Call Locke Supply today to find out how we  
can help your company be more profitable.



*Character, Customer Service, Employee Owned*

## Amarillo

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

## Bedford

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

## Benbrook

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

## DeSoto

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

## Arlington

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

## Denton

2001 S. Fort Worth Dr.  
940-484-4323 1-800-577-9115  
FAX 940-484-4812

## Plano

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

## Terrell

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

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



**ENDS AUGUST 31<sup>ST</sup>**

# DISCOUNTED 10 YEAR PARTS & LABOR WARRANTIES



STARTING AT  
**\$79**



**Ask how you can get 100% of your  
2019 Dealer Program Fee Reimbursed  
as a Liberties Plus or CCE Dealer!**

**Plus - close more high-efficiency sales with rebate programs from Century and York:**

- ✓ Consumer Rebates
- ✓ Dealer Spiffs
- ✓ 0% for 60 month Residential Financing

**Call your local sales rep for details!**



#### FIND YORK EQUIPMENT AT THESE LOCATIONS:

DALLAS  
RICHARDSON  
LEWISVILLE

MANSFIELD  
MESQUITE  
FORT WORTH

WACO  
CEDAR PARK  
SOUTH AUSTIN

SAN MARCOS  
SAN ANTONIO  
WEST SAN ANTONIO

LA FERIA  
*Find your branch:  
CenturyAC.com*

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

DOWNLOAD OUR **NEW APP!** | PLACE AN ORDER, PAY YOUR BILL AND MORE AT **CENTURYAC.COM**



## Product News

# FLIR Announces Environmental Meter for Heat, Ventilation, Air Conditioning and Refrigeration Professionals

## New FLIR EM54 Takes Accurate Air Velocity, Temperature, and Relative Humidity Measurements

**Arlington, Va.**— FLIR Systems, Inc. (NASDAQ: FLIR) announced the multi-purpose FLIR EM54 environmental meter for heating, ventilation, air conditioning, and refrigeration (HVAC/R) measurements. The FLIR EM54, based on hygrometer technology, identifies deviations from ambient relative humidity levels, which can cause static hazards at manufacturing sites and discomfort in homes and offices. This high-quality, easy-to-operate meter helps users quickly and accurately identify symptoms of clogged HVAC/R filters, duct leaks that reduce airflow, and overloaded systems.

The highly accurate FLIR EM54 is ideal for inspecting ducting, electrical motors, thermal equipment, and other system components in residential, commercial, and industrial facilities. Equipped with an external vane anemometer for wide-range, high-resolution air velocity measurements, the FLIR EM54 allows users to

check air speed at duct inlets and outlets quickly and precisely. This allows for simplified duct airflow calculation and efficient troubleshooting.

The EM54 includes a Type-K contact temperature probe to allow users to check electric motors and thermal equipment components for proper operating temperatures. The EM54 also calculates wet bulb and dew point temperature.

The FLIR EM54 environmental meter features an intuitive set of function keys, making it easy-to-use, and easy-to-read with a backlit multi-function display, a MIN-MAX-AVG recording function, and a programmable auto power off timer. The rugged, multi-purpose diagnostic tool comes with a three-year limited warranty.

To learn more about the FLIR EM54, visit: [FLIR.com/EM54](http://FLIR.com/EM54).



## New A3 Refrigerant Testing Results Issued

### AHRI's Research Arm Releases New Report

**Arlington, Va.** — The Air-Conditioning, Heating, and Refrigeration Technology Institute (AHRTI), the research arm of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), released the results of a benchmarking study on A3 refrigerant R290, which evaluated the potential risks of R290 leaks and ignitions in a whole room scale setting. All the tests were conducted by AHRTI's subcontractor UL under the supervision of a technical committee consisting of industry experts from AHRI member companies and staff of California Air Resources Board.

"The objective of this project was to test for leaks and ignition of refrigerant R-290, or propane, in whole room scale conditions," said AHRI Vice President of Research Xudong Wang. "The testing scenario simulated a packaged terminal air conditioner and a mini-split air conditioner in a typical motel room, and a single door reach-in cooler and a three-door reach-in cooler in a convenience store," said Wang. "Test results demonstrated potential issues on R290 charge quantities set by safety standards and possible resolution to mitigate ignition risk."

The aim of the research program is to develop data and insight into the risks associated with the use of Class A3 refrigerants and to generate technical data to support revisions of

relevant safety standards, namely IEC Standards 60335-2-40 (for air-conditioning products) and IEC 60335-2-89 (for commercial refrigeration products), and their equivalent North American version published by UL.

This project is part of a \$5.6 million research program jointly funded by AHRI, ASHRAE, California Air Resource Board and US Department of Energy, and is the US industry's effort to phase down the use of high-GWP refrigerants and to facilitate and accelerate the safe use of flammable refrigerants.

The final report can be accessed on AHRI's website.

#### **About AHRI**

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, and commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products. AHRI's 300+ member companies manufacture quality, efficient, and innovative residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment and components for sale in North America and around the world.

## THE FACTS ABOUT R-22 IN THE U.S.

**FACT 1: R-22 is readily available.**

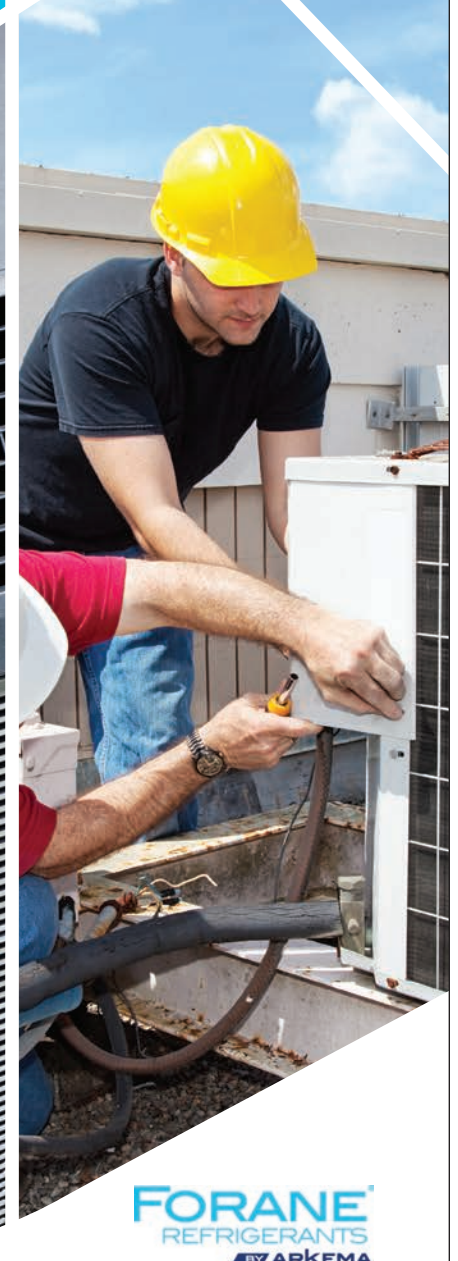
**FACT 2: R-22 will be available for years to come.**

**FACT 3: R-22 pricing has decreased, so consider the high cost of replacement.**

**FACT 4: R-22 is still the best choice for R-22 equipment.**

**FACT 5: Forane® 427A is a leading R-22 alternative for retrofit.**

To learn more about all our offerings, go to our website: [www.forane.com](http://www.forane.com)



The above statements are based on current information and are not an offer for sale, a warranty or a contract.

Forane is a registered trademark of Arkema. © 2018 Arkema Inc. All rights reserved.

[forane.com](http://forane.com)

**FORANE**  
REFRIGERANTS  
BY ARKEMA



Product News

Bosch Thermotechnology Corp. Releases Inverted Ducted Packaged System

*The IDP is one of three new additions to Bosch Thermotechnology's cooling product portfolio this summer*

Watertown, Mass. – Bosch Thermotechnology adds to its heating and cooling product portfolio with the announcement of its first-ever Inverter Ducted Packaged (IDP) air-source heat pump system, which offers peak efficiency and the latest compressor technology packaged in a single unit.

The new system's design has a foundation in Bosch's Inverter Ducted Split air-source heat pump system, which was redesigned to have all components located in one cabinet: the ideal packaged system for easy residential and light commercial installations.

The IDP features a seasonal energy efficiency ratio (SEER) rating of 19, an energy efficiency ratio (EER) of 12.5, and a heating seasonal performance factor (HSPF) of 10. The convenient two-way design allows for both horizontal and down flow installations, making installation easy, as does the system's compatibility with most standard 24 VAC heat pump thermostats.

The IDP's two-stage electronically commutated motor (ECM) x13 blower provides enhanced dehumidification and quiet operation, and the fully modulating inverter drive precisely matches the heating or cooling load for maximum efficiency. The IDP's inverter compressor offers 25 to 110 percent capacity, with modulation in 1 percent increments.

"The release of the Inverter Ducted Packaged system combines Bosch's top air-source heat pump features with a convenient single cabinet design for multiple installation options," said Katie Woodling, product manager at Bosch Thermotechnology. "Bosch is excited to continue expanding its air-conditioning product lineup, and making advancements that fit our customers' needs."

The IDP meets the requirements for ENERGY STAR and will comply with the Department of Energy consumer central air conditioner and heat pump direct final rule that will become effective Jan. 1, 2023.

New CutmasterBlack Series Plasma Cutting Consumables Last 60% Longer, Help Cut 16.6 Percent Thicker Metal

*New mechanized torch package now available for Cutmaster 60i*



Annapolis Junction, MD – Thermal Dynamics[Symbol], an ESAB brand, has launched its new Cutmaster Black Series of enhanced performance plasma cutting consumables, which extend operating life by 60 percent compared to standard life electrodes. They are featured on the SL60QD™ 1Torch®, which comes with the Cutmaster® 60i handheld air plasma cutting system. Coupled with internal enhancements on the Cutmaster 60i, the new electrode design increases the unit's rated cut and piercing capacity to 3/4 in., a 16.6 percent improvement. The Cutmaster® 60i can sever metal up to 1-1/2 in.

"At 37 lbs., the Cutmaster 60i already

offered the best power-to-weight ratio on the market. With the Cutmaster Black Series consumables, this 60-amp unit is even more of a cutting beast," says Kris Scherm, Global Manual Plasma Business & Product Director, ESAB. "With Cutmaster Black Series consumables, users will enjoy lower overall operating costs through extended electrode life and obtain more quality cuts per electrode."

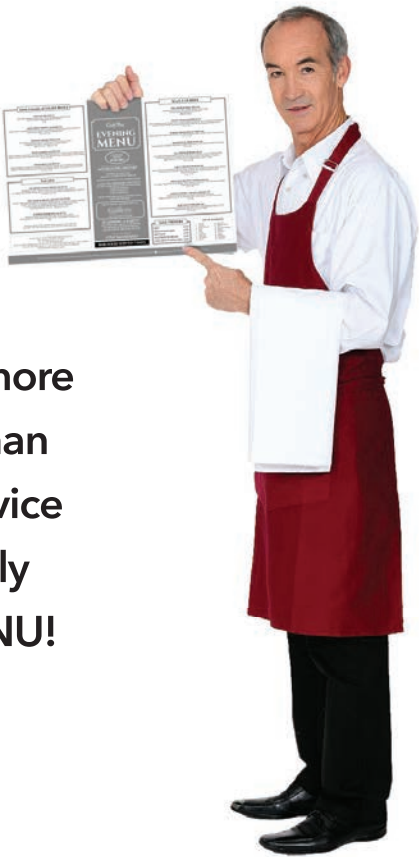
The SL60QD™ 1Torch® with Cutmaster Black Series consumables is also available as an option for the Cutmaster 58 handheld air plasma cutting system. This unit can pierce and cut 5/8 in. metal, has a maximum sever capacity of 1 in. and features the classic Cutmaster design.

THE NEW  
FLAT RATE  
DONE FOR YOU PRICING IN A MENU!

Schedule your free online demo today  
and see how easy it really is!  
[www.TheNewFlatRate.com](http://www.TheNewFlatRate.com) 706.307.8123

THE POWER OF THE MENU!

People spend 40x's more \$money eating out than they do for home service repairs. The server only uses one tool... a MENU!



It's no wonder contractors are using the same tool and doubling, even tripling, their average service tickets!





• INTRODUCING •



The new degree of comfort.™



**Baker**  
Distributing Company

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

**Contact your sales representative or visit a participating Baker today!**

**ARLINGTON**

2350 E Arbrook Blvd  
(469) 540-7050

**AUSTIN**

3203 Longhorn Blvd  
(512) 836-9351

**BAYTOWN**

4104 Allenbrook  
(281) 420-1120

**BROWNSVILLE**

1931 Anei Circle  
(956) 546-4501

**BRYAN**

405 Dellwood  
(979) 822-1334

**CORPUS CHRISTI**

217 44th St  
(361) 904-0921

**DENTON**

3923 Morse St  
(940) 382-9622

**FORT WORTH**

2300 Franklin Dr  
(817) 625-1562

**HOUSTON**

13903 Muscatine St  
(713) 453-8129

**HOUSTON**

6605 Roxburgh Dr  
(832) 626-1462

**HUMBLE**

451 Artesian Plaza Dr  
(281) 540-1044

**KATY**

1231 Price Plaza Dr  
(281) 578-5275

**KILLEEN**

2931 Atkinson Ave  
(254) 554-6046

**LAREDO**

2822 E Bustamante St  
(956) 727-0928

**LEAGUE CITY**

214 Newport Blvd  
(281) 332-0614

**LEWISVILLE**

845 N Mill St  
(972) 434-3648

**LONGVIEW**

420 A Enterprise St  
(903) 759-3722

**MCALLEN**

517 East Cedar  
(956) 686-9561

**MCKINNEY**

330 Industrial Blvd  
(972) 548-9706

**NACOGDOCHES**

2816 South St  
(936) 560-0565

**PLANO**

624 Krona Dr  
(972) 398-6292

**ROSENBERG**

1117 Avenue G  
(281) 342-9752

**SAN ANTONIO**

7007 Fairgrounds Pkwy  
(210) 987-5501

**SAN ANTONIO**

523 Urban Loop  
(210) 222-8007

**SAN MARCOS**

4794 Transportation Way  
(512) 396-4076

**TEXARKANA**

1009 N Robison Rd  
(903) 794-2616

**TEXAS CITY**

831 Hwy 146  
(409) 948-2800

**TYLER**

13225 Kallan Ave  
(903) 534-9086

**WACO**

630 Texas Central Pkwy  
(254) 757-3737

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



# CUSTOMIZATION FOR EVERY LOCATION.

## LUXAIRE® CLIMATE SYNC™

Luxaire® *Climate Sync*™ enables Acclimate™ Series systems to be perfectly tuned to the outdoor environment in which they are located. Humid, dry or normal condition settings allow contractors to set up systems faster and more accurately. And by optimizing how an Acclimate™ Series system operates, *Climate Sync*™ can maximize overall efficiency and provide improved homeowner comfort.



### AS SIMPLE AS 1-2-3



*Climate Sync*™ features three different climate settings the contractor can choose from when installing the unit. The settings (humid, dry or normal) are selected based on the outdoor climate in which the conditioned space is located.

### WORKING TOGETHER



Unlike systems that only optimize the blower, *Climate Sync*™ optimizes how the indoor blower and outdoor compressor work together, streamlining the system for specific applications that maximize comfort while increasing efficiency.

### FASTER SETUP, BETTER RESULTS



Since configuring the system for its applied climate is available at the press of a button, more time can be dedicated to fine-tuning the system to address specific comfort challenges. This means faster installation and an efficient, custom comfort solution in minimal time.

### INNOVATION BY LUXAIRE®



Our commitment to excellence allows us to develop new and innovative products in the HVAC industry. That's why, when it comes to home comfort, Luxaire® continues to set the standard.



Solar Supply is proud to serve as the region's Luxaire® distributor. Visit [Luxaire.com/solarsupply](http://Luxaire.com/solarsupply)



### GET COMPLETE DETAILS AT A SOLAR SUPPLY LOCATION NEAR YOU.

**ALABAMA:** Daphne, Dothan

**ARKANSAS:** El Dorado

**LOUISIANA:** Alexandria, Baton Rouge, Denham Springs, Gonzales, Gretna, Hammond, Harahan, Houma, Lafayette, Lake Charles, LaPlace, Leesville, Mandeville, Monroe, Natchitoches,

New Iberia, Opelousas, Ruston, Shreveport, Slidell

**MISSISSIPPI:** Gulfport, Hattiesburg, McComb, Meridian, Natchez, Ridgeland, Vicksburg

**TEXAS:** Abilene, Alvarado, Angelton, Beaumont, Brenham, Brownsville, Brownwood/Early, Bryan,

Cleburne, Conroe, Corpus Christi, Galveston, Harlingen, Houston, Houston N.W., Houston S.E., Houston S.W., Humble, Huntsville, Lufkin, Marshall, McAllen, McKinny, Nacogdoches, Orange, Paris, Port Arthur, San Marcos, Sherman, Temple, Texarkana, Victoria, Waco



# PENN® Celebrates 100th Anniversary with “Facelift”

MILWAUKEE – This year marks the 100th Anniversary of PENN® Controls by Johnson Controls. To commemorate the anniversary, the entire line of PENN electromechanical controls including pressure, temperature, and flow level controls are being transitioned from gray colored covers to modern-looking satin black covers with a new, bolder PENN logo. The change provides consistent branding across the entire PENN product offering. In addition to the color and logo change, individual boxed controls will transition from brown to white boxes. Customers began seeing the color and logo changes in April 2019 with the transition to be completed by the end of June 2019.

“We are honored to mark the centennial of the PENN brand and the high-performance products the company has been producing for the past 100 years,” said Keith Gifford, global product manager, PENN. “As we reflect on the past century of excellence, we also celebrate the future with an updated logo that reflects our never-ending commitment to progress and innovation.”

PENN’s extensive line-up of electromechanical and electronic refrigeration, air conditioning and heating controls is globally recognized for quality, reliability, and performance. For more information, visit [penncontrols.com/](http://penncontrols.com/).

Experts know their reputation is on the line with every sale.

You take a lot of pride in the work you do and the equipment you install. So make the choice to sell something better. AirEase products are designed with you and your customers in mind, with features like Precision Service™ Technology and MHT™ & EHX™ Technologies. Become an AirEase Dealer and sell products with a reputation as strong as yours. Call Barsco today to learn more.

RIDGID®  
Names  
Mitch Barton  
Marketing  
Director of  
Global Press  
Connection



Longevity  
Awards for  
Members  
of the  
Refrigeration  
Association of  
San Antonio

Jerry Beach CMS	50 Years
James Heye	45 Years
Louis Heye	45 Years
Michael Heye	45 Years
Joe Heye	45 Years
James Deal	35 Years
John Keany	35 Years
Elena Castillo	30 Years
Johnny Luna	20 Years
Donny Stehling	10 Years
Jorge Guerra	5 Years
Ivan Kierum	5 Years
Jose Medina	5 Years

**Austin**  
9715-A Burnet Rd Ste. 100  
512.485.2579

**Ft. Worth**  
2100 Handley Ederville  
817.595.7922

**Tyler**  
1902 Capital Dr.  
903.939.0826

**Denton**  
1210 Duncan St., Bldg. C  
940.891.1909

**Wichita Falls**  
1106 Elm St.  
940.767.2571

**Arlington**  
3411 Ave. D  
817.652.0026

**San Antonio**  
10011 Broadway  
210.822.3050

**Waco**  
700 Schroeder Suite A  
254.751.1125

**Longview**  
1715 E. Young St.  
903.753.7665

**Dallas**  
10940 Shady Trail  
214.350.6631

**Plano**  
1401 Summit Ave. Ste. 10  
972.231.8206

**Redbird**  
4660 Mint Way  
214.339.2125

**Corporate Office** 4309 Beltwood Pkwy N. | 972.934.1900

Established 1934

**Barsco**

Where quality & service are a tradition



## The Art of Asking Questions

May and I are in our new home in Phoenix, sold our home in Colorado late last year. Put some money down on a lot in Phoenix, contracted with a builder to build us a new humble abode. But this article is not about building a home, rather is it about the art of asking questions.

We had signed a contract (started to call it an agreement, but in the case of home building, it is a contract. Just try to get out, will be expensive!) to construct a new home last year, moved back to Phoenix, staying with our son Mike. Mike actually said, this is return for the times I bunked with you guys. Was good, except, he has 3 cats, a dog and a Guinea pig! And I am allergic to cats. Was going to take 6 months to build our new home, lots of Kleenex.

May said the new home must be within walking distance to Starbucks, this one is 1.2 miles away, 2.5 mile roundtrip.

Don't get me started on how I could buy a new home if I just quit buying them Starbucks Lattes, I have the new home, and at my advanced age, I will pay for the coffee. We actually walked to Starbucks this morning before they were open, turned around and walked back, never went in. It is just a great marker, something to work at, 2.5 mile walk is a good walk.

Back to the new home. Last Oct we had a 3" rain in one day. Flooding all over town, so I told May, we need to go look at our lot in the rain. We did and were disappointed. It was on the back side of the project, guy behind us had a 2-story home and his lot was 2 feet higher than ours. Was getting very wet in our lot and the guy behind would be looking down on us all the time.

So we went back to the office and told our sales rep that the lot we had picked out just would not work for us. She

replied, well, that is the lot you picked out. My lovely wife (oh, we have been married 50 years in August, some sort of a record) then asked the best question on the planet. "Are there any other options?". The sales rep looked at us and asked us a question, can you close immediately? I replied yes, our financing is all in place, we are ready. Turns out that a couple had built the exact same home we were going to build, except in a prime location at the front of the project, backed up to a wash, no backyard neighbors. And they had put over \$80 k in upgrades, then decided they wanted a different home at closing. So the builder had a home that he thought was going to be off his books, now back into inventory.

We talked about the home, put together an offer, bought it for under appraisal. And got a premium lot in the deal. We had all the paperwork in place, but May still had to

walk thru the buying process step by step. Amazing how complicated things get. At one point, the closing documents were incorrect due to a mistake by the builder, not us. Took some time, but we closed in just a few days, on a Friday. At closing we were congratulated and told we could pick up our keys the next Tuesday. Which was right out! We had movers scheduled for Sat, and in fact were meeting a load of appliances that afternoon.

Again, my wife proved how you must not quit trying, she recognized one of the agents at the closing, had heard her name before. Asked to see her, told her we really needed this to happen today. She said it was too late, the banks were all shut down after noon on Friday, the builder would not release the home till the money cleared the bank. May said I thought of that, sent our money in the

**SEE HINSHAW PG.22**



**Jim Hinshaw**

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

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

up the company for improved profitability, all phases of the business.


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


Hinshaw can be reached at 602-369-8097, or via email at [jimhinshaw@siptraining.com](mailto:jimhinshaw@siptraining.com).

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

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

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


**CONSTRUCTION DATA**



**TEXAS HVAC/R TEST PREPARATION**

**3 DAY LIVE INSTRUCTED**

**SCHEDULE**

**HOUSTON**  
**IRVING**  
**HOUSTON**

**Aug 22 - 24**  
**Sept 26 - 28**  
**Oct 24 - 26**

**HELPING TEXANS SUCCEED FOR OVER 20 YEARS**

**888-500-PASS**  
[www.constructiondatainc.com](http://www.constructiondatainc.com)

**UNITED AC SUPPLY**  
**HVAC WHOLESALER**  
 SERVING THE INDUSTRY FOR 33 YEARS  
**ONE STOP DOES IT ALL!**


**ASPEN**  
 Everything's Right Here™  
 Proudly offering all sizes of ASPEN COILS



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

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



Call, stop in,  
 or visit us  
 online today!

**9920 Westpark**  
 Houston, TX 77063  
 Phone: 713-952-5191  
 Email: [kmintl@wt.net](mailto:kmintl@wt.net)  
[www.unitedacsupply.com](http://www.unitedacsupply.com)

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





**GOODMAN DISTRIBUTION, INC.**

**We've added over 1000 products to each location.**



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



#### Mid-South Region

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

#### Dallas Region

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

#### Houston Region

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

#### San Antonio Region

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

**Thank goodness for Goodman.**

Our continuing commitment to quality products may mean a change in specifications without notice.  
© 2019 Goodman Manufacturing Company, L.P. Houston, Texas • USA [www.goodmanmfg.com](http://www.goodmanmfg.com)

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





Your local MORSCO HVAC Supply has the parts and service you need to get the job done. Our fully-stocked locations and knowledgeable staff get you in and out and back on the job. Count on MORSCO HVAC Supply for the supplies you need when you need them.  
To find your local branch, call (877) 709.2227 or visit [morscohvacsupply.com](http://morscohvacsupply.com).

# Introducing the game changer in home comfort.

## FEATURING SMARTSENSE™ TECHNOLOGY

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



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



**smartsense**  
TECHNOLOGY

**Comfortmaker**  
Air Conditioning & Heating

Comfort with Confidence.



## Doing the Right Thing: A Manager's Guide for Success

If you are a manager, you have been placed in an awesome position—one of great responsibility and accountability. You are responsible in that the people you manage rely upon your wisdom and integrity to make solid decisions for the company, decisions that insure everyone has a job (and every dependent of those employees has food, clothing and shelter!) and the company survives the tough times. And accountable in that you are accountable to your customers, your employees, and your Maker for doing the right thing in every case. And that is where it can get tough.

Sometimes, the need to do the right thing can be constrained by forces external to the company that worked to thwart any attempt to do the right thing. Doing the right thing can sometimes cost a company profit margin. So the question can become, "Which

set of books counts most in the long run?"

But let us back up a second. Why are you a manager? Probably, because like the Jewish prophet Daniel, you showed talent and ability. Daniel exhibited exceptional people and administrative skills, and as a result was promoted to one of the highest positions in the Babylonian kingdom.

An old saying is that cream rises to the top. That is true of management to. (Of course, sometimes a different rule applies-- management can be like a septic tank; the big chunks rise to the top.)

In Matthew 20:25-28, Jesus lays down the principles of management that God finds admirable. If I may paraphrase him, he said, "Most people in management like to play the Big Kahuna and flaunt their authority in the faces of their employees. But a really good

manager knows how to serve his employees and empower them to do amazing things!" Most organization charts in the business world look like pyramids, with one person or a small board of powerful people at the top, successive layers working down the pyramid becoming wider and wider as more and more people fill those positions. But Jesus tells us to build an inverted pyramid, where the people at the bottom of the pyramid (managers) serve those who report to them (the middle layers) so that the top of the pyramid (the customers) receive amazing treatment.

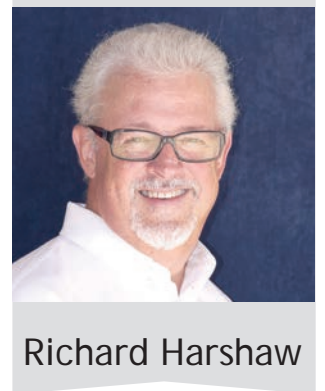
Let me now return to the tension that can lie between a company doing the right thing and profit margins. Israel's great King David, writing in the 15th Psalm, asks the question, "Who may live in God's presence?" His answer is somewhat long, but one of its key elements is

contained in verse 4, which reads, "He who swears to his own hurt and does not change." Allow me to give an example of how this works.

When I was a territory manager for a large manufacturer, I had sold a commercial job that used 17 hot water/chilled water fan coils to air condition a telephone switching gear room. Because humidity control was critical on this job, these custom built fan coils had to have hot water reheat coils installed on the outgoing side. The model numbers were wrong (a combination of 32 numbers and letters!). One of the positions-- I think it was 17 or 18-- had an alphabetic code. A "O" meant the unit needed the reheat coil while an "N" meant no coil was needed. These fan coils took 18 weeks to build and ship. The day the coils arrived on the job site, the contractor called me and said, "Weren't

these fan coils supposed to have reheat coils installed in them?" I said they certainly did. He told me they did not! I told him to give me an hour or two to figure out what happened and I would call him back.

I reviewed my notes in the job folder and found the mistake. I had entered that terrible letter "N" instead of "O". I messed up big time! I called the factory to ask how long it would take to get reheat coils for these units built and shipped to the job site. Their answer? 18 weeks! That would not do. So I called a coil manufacturer in Pennsylvania and asked them if they could build the coils for me and how long would it take and how much would it cost? They could have them on the job site in five days! The cost would eat up all the profit margin I had in the job and then some. I was going to take a hit on my commissions on this. But I gave the coil company



Richard Harshaw

the order to build the coils. I then called my distributor's service manager in Kansas City and asked him about how much time it should take good mechanic to install a reheat coil with its associated valving. I then called the contractor back and told him of my mistake and that I had already ordered coils be shipped to the job site and that he should have them by midweek of the following week. Meanwhile, I asked him to meet with me the following day on the job site to discuss how I would take care of this mistake.

We met and I explained to him and detail how I have messed up the order and that I

**SEE HARSHAW PG.22**

visit us at  
[www.hts.com/texasparts](http://www.hts.com/texasparts)



*Danfoss*

# TEXAS PARTS MONTHLY SALE!

**10% OFF**



Savings on Danfoss Variable Frequency Drives (VFD) and VFD Parts with HTS Texas Parts Through August 31, 2019\*

<b>Austin</b> 512.251.0014	<b>Dallas</b> 469.263.1000	<b>Houston</b> 832.328.1010	<b>San Antonio</b> 210.340.2533
-------------------------------	-------------------------------	--------------------------------	------------------------------------

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



Contractors who consistently offer financing can close 30% - 50% more projects than those who don't. Using FTL's **Proposal Builder**, you can show customers good, better and best options to show how much they can afford with monthly payments.

**Offer financing to everyone and close more sales.**



**Not registered with FTL? Register for free at [ftlfinance.com](http://ftlfinance.com) or call 800.981.9032.**

*Company must have active contractor license to register.*



**HINSHAW** con't day before, so it would not be a problem. Took another few calls, but we got our keys that afternoon. We literally pulled into the subdivision right behind the appliance delivery truck. Great timing.

Here is my point. Never assume that something cannot happen. Ask questions to see what options are available. And keep on pushing till ya get the keys. This applies to our businesses as well. When you are taking on a new project, it can be overwhelming. New software, we don't know what we don't know. And you will be told things that may be accurate, but in some cases not the exact answer. And many times not what you were looking for.

Final incident that illustrates my point on not giving up. We had to get documents to the IRS before we could buy the new home here. Not able to do that from Colorado. We came into town one evening,

went down to the IRS building, they were all in a meeting, so we waited outside. After 45 minutes, they came out and said who has an appointment. We did not, did not realize we needed an appointment. What other office can we go to: none! Had to be at the main office. Finally got thru on a landline, talked to a very helpful woman who said I could fax in my info. Staying at Mike's place, no fax machine in the home. She said I have to confirm it is you faxing that info, and I will send back a confirmation to that same fax machine. All this has to happen before we can close on the new home. So she stayed on the call while I drove over to the UPS store 3 blocks away, and listened to me fax the document, then confirmed the reply came through from her. Amazing, an employee that truly cared. My point, never give up!

You may have to get a consultant, or an advisor involved, perhaps your spouse.

When everyone around you is telling you it can't be done, ask what it will take to do it. Then do what it takes to make it happen. We are thrilled with our new home, it is all we wanted and then some. And by the way, we got our internet/cable tv system installed that weekend. May was stopped a month later by a guy 2 blocks away, who moved in almost the same time we did, who had no internet yet, wanted to know if we had ours connected up. May said yep, ya just gotta keep pushing. You may say, you were lucky, just a coincidence, Yada Yada Yada. My response, the harder you work at something, the luckier you get. May spent weeks on the closing of our home in Colorado, and weeks preparing for our new home. Make that months. Her effort got us a great home with an excellent location, all at a very attractive price.

Thanks for listening, we'll talk later.

We'll talk later.

**HARSHAW** con't was going to pay his mechanics to install the coils that are already being produced. I prepared a letter ahead of time with some blanks in it for the amount that he would expect as a credit on the job. We discussed the work involved and he gave me a figure that was acceptable to me based on the input of my service manager. I then told him I was going to take this letter and write that credit amount on the letter and give it to him as a credit on the job's final invoice. We both signed the letter, and a copy was his to keep. We did not haggle over his price and he was frankly stunned that I was willing to do this. I looked him straight in the eye and said, "What else could I do? I messed up. It is my fault, not yours. I bear the full responsibility for this."

To make a long story as short as possible, the job was installed on time and the contractor got a hefty credit for his field modification. Then a

neat thing happened after that. This particular contractor was active in the design build market and after this job, he never got any quotes for his work except from me because he knew I would take care of him. It took me several years to break even on my mistake. But eventually, both of us came out winning.

So the question you will have to face someday as a manager (if you are not already had to face it) is what do you do when you or someone on your team messes up? I have seen too many contractors go back to the customer and try to negotiate a new price because they overlooked something in their bid. But as David said, a good man swears to his own hurt and does not change.

It can take nerves of steel to do the right thing when your profit margins are at risk. But I think that this life has a final Scorekeeper with whom we will have to settle accounts. If you do not believe that, then this

column will make no sense. If you do, then you know what to do if and when this comes up.

This concludes this series on managing by The Book. Going forward, I have a radical idea. I think that too often we consultants like to write columns about things we are comfortable with and know a lot about (whether we really do or not). But I have found as I talk with people that the things that I think are important are not always what they think are important. So, what sort of topics would you like to see me address in future columns?

Please address your questions to the publisher of Air Conditioning Today (Mr. Lance Lackey) at [llackey@ac-today.com](mailto:llackey@ac-today.com). He will then forward your questions to me and I will choose one each issue to address. So start your wish list and let us know what you want to read more about.

Until then, do the right thing—and prosper!

# SAVE TIME & MONEY BUY ONLINE

## Real-time Availability


## Order Anytime

Visit us online at [JohnstoneSupply.com/39](http://JohnstoneSupply.com/39)



**Making it Easier to Do Business**





**Texas Air Conditioning Contractors Association**

### Texas HVAC/R License Prep Course

Aug 2/3 - Red Oak (DFW area)  
Aug 24/25 - Austin

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\*\***



**Extended  
Range  
Up to 350 Feet!**

Be sure. **testo**



## Next Generation Smart Probes from Testo

- testo 549i now includes a 45° angled connection
- testo 115i is designed for rooftop applications
- testo 605i features a foldable probe to 90°



For more info visit [www.testo.com/smartprobes](http://www.testo.com/smartprobes)





## ***WANT TO CLOSE MORE SALES?***

**Insco Pro Partner® Ruud® dealers  
receive industry-leading benefits that  
set you apart from the competition.**

- Factory Rebates
- Contractor Cash Back
- Consumer Financing Incentives
- Lead Generation
- Advertising Co-Op
- In-Home Selling Tools
- Certified Factory Support  
& Training



**Achiever™ Series**  
14-16 SEER

**Ultra™ Series**  
Variable Speed

**EcoNet™**  
Smart Thermostat

**Achiever Plus™ Series**  
17 SEER Multi-Stage

**Ultra™ Series**  
20 SEER Inverter Driven

**High Efficiency**  
Air Handlers



**SHOP NOW**  
**INSCO.COM**



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





## HEATING AND AIR CONDITIONING



# 10-year\* parts and labor extended warranty – as low as **\$79!**

Not a Coleman® Premier or CCE Dealer?  
Become one now to take advantage of these *savings!*

### QUALITY YOU CAN TRUST. OPPORTUNITIES YOU WON'T BELIEVE.

You can take advantage of **discounted 10-year factory-backed extended labor warranties** on select Coleman® systems installed between July 1<sup>st</sup> through August 31<sup>st</sup>. This is the best time of year to bring home the comfort of Coleman® HVAC. But act now – these deals won't last long!



Act now to maximize your savings and bring home the comfort of Coleman® HVAC this summer.

Call **844-776-8610** or visit **ColemanAC.com/Deals** for all the details!

\*Warranty: 10-year parts and labor warranty are provided as part of our extended warranty protection plan. Participation varies by market. These offers are eligible to any participating program dealer enrolled in the promotional extended warranties program, Coleman® Premier or Coleman® Certified Comfort Expert™.



Call your local Johnstone  
Supply or visit:  
**www.JohnstoneSupply.com**

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

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

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

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

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

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

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

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

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

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

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

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



# TACCA Greater Houston Bay Bash

*TACCA Greater Houston held their Annual Bay Bash Fishing Tournament on July 19 at April Fool Marina in San Leon TX. The sold out event had biggest stringer, biggest trout and biggest redfish awards. A catered lunch and raffle followed the awards.*



More photos of this event on page B14.

TACCA Greater Houston's Annual

# GOLF TOURNAMENT

Clear Creek Golf Club of Houston  
3902 Fellows Road, Houston 77047

# 17

## OCTOBER

## 2019

Shotgun Start @ 1PM  
4 PERSON SCRAMBLE  
**\$150 Per Player\***


\*INCLUDES LUNCH, DINNER, & 2 DRINK TICKETS

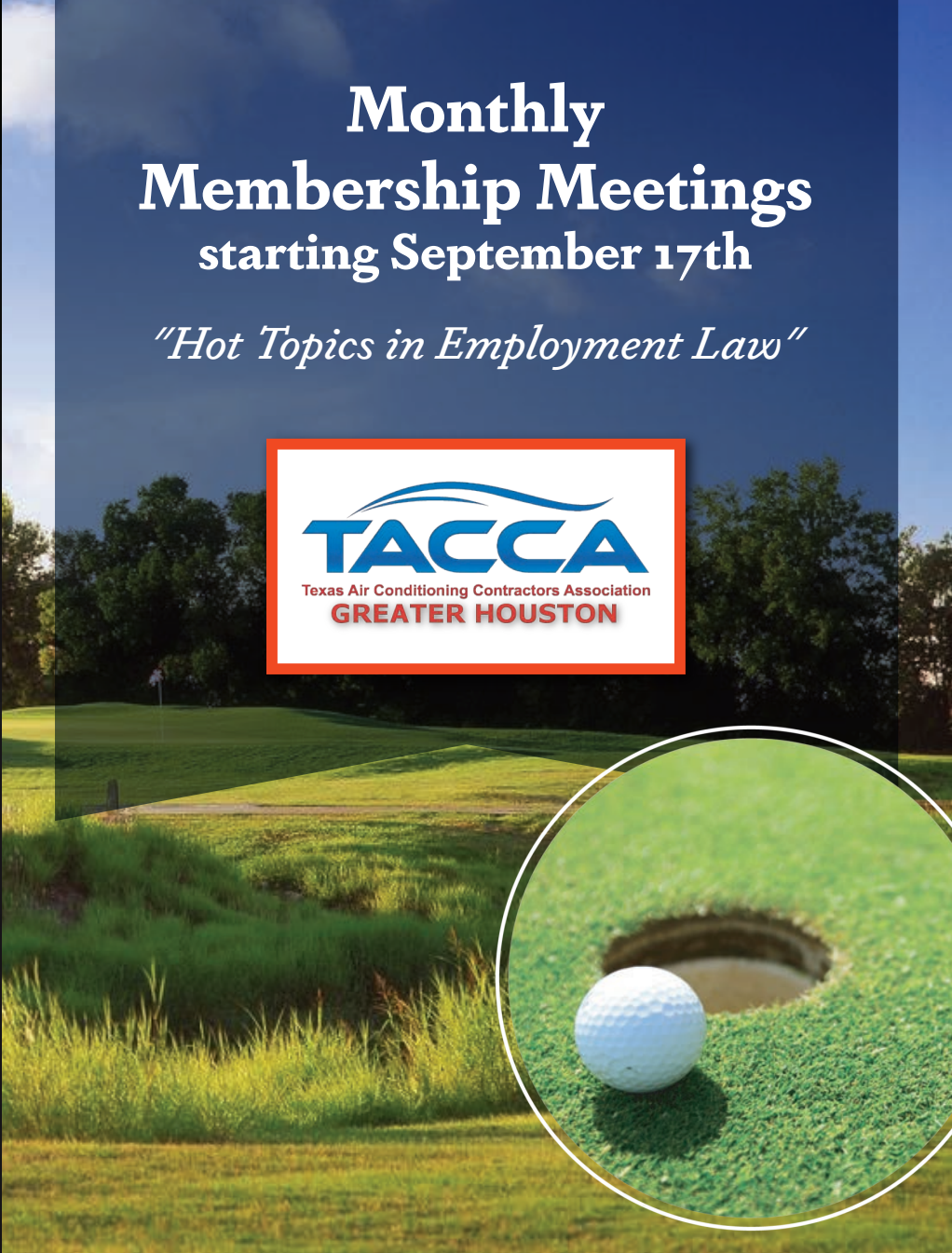


# Monthly Membership Meetings

starting September 17th

*"Hot Topics in Employment Law"*







# HVAC TECHNOLOGY HAS EVOLVED



***HAS YOUR KNOWLEDGE?***  
Evolve your skills - FREE for a limited time.

## FREE RUUD ECONET SERIAL COMMUNICATING SYSTEMS CLASS

**\$99 VALUE**

**EARN 4 NATE CE HOURS, 4 STATE CE CREDITS**

All attendees will receive EcoNet Training Book and EcoNet Certification Test offered after class.



HSEPFECO

Expires 12/31/19. Valid for Century AC Supply led classes at any Houston location. One per company. Must present coupon. Not valid for privately scheduled classes. Counter: scan barcode in Item ID field and follow notes.

## FREE RUUD INVERTER TECHNOLOGY TRAINING CLASS

**\$99 VALUE**

**EARN 4 NATE CE HOURS, 4 STATE CE CREDITS**

This is a required class for Ruud dealers and must be attended before you can purchase Inverter products. Training manuals included.



HSEPFINV

Expires 12/31/19. Valid for Century AC Supply led classes at any Houston location. One per company. Must present coupon. Not valid for privately scheduled classes. Counter: scan barcode in Item ID field and follow notes.

**NOW OFFERING NATE CERTIFICATION!**  
**SEE OUR NEW STATE OF THE ART TRAINING CENTER OPENING FALL 2019!**

**CENTURY**  
A/C SUPPLY™

### FIND RUUD EQUIPMENT AT THESE LOCATIONS:

ANGLETON  
BAY CITY  
CONROE

LUFKIN  
HUMBLE  
KATY

LEAGUE CITY  
HOUSTON AREA:  
WINKLER

BELTWAY  
GULFTON  
BARKER CYPRESS

WEST 43RD  
STUEBNER

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

DOWNLOAD OUR NEW APP! | PLACE AN ORDER, PAY YOUR BILL AND MORE AT [CENTURYAC.COM](http://CENTURYAC.COM)



# The only thing that's changed, is everything.



## YORK® AFFINITY™ PREMIUM RESIDENTIAL SYSTEMS



The first high-efficiency residential split systems  
to feature built-in *Charge Assurance*™.

Whoever said "some things never change" obviously wasn't in the HVAC industry. YORK® knows the importance of keeping our products at the leading edge. The Affinity™ series is smarter, more connected and more efficient than ever before. Built-in *Charge Assurance*™ and *Climate Set*™ technologies will change your business and your profitability. See how YORK® has revolutionized the industry at [YORK.com/Affinity](http://YORK.com/Affinity)

Solar Supply is proud to serve as  
the region's York® distributor.  
Visit [solarsupply.us](http://solarsupply.us)

 **YORK®**  
INSTALL CONFIDENCE

Get complete details at a Solar Supply location near you.

**Arkansas:** El Dorado

**Louisiana:** Alexandria, Baton Rouge, Denham Springs, Gonzales, Gretna, Hammond, Harahan, Houma, Jefferson, Lafayette, Lake Charles, LaPlace, Leesville, Mandeville, Monroe, Natchitoches, New Iberia, Opelousas, Ruston, Shreveport, Slidell

**Mississippi:** Gulfport, Hattiesburg, McComb, Meridian, Natchez, Ridgeland, Vicksburg

**Texas:** Abilene, Brownwood, Lufkin, Marshall, Nacogdoches, Texarkana





# HARDI

## HARDI Annual Conference: Registration Opens for Pulse 2019 in New Orleans

**Columbus, Ohio**— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has launched registration for the 2019 Annual Conference: Pulse which will take place this December 7-10, 2019 in New Orleans, LA. The conference will give members the chance to discuss significant areas of opportunity in the industry and how to better unite all levels of the supply chain.

HARDI's Annual Conference has become the premier destination for HVACR industry leaders to connect and discuss ideas to better the industry. With this year's location in New Orleans, HARDI mixed the rich jazz culture of the city with industry discussion to create the Pulse theme. Pulse is an ode to the musicality of New Orleans. That's why this year the Pulse Conference was created to strengthen the rhythm of the HVACR wholesale industry as a unit.

"HARDI has worked hard this year to better understand the current state of wholesale distribution. The Pulse Conference will be the perfect opportunity for us to share the findings of our research through our first annual State of the Industry report," said Talbot Gee, CEO of HARDI. "Our strategic plan is predicated on a proactive and regular set of intel and data to guide how the association works, to ensure that wholesale distributors are the channel of choice for HVACR manufacturers and contractors."

Outside of the conference, attendees will get the opportunity to experience the captivating city. The Hilton New Orleans Riverside places attendees at the center of it all, with restaurants and entertainment within walkable distance.

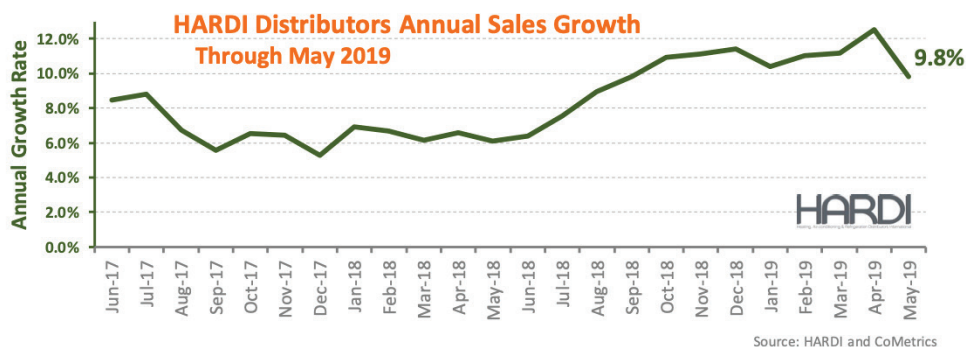
The full agenda for the event is expected to be released in early September. 2019 Annual Conference: Pulse details and registration can be found at <http://hardiconference.com/>

For more information contact Eileen Mantel at 614-345-4328.

## HARDI Distributors Report 1.9 Percent Revenue Decline in May

**Columbus, Ohio**— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales growth by HARDI distributor members declined by 1.9 percent in May 2019.

The average annualized sales growth for the 12 months through May 2019 is 9.8 percent.



"Given the challenges this month, I think a sales dip of only 2% is quite an achievement," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "Most regions had very difficult sales comparisons versus May of 2018 that was much warmer than normal in many regions, and there was excessive precipitation this May across the Central and Southwest regions."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is unusually low for this time of year. "DSO usually increases this time of year as cooling season gets rolling," said Loftus. "May was cooler than normal in the Northeast, Central and Western regions. Then all the rain in the Central and Southwest regions interfered with activities. June will likely be closer to normal and so will the DSO."

"The annual growth rate was in double-digit territory from October 2018 through April 2019, but that will be difficult to preserve through the second half of the year," said Loftus. Job growth is slowing, residential permits peaked last summer and are down 2%, existing home sales are down by nearly 4%, the latest Conference Board's June Consumer Confidence Index experienced the largest one month decline since 2015, and the ABI is struggling to stay in the expansion territory above 50. "An unusually warm summer can stimulate enough demand to offset any easing of the pace of economic growth," said Loftus.

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



**Texas Air Conditioning Contractors Association**

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

## Training Opportunities

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

### Online Continuing Education

TACCA Members  
**\$49.00**

Industry Partners  
**\$60.00**

Visit  
[www.TACCA.org](http://www.TACCA.org)

**AUGUST 10 - DFW BURLESON**

**AUGUST 17 - HOUSTON**

**AUGUST 17 - DFW HURST**

**AUGUST 24 - ABILENE**

**SEPTEMBER 6 - BEAUMONT**

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

**Aug 2/3 - Red Oak (DFW area)**

**Aug 24/25 - Austin**

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



**Texas Air Conditioning Contractors Association**

CALL US TOLL FREE AT  
800/998-HVAC(4822)

VISIT US ONLINE AT  
[www.TACCA.ORG](http://www.TACCA.ORG)



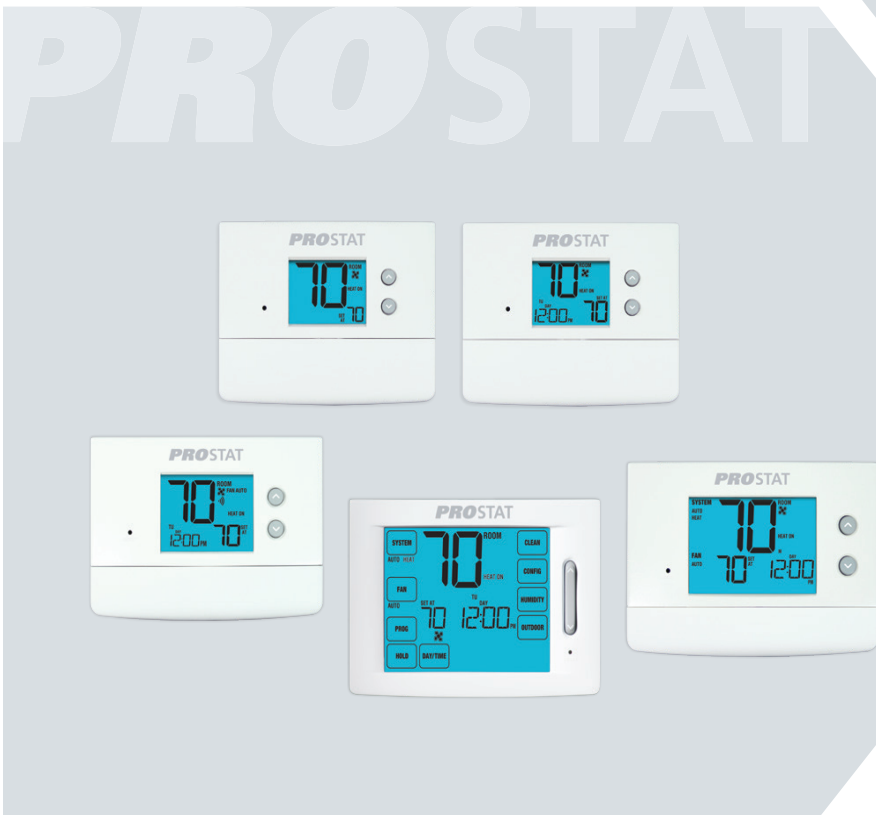
# Goodman Distribution Dealer Days

*Goodman Distribution held their summer Dealer Days at their Pearland and Webster locations on Thursday July 25.*  
*The events had a vendor fair, breakfast and catered lunch.*





# HVAC Pros rely on the ProParts™ brand for customer satisfaction.



Visit your local branch or check out our website at [www.ProPartsHVAC.com](http://www.ProPartsHVAC.com).

**PROSTAT™**  
COMFORT CONTROL

**PROPARTS™**  
HVAC PARTS & SUPPLIES

**PROCHEM™**  
HVAC CLEANERS & SOLUTIONS

**THE BRANDS YOU TRUST FROM THE BRAND YOU RELY ON!**

ProChem™ brand manufactured exclusively for Goodman by Aeris Environmental, Rectorseal, and Vapco.  
©2019 PROPARTS • All Rights Reserved. All trademarks are the property of their respective owners.



# Hunton Distribution’s Annual Hackberry Fishing Trip

*The dealers invited on this trip participated in Hunton’s “Blast or Cast” incentive program this Spring. The trip was sponsored by Hunton Distribution and Trane.*





**PARTS & SUPPLIES**

FROM RESIDENTIAL TO HEAVY COMMERCIAL HVAC



**BIG**  
or small

**WE’VE GOT THE PARTS & SUPPLIES  
TO GET THE JOB DONE.**

ALL MAKES AND MODELS - OEM AND NON-OEM

**CALL US TODAY OR VISIT US ONLINE!**

281-HUNTON-1 | [www.HuntonDistribution.com](http://www.HuntonDistribution.com) | 877-HUNTON-1

**NORTH HOUSTON**  
16335 Central Green Blvd.

**WEST HOUSTON**  
10555 Westpark Dr.

**SOUTH HOUSTON**  
735 FM 1959 (Dixie Farm Rd.)



**COMMERCIAL UV  
SALES MANAGER**

RGF® Environmental is seeking an experienced COMMERCIAL UV Sales Manager for our growing air division. Minimum of 3 years experience in the commercial uv market is required.

Located in Riviera Beach, FL.  
Please send resume to Mat Charles  
[mcharles@rgf.com](mailto:mcharles@rgf.com)

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

*RGF Environmental Group is an ISO 9001:2015 certified company*





### Texas Air Conditioning Contractors Association

13706 Research #214

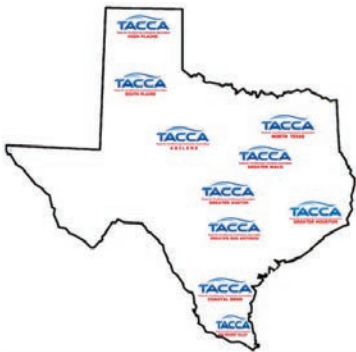
Austin, Texas 78750

800.998.HVAC (4822)

[www.tacca.org](http://www.tacca.org)

### TACCA Local Chapters

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



TACCA Welcomes the following new members.  
Thank you for your support!

**ABC Home and Commerical**  
**Corpus Christi**

**CenterPoint Energy –**  
**Houston**

**MC Precision Air LLC –**  
**Seagoville**

**simPro Software –**  
**Broomfield, CO**

## Interested in TACCA Membership?

**Help your business grow with better visibility and a competitive edge in the marketplace that only comes with TACCA membership.**

TACCA, Texas Air Conditioning Contractors Association is a nonprofit Texas-based HVAC/R organization dedicated to offering exceptional customer service to our more than 500 member companies across Texas. With over 40 years of experience in helping contractor's profit from programs that include technical training, state-approved continuing education, and advocacy at the state and local levels, TACCA continues to set and maintain the standard for the HVAC/R trade organization in Texas.

As contractors in a rapidly changing industry, it is imperative that we stay informed on all legislative and industry issues. This is what TACCA is all about. We are committed to working on your behalf on all pertinent issues, including license law enforcement, continuing education, training and certification.

### What will I get with membership to TACCA?

- **Cutting Edge Information** – Important and timely information delivered to you!
- **Networking Opportunities** – Chapter meeting and events.
- **Consumer Assistance** – Texas directory, matching you with customers.
- **Grass Roots Representation** – TACCA works to reduce or eliminate government intrusion into contracting businesses with aggressive local and state lobbying.
- **Business Services** – Business management training.
- **Free Texas Department of Licensing (TDLR) state-approved classroom ACR continuing education** for state licensed employees in your company.
- **Weekly Industry updates...** including the TACCAAdvantage, The Membership Spotlight , the Texas based Training Calendar, and your local chapter newsletters and bulletins.
- **Local updates, monthly meetings and events**
- **Access to local experts and the Texas Department of Licensing and Regulations** for your technical and code questions.
- **EXTO HR Solutions**
- **Local training in TACCA affiliated chapters**
- **Continued Legislative Advocacy** in Austin at the Texas State Capitol and with the Texas Department of Licensing
- **Discounts through our TACCA Affiliate Partners**
- **Your TACCA Membership Directory and "The Zone,"** TACCA's Texas HVAC industry magazine
- **National Purchasing Partners Plan**
- **Being a member of the PREMIER HVAC/R Trade Association in Texas who supports Texas Contractors with a Texas-based organization**

**TACCA Membership Benefit #7** - TACCA works in tandem with other trade associations and groups to leverage our voice. The ability to partner in with these organizations only adds to the credibility of the TACCA brand. NFIB, PHCC, ACCA, SPEER and IEC are just a few of our partners.

## FAQ's — From the Texas Department of Licensing

Can unlicensed persons perform maintenance, service, and repairs on a process cooling and heating system?

Yes. Once the primary (closed loop) process system has been deactivated and rendered inert by a licensee, an unlicensed person may perform maintenance, service and repairs on the secondary (open loop) components which include the piping, heat exchangers, vessels, cooling towers, sump pumps, motors, and fans. See Administrative Rule 75.100(d)(2) and Chapter 1302.002 Definitions - specifically (2) and (15).

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

#### CE Classes:

AUGUST 10 - DFW BURLESON

AUGUST 17 - HOUSTON

AUGUST 17 - DFW HURST

AUGUST 24 - ABILENE

SEPTEMBER 6 - BEAUMONT

#### License Prep:

Aug 2/3 - Red Oak (DFW area)

Aug 24/25 - Austin

[www.tacca.org](http://www.tacca.org) for more information

### Texas Air Conditioning Contractors Association

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

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

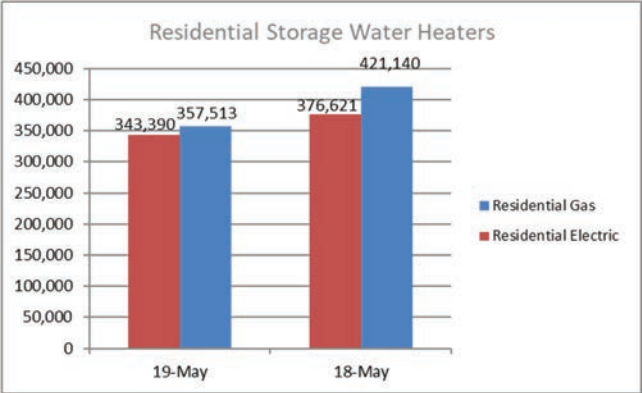
Visit us at [www.tacca.org](http://www.tacca.org), or call 800.998.HVAC (4822) to become one of the more than 5000 contractors across Texas who receive our information.



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

## Residential Storage Water Heaters

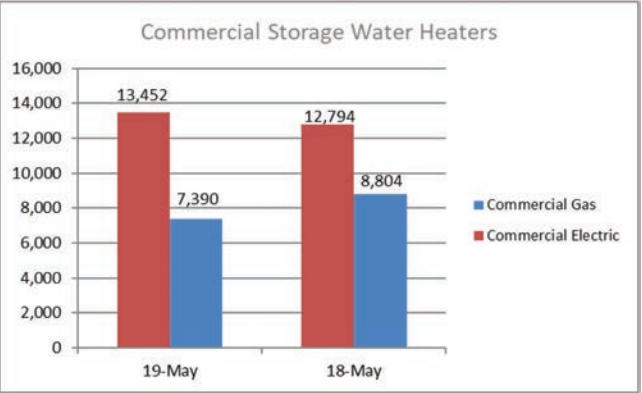
U.S. shipments of residential gas storage water heaters for May 2019 decreased 15.1 percent, to 357,513 units, down from 421,140 units shipped in May 2018. Residential electric storage water heater shipments decreased 8.8 percent in May 2019 to 343,390 units, down from 376,621 units shipped in May 2018.



Year-to-Date	May 19 YTD	May 18 YTD	%CHG.
Residential Storage Gas	1,902,313	2,001,410	-5.0
Residential Storage Electric	1,785,811	1,844,636	-3.2

## Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 16.1 percent in May 2019, to 7,390 units, down from 8,804 units shipped in May 2018. Commercial electric storage water heater shipments increased 5.1 percent in May 2019, to 13,452 units, up from 12,794 units shipped in May 2018.



Year-to-Date	May 19 YTD	May 18 YTD	%Chg.
Commercial Storage Gas	38,573	42,717	-9.7
Commercial Storage Electric	64,474	60,183	+7.1

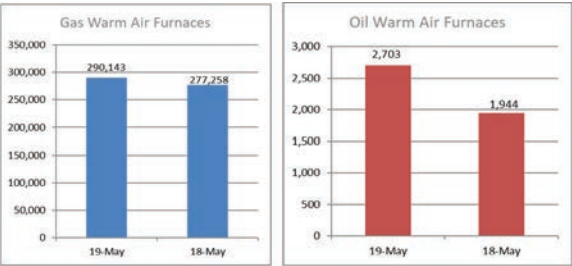
## U.S. Manufacturers' Shipments of Central Air Conditioners and Air-Source Heat Pumps

Month			YTD		
Size Description (000) BTUH	Total	% Change from 2018	Size Description (000) BTUH	Total	% Change from 2018
Under 16.5	28,945	+28.6	Under 16.5	129,196	+18.0
16.5-21.9	79,351	+12.5	16.5-21.9	321,958	+8.8
22-26.9	196,483	+1.0	22-26.9	714,959	+3.7
27-32.9	168,248	+0.1	27-32.9	582,440	+2.2
33-38.9	224,728	+4.6	33-38.9	771,358	+1.9
39-43.9	81,085	+2.1	39-43.9	277,859	-0.8
44-53.9	116,217	+4.1	44-53.9	394,803	-2.3
54-64.9	85,972	+1.0	54-64.9	300,862	-2.7
65-96.9	9,775	+0.5	65-96.9	41,963	+0.7
97-134.9	7,756	-2.1	97-134.9	31,431	-0.0
135-184.9	5,540	+5.3	135-184.9	20,571	-3.4
185-249.9	2,384	+4.8	185-249.9	9,372	+0.5
250-319.9	1,578	+17.0	250-319.9	6,121	-0.6
320-379.9	385	-4.5	320-379.9	1,544	-4.1
380-539.9	435	+15.7	380-539.9	1,849	+18.7
540-639.9	326	-3.0	540-639.9	1,359	-1.9
640-799.9	141	+25.9	640 & Over	620	+15.0
800.0-899.9	61	-6.2	800.0-899.9	339	+9.0
900.0-999.9	82	-1.2	900.0-999.9	349	+0.3
1,000.0-1,199.9	40	+8.1	1,000.0-1,199.9	188	-4.1
1,200.0 & Over	114	+52.0	1,200.0 & Over	582	+43.0
TOTAL	1,005,646	+3.5	TOTAL	3,609,723	+2.2

BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial.

## Warm Air Furnaces

U.S. shipments of gas warm air furnaces for May 2019 increased 4.6 percent, to 290,143 units, up from 277,258 units shipped in May 2018. Oil warm air furnace shipments increased 39 percent, to 2,703 units in May 2019, up from 1,944 units shipped in May 2018.



Year-to-Date	May 19 YTD	May 18 YTD	% Chg.
Gas Warm Air Furnaces	1,393,288	1,247,959	+11.6
Oil Warm Air Furnaces	14,245	11,490	+24.0

## Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,005,646 units in May 2019, up 3.5 percent from 971,246 units shipped in May 2018. U.S. shipments of air conditioners decreased 2 percent, to 659,423 units, down from 673,010 units shipped in May 2018. U.S. shipments of air-source heat pumps increased 16.1 percent, to 346,223 units, up from 298,236 units shipped in May 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 2.2 percent, to 3,609,723, up from 3,531,224 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners decreased .1 percent, to 2,262,364 units, down from 2,264,988 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 6.4 percent, to 1,347,359, up from 1,266,236 units shipped during the same period in 2018.

CONNECT • CULTIVATE • GROW

2019

ROSANN SDOJA  
BOSTON MARATHON SURVIVOR

DR. LOIS FRANKEL  
PRESIDENT OF CCI, AUTHOR & COACH

EMILY SAYING  
EXECUTIVE VICE PRESIDENT AT HARDI

LORI TSCHOHI  
MANAGING MEMBER OF EAGLE PIPE MECH

CONFERENCE

Register now at [www.WomenInHVACR.org](http://www.WomenInHVACR.org)

ALOFT BOSTON SEAPORT DISTRICT HOTEL  
BOSTON, MASSACHUSETTS

SEPTEMBER 25 - 27, 2019

16<sup>TH</sup> ANNUAL WOMEN IN HVACR CONFERENCE

Don't miss the WHVACR Annual Conference, featuring fantastic speakers, as we explore: "CONNECT. CULTIVATE. GROW."

Join us for this exciting event as you reconnect with old friends and network with other women leaders in the HVACR industry.



# BRAGGIN' RIGHTS



David Pinker won  
First Place Redfish  
at the TACCA GH  
Fishing Tournament



Kevin Brian with Air  
Champion at the TACCA  
Greater Houston fishing  
tournament in San Leon TX



Chad Captains won  
First Place Big Trout  
at the TACCA GH  
Fishing Tournament



Kirk Bell at the Reel Returns Fishing  
Tournament in Corpus Christi won 1st place  
Redfish and 2nd place heaviest stringer

Send us your Braggin Rights pictures and stories to [llackey@ac-today.com](mailto:llackey@ac-today.com)!



## FISHING TOURNAMENT!

SEPTEMBER 13 & 14

DOC'S SEAFOOD & STEAKS  
13309 S PADRE ISLAND DR, CORPUS CHRISTI, TX 78418

**TACCA**  
Texas Air Conditioning Contractors Association  
GREATER SAN ANTONIO

*Join Now!*

**NEW MEMBERSHIP  
SPECIAL**

**SAVE \$200**

**TACCA HELPS  
CONTRACTORS**

*succeed!*  
SAVE TIME AND MONEY,  
IMPROVING YOUR  
BOTTOM LINE AND YOUR  
QUALITY OF LIFE.

CALL 210-901-4222  
FOR DETAILS  
OR VISIT OUR WEBSITE  
TO JOIN ONLINE!

[TACCAGREATERSANTONIO.ORG](http://TACCAGREATERSANTONIO.ORG)





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

## ASHRAE Seeks Papers for Fourth International Conference on Efficient Building Design

Atlanta – ASHRAE announced a call for papers for the Fourth International Conference on Efficient Building Design to be held Oct. 1-2, 2020, at the American University of Beirut, Beirut, Lebanon.

“Efficient building design is important to the overall performance of buildings,” says Nesreen Ghaddar, conference chair. “This conference not only offers presentations on latest

findings relevant to hot humid climates in the gulf region, it will address the impact of low-energy design on occupant health in different building sectors.”

The conference is organized by ASHRAE, the ASHRAE Lebanese Chapter, the Munib and Angela Masri Institute of Energy and Natural Resources and the Department of Mechanical Engineering at American University of Beirut. It provides advanced research on the topics of building and bioclimatic designs for attaining occupant comfort and good environmental quality for addressing systems and technologies adapted to the moderate and hot humid climates.

The presentation topics include:

- Sustainable building designs
- Energy efficiency standards
- Building materials
- Indoor air quality systems
- HVAC technologies
- Solar heating and cooling for the built environment
- Low and near zero energy buildings

Abstracts of 400 words are due Oct. 15. To submit an abstract or for more information on the Fourth International Conference on Efficient Building, visit [ashrae.org/beirut](http://ashrae.org/beirut).

## ASHRAE Releases New HVAC Applications Handbook

Atlanta – ASHRAE announced the release of its 2019 ASHRAE Handbook—HVAC Applications.

The newly published HVAC Applications volume comprised of 65 chapters covering a broad range of facilities and topics was written to help engineers design and use equipment and systems described in other Handbook volumes. Main sections cover comfort, industrial, energy-related and general applications, as well as building operations and management.

The 2019 edition includes three new chapters:

- Indoor Swimming Pools (Chapter 6)
  - Indoor Airflow Modeling (Chapter 59)
  - Occupant-Centric Sensing and Controls (Chapter 65)
- Some other updates include:
- Educational Facilities (Chapter 8) provides updated design criteria, and a new section on central plant optimization for higher education campuses and educational facilities for students with disabilities.
  - Health Care Facilities (Chapter 9) has been extensively rewritten to address current health care requirements.
  - Solar Energy (Chapter 36) has added updated guidance on solar thermal collectors and photovoltaic applications, with new information on design and performance of photovoltaic systems and on installation and operation guidelines for photovoltaic systems, with new practical examples.
  - Integrated Building Design (Chapter 60) has been completely rewritten to give more detail on Integrated Building Design (IBD) process.
  - Mold and Moisture (Chapter 64) revises the order of risk factors for mold to better reflect their relative importance and added information from ASHRAE RP-1712 to advise on components and configuration of dedicated outdoor air (DOAS) systems to help avoid mold growth in schools, universities, and military barracks during extended periods of unoccupied-mode HVAC operation.

ASHRAE has completed distribution of complimentary copies to members and is now offering this essential resource to the public.

The 2019 ASHRAE Handbook—HVAC Applications is available in two editions: I-P (inch-pound) or SI (International System) units of measurement. The cost of the print bound volume is \$220 in I-P or SI.

Individual chapters may also be purchased as digital downloads in PDF format.

To purchase, visit [ashrae.org/bookstore](http://ashrae.org/bookstore).

# Construction Employment Increases in 42 States From June 2018 to June 2019, While 30 States Add Construction Jobs Between May and June

California and West Virginia Have Biggest Number and Percent of Annual Job Gains, While Louisiana Lags; California and Wyoming Experience Largest One-Month Gains as Nevada Has Worst Declines

Forty-two states added construction jobs between June 2018 and June 2019, while construction employment increased in 30 states from May to June, according to an analysis by the Associated General Contractors of America of Labor Department data released today. Association officials said the new construction employment data demonstrates the need for new federal investments in career and technical education programs, along with immigration reform.

“Construction demand remains robust across most states, and contractors continue to add workers when they can find them,” stated chief economist Ken Simonson. “But contractors are struggling to find all the workers they need in many states, as shown the historically high number job

openings at the end of May.” California added the most construction jobs over the year (40,300 jobs, 4.7 percent), followed by Texas (39,500 jobs, 5.4 percent), Florida (25,800 jobs, 4.8 percent), Arizona (18,200 jobs, 11.6 percent) and Georgia (12,700 jobs, 6.5 percent). West Virginia added the highest percentage of construction jobs over 12 months (19.8 percent, 8,100 jobs), followed by Wyoming (14.1 percent, 2,800 jobs), Arizona and Alaska (10.3 percent, 1,600 jobs). Construction employment reached a record high in four states: Colorado, Oklahoma, Oregon and Texas.

Eight states shed construction jobs over the latest 12 months, while employment was unchanged in the District of Columbia. Louisiana lost the largest number and percentage

of construction jobs (-12,300 jobs, -8.0 percent). Other states with large job losses include Massachusetts (-3,400 jobs, -2.1 percent), Maryland (-2,200 jobs, -1.4 percent), Connecticut (-1,000 jobs, -1.7 percent) and Montana (-800 jobs, -2.8 percent). Other states with a substantial percentage decline include Montana, Vermont (-2.7 percent, -400 jobs), Massachusetts, Connecticut and Maryland.

California added the most construction jobs between May and June (11,900 jobs, 1.3 percent), followed by Texas (6,100 jobs, 0.8 percent), Georgia (2,000 jobs, 1.0 percent), Florida (1,900 jobs, 0.3 percent), and Arizona (1,800 jobs, 1.0 percent). Wyoming added the highest percentage of construction jobs for the month (3.7 percent, 800 jobs), followed by Maine (2.8

percent, 800 jobs), West Virginia (2.3 percent, 1,100 jobs) and Vermont (2.1 percent, 300 jobs).

Construction employment decreased from May to June in 17 states and was flat in Alaska, D.C., New York and Rhode Island. Nevada lost the largest number and percentage of construction jobs for the month (-4,200 jobs, -4.1 percent), followed by Louisiana (-1,800 jobs, -1.3 percent), Connecticut (-1,100 jobs, -1.9 percent), Illinois (-900 jobs, -0.4 percent) and Massachusetts (-900 jobs, -0.6 percent). Other states with a substantial percentage decline for the month included Connecticut, Louisiana, Idaho (-0.6 percent, -300 jobs) and Massachusetts.

Association officials said that with unemployment rates at historic lows in many states, there

is an urgent need for Congress and the Trump administration to boost funding for career and technical education programs and enact immigration reforms. These measures would make it easier for schools to set up construction-focused programs while immigration reform will allow more people with construction skills to legally enter the country.

“Contractors are eager to add even more high-paying middle-class jobs if they could only find more qualified workers to hire,” said Stephen E. Sandherr, the association’s chief executive officer. “The federal government should make it easier to prepare and attract more people into construction. Such steps will provide significant benefits to the broader economy.”



## Product News

### Friedrich Launches Dedicated Spanish-Speaking Technical and Customer Service Line

**San Antonio, Texas**—Friedrich Air Conditioning Co., a leading U.S.-based manufacturer of heating, cooling and other room air conditioning products, has launched a Spanish-speaking Technical and Customer service line, making it among the first in the industry to offer a dedicated service specifically for Spanish-speaking customers.

The Spanish-speaking line is available by calling Friedrich's main customer service line, 1-800-541-6645, and selecting option 9. It will operate Monday-Friday, 8 a.m. – 5 p.m. CT, the same hours and days as Friedrich's other customer service phone line.

"The goal is to help ensure all of our installers, contractors and customers get the assistance and support they need, quickly and easily," said Sean Olds, Friedrich Chief Operations Officer. "Friedrich's focus is to continually improve the service experience for our partners and customers, and this is a big part of that commitment."

The launch of a Spanish-speaking Technical and Customer service line is another example of Friedrich's dedication to personalized customer service. Rather than using an automated or third-party resource that is typical for today's industry, all Friedrich's Technical Assistance employee experts are located at the company's San Antonio headquarters and have years of experience in the field and fielding calls and inquiries from customers.

Friedrich's customer service team also has a close connection to the company's product and engineering managers and state-of-the-art onsite lab. That makes Friedrich one of the only air conditioning companies to make such a strong commitment—not only to onsite testing, quality control and product innovation—but to customer support.

### Fujitsu General America Expands Unitary Ducted Equipment Offering

Fujitsu General America has expanded its line of unitary ducted products. They now offer a broader selection of residential air conditioners, heat pumps, and gas furnaces as well as a new line of light commercial equipment.

These new high-efficiency residential split system products, residential packaged units, and light commercial rooftop equipment allows Fujitsu to compete with all major competitors in the marketplace.

New residential products include air conditioners with two-stage or fully-modulating inverter scroll compressors with efficiencies up to 20 SEER and 13



EER. Fujitsu gas furnaces now offer 80 percent AFUE models with LoNox options, and 96-98 percent AFUE models with two-stage or fully-modulating gas valves and ECM motor technology.

New light commercial package rooftops are available in three through 25 tons, including air conditioning only, gas/electric, heat pump, and re-heat models in a

wide variety of efficiency options

Noteworthy is Fujitsu's 7.5-12.5-ton platform, compatible with some competitive manufacturer footprints, eliminating the need for adapter curbs while also aligning with gas/other utility connections.

"With the introduction of these products, the complete Fujitsu unitary offering is well-positioned to satisfy the needs of any distributor and their contractor or dealer base," stated Brian Michael, Director of Unitary Products Business.

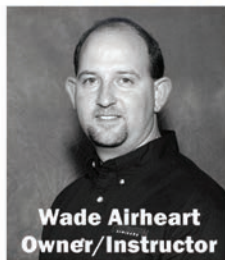
For more information on the Fujitsu General unitary line of equipment, please visit [www.fujitsugeneral.com](http://www.fujitsugeneral.com)

## CALENDAR OF EVENTS

JOHNSTONE SUPPLY AUGUST 2019 TRAINING CALENDAR						
Check our "Early Bird Training" - 7:30am-9:30am Early start time - Early in for training - Early back to work						
Also our "After Hours Training" - 5:00pm - 7:00pm - For training after you get off work						
For info call Juan Vilella at 210-829-1934 Ext. 155 - or email to: <a href="mailto:juan.vilella@johnstonesupply.com">juan.vilella@johnstonesupply.com</a>						
Broadway - 9311 Broadway Suite 200 / Downtown - 30 Essex St. Ste. 101 / Alamo Downs - 6900 Alamo Downs Ste. 140						
DATE	DAY	TIME	LOCATION	CLASS	REGISTRATION CODE	COST
1-Aug	Th	7:30am - 9:30am	Broadway	Goodman 2-Stage AC - Wiring & Troubleshooting	TRAIN19-41-84	\$30
5-Aug	M	7:30am - 10:00am	Broadway	ComfortBridge / CoolCloud Training		FREE
6-Aug	Tu	5:00pm - 7:00pm	Broadway	Compressor Troubleshooting - What to Look For	TRAIN 19-41-85	\$30
Aug. 7	W	8:00am - 12:00pm	Essex	NAIMA Certification - Ductboard Fabrication Part 1	TRAIN19-41-86	\$195
Aug. 8	Th	8:00am - 12:00pm	Essex	NAIMA Certification - Ductboard Fabrication Part 2		included
Aug. 12	M	8:00am - 11:00am	Alamo Downs	ComfortBridge / CoolCloud CounterDay Training		FREE
Aug. 13	Tu	9:00am - 11:00am	Broadway	Friedrich Mini-Split Coil Cleaning - Hands-on Demo	TRAIN 19-41-87	\$30
Aug. 14	W	7:30am - 9:30am	Broadway	Condensate Drain Lines - Codes, Installation & Clearing	TRAIN19-41-88	\$30
Aug. 15	Th	8:00am - 3:30pm	Broadway	ESCO EPA Review & Exam	TRAIN 19-41-89	\$135
Aug. 15	Th	1:30pm - 3:30pm	Broadway	ESCO EPA Exam Only	TRAIN19-41-90	\$85
Aug. 19	M	7:30am - 10:00am	Broadway	NATE AC / HP Exam Prep - 1 of 4	TRAIN 19-41-91	\$225
Aug. 20	Tu	7:30am - 10:00am	Broadway	NATE AC / HP Exam Prep - 2 of 4		included
Aug. 21	W	7:30am - 10:00am	Broadway	NATE AC / HP Exam Prep - 3 of 4		Included
Aug. 22	Th	7:30am - 10:00am	Broadway	NATE AC / HP Exam Prep - 4 of 4		included
Aug. 23	F	1:00pm - 3:00pm	Alamo Downs	ComfortBridge / CoolCloud CounterDay Training		FREE
Aug. 26	M	5:00pm - 7:30pm	Broadway	Compressor Troubleshooting - What to Look For	TRAIN19-41-92	\$30
Aug. 27	Tu	5:00pm - 7:30pm	Broadway	Superheat & Subcooling - How & Why We Measure It	TRAIN 19-41-93	\$30
Aug. 28	W	8:00am - 10:00am	Broadway	What's New in Leak Detection - Inficon Rep		FREE
Aug. 29	Th	8:00am - 11:00am	Broadway	NATE Exam Day - Core - AC/HP or Air Distribution	TRAIN 19-41-94	\$165

## CONTINUING EDUCATION

### LIVE OR ONLINE



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

TDLR Provider #1142



**(888) 500-PASS**

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

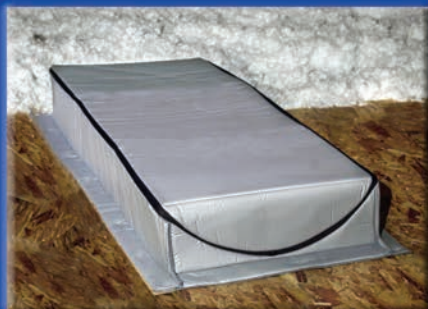
### Want to SAVE on CRANE costs?



**[www.pro-lift.com](http://www.pro-lift.com)**

(972) 939-3231

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



*Always get the best!*



#### Distributor Benefits:

- Low wholesale pricing
  - Proven Contractor product
  - Oakridge Nat'l Lab tested
  - Free Store Front displays
- Needs only 27" x 19" Floor Space**

#### Contractor Benefits:

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



**Sold at your local distributor!**  
**If not, call:**

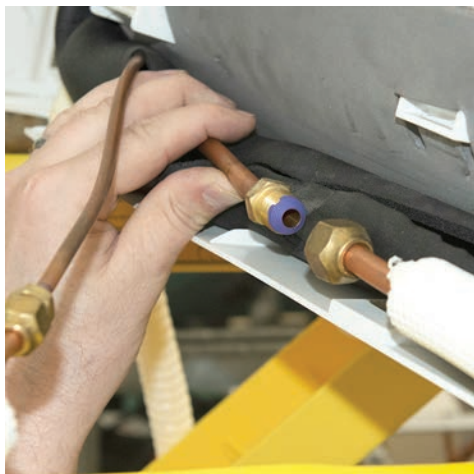
**(704) 892-5399 or**  
**[www.attictent.com](http://www.attictent.com)**



## Product News

### RectorSeal® Introduces Flaretite, the HVAC/R Tubing Flare Leak Preventative

*Flaretite is a sealant-coated, stamped copper ring that creates a tightly-sealed, leak-resistant connection between copper tubing flared connections.*



RectorSeal®, Houston, a leading manufacturer of quality HVAC/R tools and accessories, has been named the master distributor in the North America and Australia HVAC/R markets for the Flaretite seal. Flaretite, Brighton, Mich., is the industry's first gasket-like seal designed specifically for making a tight, leak-resistant connection between flared tubing connections used in air-conditioning/refrigeration applications.

The Flaretite seal is a stamped copper ring with concentric ridges formed by a baked-on Loctite Vibra-Seal coating. The ridges create multiple sealing points of contact to prevent leaks from copper tubing flare connections used with 1/4, 3/8, 1/2, 5/8, and 3/4-inch (6, 7.5, 12, 16, 19-mm) refrigeration linesets. The purple (color-coded for HVAC/R applications) coating is a dried, pliable sealant that flexes into pits, micro depressions, scratches and other imperfections that potentially lead to refrigerant leaks from copper tubing

flares. Flaretite also features three stamped notches to help clip-seal it and hold it in place during compression fitting tightening.

"The Flaretite seal is tried and true and has over a decade of proven performance in the refrigeration industry," said Kirk Lewandowski, director of operations, Flaretite.

Flaretite also complements the 2018 introduction of RectorSeal's PRO-Fit™ Precision Flare Kit, the next generation pipe flaring tool for copper and aluminum tubing used in air conditioning and refrigeration applications. Using the PRO-Fit in conjunction with Flaretite provides the ultimate in leak prevention for flared connections.

Flaretite is packaged in 21 skus with four-color labeling:

- Clamshell J-hook merchandiser of 10 units in all five sizes;
- Clamshell combo mini-split kit of two different size pairs that fit inlet and outlet flare sizes of a lineset's liquid and suction lines;
- Four-compartment case that houses 36-pieces of nine units each in 1/4, 3/8, 1/2, 5/8-inch sizes;
- Box of 100 in all five sizes;
- And a box of 200 in 1/4, 3/8, 1/2, 5/8-inch sizes.

Flaretite carries a one-year warranty.

For additional information on the Flaretite and PRO-Fit Precision Flare Kit or other HVAC/R products from RectorSeal, visit [www.rectorseal.com](http://www.rectorseal.com)

## TACCA Greater Houston Bay Bash



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

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

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

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

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

BUY
SELL



FACTORY TRAINED  
35 YEARS EXPERIENCE

CALL 210-912-7669

PARTS
SERVICE



# Focus

## •TDLR 8 HR CE CLASSES•

Law, Rooftop Units, Airflow, IECC & OSHA

Location: **Johnson Supply San Antonio**

1050 Arion Parkway

**Tuesday** August 6, 2019

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

**Saturday** August 17

TDLR No. 1362 Class No. 19048

•EPA Exams• 1<sup>st</sup> Friday of the month

•NATE Exams• •License Prep Classes•

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

[silverfox0001@earthlink.net](mailto:silverfox0001@earthlink.net)

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

## FREONLOCK™

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

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



Goes on suction line at condenser to prevent freezing of A/C system. Wire leads included.

#### LIMITED SUMMER SALE:

**\$13.95 EACH**- Cheaper at Barsco or TruStar Supply.

Always use with time delay relay to prevent short cycling.

Put disc side on copper line and secure with tape or wire tie.

### 2. FreonLock™ (FLI) “THINKING OUTSIDE THE CAP”.

Goes OVER the existing cap.

THESE ARE SUPER HIGH QUALITY.



Patent Pending

• Prevent Unauthorized Access

• All Stainless Steel

• 20 Year Warranty

• Prevent Huffing, Vandals, & Stealing

• Decrease Insurance Liability

• Will Not Corrode in Salt Environment

**LIMITED SALE:** COMES IN PACKAGES OF 6 EACH WITH FREE SPECIAL WRENCH.

\$25.20 EACH PKG. OF 6 or

**\$4.20 each**- Cheaper at TruStar Supply

PLASTIC ONES SOME COMPANIES HAVE ARE NOT SECURE. YOU CAN EASILY REMOVE THEM WITH A COMMON PAIR OF PLIERS OR CHANNEL LOCKS or with a common tool (Allen wrench, etc.) This leaves your company open for a lawsuit should some kid die by getting into the system to huff.

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



LIMITED SALE: \$3 each

EMAIL ORDER TO [MIKESEARSO61@GMAIL.COM](mailto:MIKESEARSO61@GMAIL.COM)

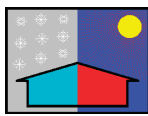
CELL: 214-597-2067

[WWW.HVACCRAFT.COM](http://WWW.HVACCRAFT.COM)

## Elite Software

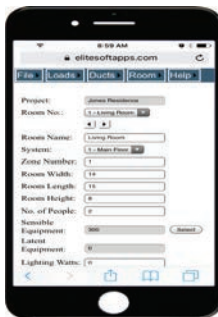
Over 20 Hvac Design Programs!

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



**New!**

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

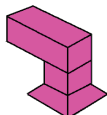


**\$199/up** To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing

**Register for Free Trial Version!**

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

**800-648-9523**



## ACORATE Flat Rate Software

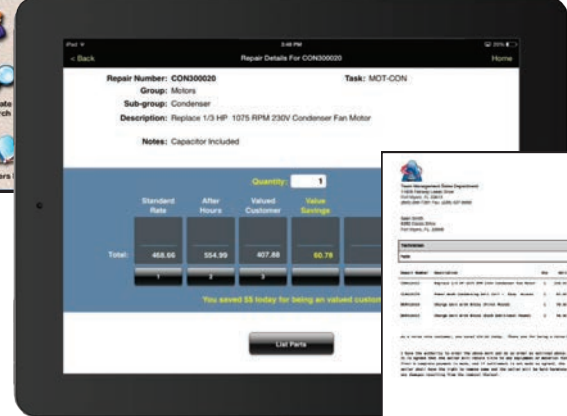
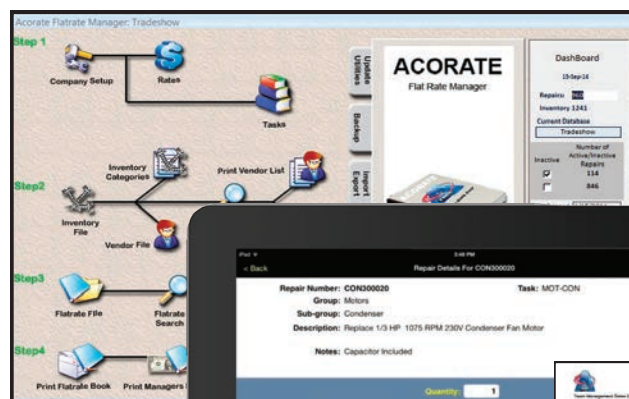
*No ongoing monthly fees required!*

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



**Team Management Systems, Inc.**

[www.acorate.com](http://www.acorate.com) ♦ [sales@acorate.com](mailto:sales@acorate.com) ♦ (800) 299-7351



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



# WHEN ONLY THE BEST WILL DO.

**SELL THE BRAND RATED #1.**



*American Standard®*

HEATING & AIR CONDITIONING



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

**ACESSUPPLY.COM**

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

**BUDA**  
2845 BUSINESS PARK DR.  
(512) 441-8998

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

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

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

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

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

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

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

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

Texting now available. See your ACES™ for details.

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