

Goodman Dealer Days



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Mitchell Enterprises hosts Congressman Allred



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TACCA Greater SA Summer Mixer



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Ground Breaking Takes Places for North Lake College's Construction Sciences Building



For more than 20 years, North Lake College and the Construction Education Foundation (CEF) have partnered to offer hands-on training for the construction industry, providing students and employees opportunities to broaden their skills and advance their careers in the construction industry. Now, in response to a growing industry need for trained labor, a new state-of-the-art 97,000-square-foot facility is in the works.

Earning a Silver LEED certification, the new North Lake College Construction Sciences Building will include interactive, high-tech laboratories and classrooms to support education in the latest construction technologies, systems and methods. Featuring 30 classrooms and 11 laboratories across its two floors, the new building is designed with designated areas for in-progress building construction, sheet metal fabrication, carpentry, plumbing, electrical, HVAC, welding and pipefitting. Additionally, shared labs are being built for soils, fire protection, sprinkler fitting, back flow prevention, medical gases and safety classes. With a focus on active learning and high-quality teaching demonstrations, the Construction Sciences Building also features a covered exterior lab space for outdoor equipment use, mock-ups and assembly installations in various conditions and temperatures.

"It's amazing what this new building will do for our industry," said Rusty Vaughn, Project Capital Campaign Co-Chair and Vice President of Business Development at Texas AirSystems. "I feel very blessed to be a part of CEF and the role we're playing in this project. Construction education matters."

According to research conducted by CEF, by 2031, 41 percent of the current construction workforce will be retired by the year 2031, and by just 2020, the industry will be in a 1.4 million craft professionals shortage.

"The institution of this building will increase access to development opportunities in our region and help us bridge those gaps in the hiring process and need for skilled labor in the years to come," said Vaughn.

The Construction Sciences Building is scheduled to be complete by the end of 2020. For more information on CEF or the new Construction Science Building at North Lake College, visit <https://www.ntcef.org> or contact Jane Hanna at jane@ntcef.org.



North Lake College's Future Construction Sciences Building

About CEF:

The Construction Education Foundation (CEF) was officially founded in 1996 through an alliance of North Texas boards and chapters in the construction industry. It is patterned after the National Center for Construction Education and Research. The purpose of CEF is to provide the construction industry with the most qualified and technically trained people, from Craft Workers to the Supervisory level. CEF also provides the entire construction community with a funding mechanism to meet the needs of contractors and owners. Today, our craft training program has expanded to locations from Fort Worth to East Dallas, and as far east as Tyler, Texas.

To learn more about the mission and vision of CEF, visit: www.ntcef.org or call 972.574.5200.

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Mitsubishi Electric Trane HVAC US Introduces PEFY-OA Ducted Outside Air Unit

Suwanee, Georgia – Mitsubishi Electric Trane HVAC US (METUS), the exclusive provider of Zoned Comfort Solutions® and leading supplier of Variable Refrigerant Flow (VRF) heating and cooling systems, introduces the PEFY-OA Ducted Outside Air Unit.

The PEFY-OA is a high-performance indoor unit that improves comfort by pre-treating and filtering outside air before delivering it to each zone. Available in 36,000, 48,000, 72,000 and 96,000 BTUH capacities, the PEFY-OA has three modes of operation: cooling, heating and fan only. The PEFY-OA heats or cools incoming outside air based upon the ambient temperature and set point, and provides discharge air temperature control. Compatible with CITY MULTI® systems, including other indoor unit styles, the PEFY-OA helps building owners, engineers and architects increase indoor air quality and meet requirements for ventilation in a variety of commercial applications.

“We’re constantly researching innovative ways to help HVAC specifiers provide increased indoor air quality for their customers,” said Kevin Miskewicz, director of commercial product planning for Mitsubishi Electric Trane HVAC US. “The PEFY-OA is able to temperature control fresh, outside air and can be used in conjunction with other indoor units within a CITY MULTI® system, leading to a more seamless install.”

The PEFY-OA is an ideal choice for office buildings, schools, hotels, assisted-living facilities and other applications where ceiling plenum space is available.

Additional features of the PEFY-OA Ducted Outside Air Unit include:

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For more information on the PEFY-OA Ducted Outside Air Unit and the complete line of heating and cooling solutions from Mitsubishi Electric Trane HVAC US, visit www.mitsubishi-pro.com.

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In a survey of more than 21,000 subscribers, American Standard air conditioners were rated **Top Tier in Owner Satisfaction** for units installed between 2007 and 2018.

2016

"A National Product Testing and Research Magazine" Most Reliable Heat Pumps & Air Conditioners

In a survey of more than 16,000 subscribers American Standard heat pumps and air conditioners were rated as **the most reliable** brand among leading manufacturers.

2016

Design Journal and Archinterious

The Gold 824 Smart Control was recognized as **one of the best products of 2015**.

2016

Design Journal and Archinterious

The AccuComfort™ Platinum 18 Air Conditioner was recognized as **one of the best products of 2015**.

2015

Contracting Business Favorite Products

The AccuComfort Platinum 20 and Platinum 18 were recognized as some of Contracting Business' **favorite products of 2015**.

2015

Dealer Design Awards sponsored by The ACHR News

AccuComfort™ Platinum 20 Heat Pump was recognized as the **Gold Award winner** in the HVAC Residential Equipment category.

2015

Design Journal and Archinterious

AccuComfort™ Platinum 20 Heat Pump was recognized as **one of the best products of 2014**.

2015

"A National Product Testing and Research Magazine" Most Reliable Gas Furnace

In a survey of nearly 34,000 subscribers American Standard natural gas furnaces were rated as **the most reliable** brand among leading manufacturers.



2014

"A National Product Testing and Research Magazine" Most Reliable Heat Pumps & Air Conditioners

In a survey of more than 21,000 subscribers American Standard heat pumps and air conditioners were rated as **the most reliable** brand among leading manufacturers.

2013

"A National Product Testing and Research Magazine" Most Reliable Gas Furnace

In a survey of 32,251 subscribers American Standard furnaces bought between 2007 and 2012 were again rated as one of **the most reliable** brands.

2012

"A National Product Testing and Research Magazine" Central Air Conditioning Reliability

In a survey of more than 40,000 readers American Standard was named **the most reliable** brand of air conditioner and heat pump installed between 2005 and 2011.

2009

"A National Product Testing and Research Magazine" Most Reliable Brands

In a survey of 32,550 readers that had purchased a new system between 2002 and 2008, American Standard was again rated as one of **the most reliable** brands.



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Hardcast to Acquire Gripnail Corporation Business

Wylie, Texas – Carlisle Hardcast LLC (Hardcast), a wholly owned subsidiary of Carlisle Construction Materials LLC, announced it has acquired the assets of Gripnail Corporation (Gripnail), creators of the original HVAC mechanical insulation fastener

and application equipment, based in East Providence, RI. Gripnail manufactures fastening solutions for the HVAC industry, specifically, mechanical and weld pin fasteners as well as equipment that attaches duct liner to sheet metal air ducts. In addition,

Gripnail manufactures metal tacks to fasten light loads such as name tags and wiring harnesses to pumps, valves and other types of machinery. The business acquired from Gripnail will become part of Carlisle Hardcast, within the Carlisle Construction Materials

(CCM) segment of Carlisle Companies Incorporated.

Hardcast, based in Wylie, TX, is comprised of Hardcast Duct Sealants and Insulation Adhesives, DynAir Duct Hardware and Accessories, and the Nexus 4-Bolt Flange Closure System. As industry

leaders in solutions for the HVAC air distribution system, both companies represent a combined 107 years of experience and focus on manufacturing excellence in the United States and Canada.

Chris Ryding, CEO of Gripnail Corporation said,

“Becoming part of Hardcast and Carlisle affords great opportunity for our employees, customers and for the HVAC industry as a whole. We are all ready to make a bigger impact together.”

Sal Fasanella, General Manager of Hardcast said, “Gripnail joining Hardcast represents many exciting opportunities to expand resources and broaden our collective footprint in the air-distribution space. This acquisition fits with Hardcast’s plans to provide more complete solutions and support for the HVAC sheet metal industry.”

TACCA Greater Austin Raffle Winner



James Poole of Trusted Heating and Air was the lucky winner of the cooler raffled off by Verbet.

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Keeping an Eye on Your KPI

Key Performance Indicators (KPI's) Keep Your Business on Track

Is your business on track? Do you know? If you are like most successful small business owners, you have a handle on your financial statements, gross sales, expenses, receivables, and accounts payable. These important numbers provide a great snapshot of where you have been and where you are at any given time. While it is handy to be able to predict next month's cash flow, these numbers only tell you part of the story. They can't give you any insight into future sales.

So relying exclusively on your financials to drive your business is like trying to drive your car by looking in the rear view mirror. You can see exactly where you have been and how you got there, but you won't have a clue about the road ahead.

KPI's include Other Metrics

To predict the future, you need to be paying attention to a broad range of numbers. What numbers? That will vary based on your business. To answer that question, ask yourself about the steps prospective customers go through before they buy. Look for ways of measuring the pre-buying behavior. Why? If you pick the right metric, it is easier to anticipate when sales will slow down, and adjust

marketing efforts accordingly.

At Roundpeg, for example, prospective customers visit our website, attend a webinar, sign up for our newsletter, and request a proposal. By studying the behavior pattern, we can set goals for each of these actions. If any of these metrics fall below our goal, we can make very targeted changes.

- **Web Traffic and Search Position.** People don't necessarily visit once and become clients, but we do know this is one stop they make during their purchasing process. We routinely check our rank for key terms. If we fall off page one, that is often an indication we need to update content on the topic. If web traffic falls overall, we look at which referral sources are working and which ones aren't so we can beef up the activities that drive results. A short-term fall in traffic is not a big issue, but a sustained pattern of decline is an indication that something is not working. Typically a change in traffic will lead to a change in request for proposals one or two months out. Noticing a steady decline or increase is like looking into a crystal ball showing a cloudy glimpse of the future.

- **Webinar attendance.** Training programs are a great lead generation tool for us. We know exactly how many new people need to attend a class for us

to generate a new lead. If attendance is low this month, proposals will be low next month. If we notice registrations are starting to fall off we can add another class, send a reminder email, or even run a small social media ad to reach a wider audience.

- **Conversions and Email Response.** It's nice that people come to our website, but traffic doesn't pay the bills, so we also track how many people download our tools each month, subscribe to our newsletter, open and click through the emails we send. When interest starts to wane among our readers, we will mix it up a bit, switching up our format, dividing our list to send more personalized content, and even removing people who haven't opened an email in six months. Cleaning up our list gives us a much more realistic measure of which prospects are really interested in our services.

- **Proposals and closing rate.** I know how many new projects we want to add each month, as well as how long it takes from the initial conversation to get to a signed contract. I also know that not every proposal will become a sale. Tracking new proposals helps me predict how many new customers we will add in the next two months. If the number falls below my KPI goal, I know I need to start increasing my sales activity now, instead of waiting two months to see the results

on my P&L. If my closing rate drops, I know it is time to head back to sales training or review our sales process.

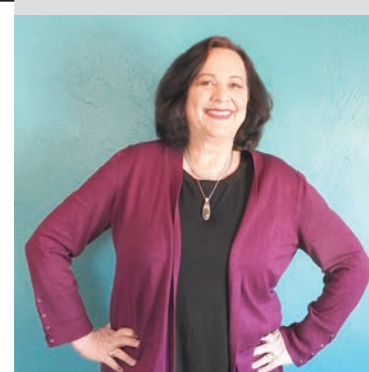
- **Our metrics may or may not be right for you.** As you start thinking about your key performance indicators, here are a few things to keep in mind:

- **Directly tied to your objective.** There are many things you can measure in your business, but KPIs are a unique subset which can be directly tied to an end result. What types of things should you consider to be KPI's? For each business it's different depending on what you are trying to accomplish including but not limited to: increased sales, reduced turnover, improved efficiency, and reduced errors.

- **Easily and exactly measurable.** If it's hard to collect the data, you probably won't do it on a regular basis. If the metric is vague, it's too easy to fool yourself into thinking you are close to your goal when you aren't.

- **Action oriented.** Each metric should have a specific set of actions you will take to improve performance. It's hard to reach a goal if you don't know how to get there.

- **Don't have too many metrics.** It is easy to get overloaded and track too many key performance indicators at once. Ideally the right number of metrics is 5-7.



Lorraine Ball

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

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- **Swap our KPI's.** As your business changes, your KPI's may need to as well. For example, we used to count the number of forms downloaded from our website. What we learned, is those people are not as interested in hiring us as the people who participate in a webinar, so after many years of focusing on downloads we stopped, putting more effort toward our training programs. The result is a better look forward at our potential sales.

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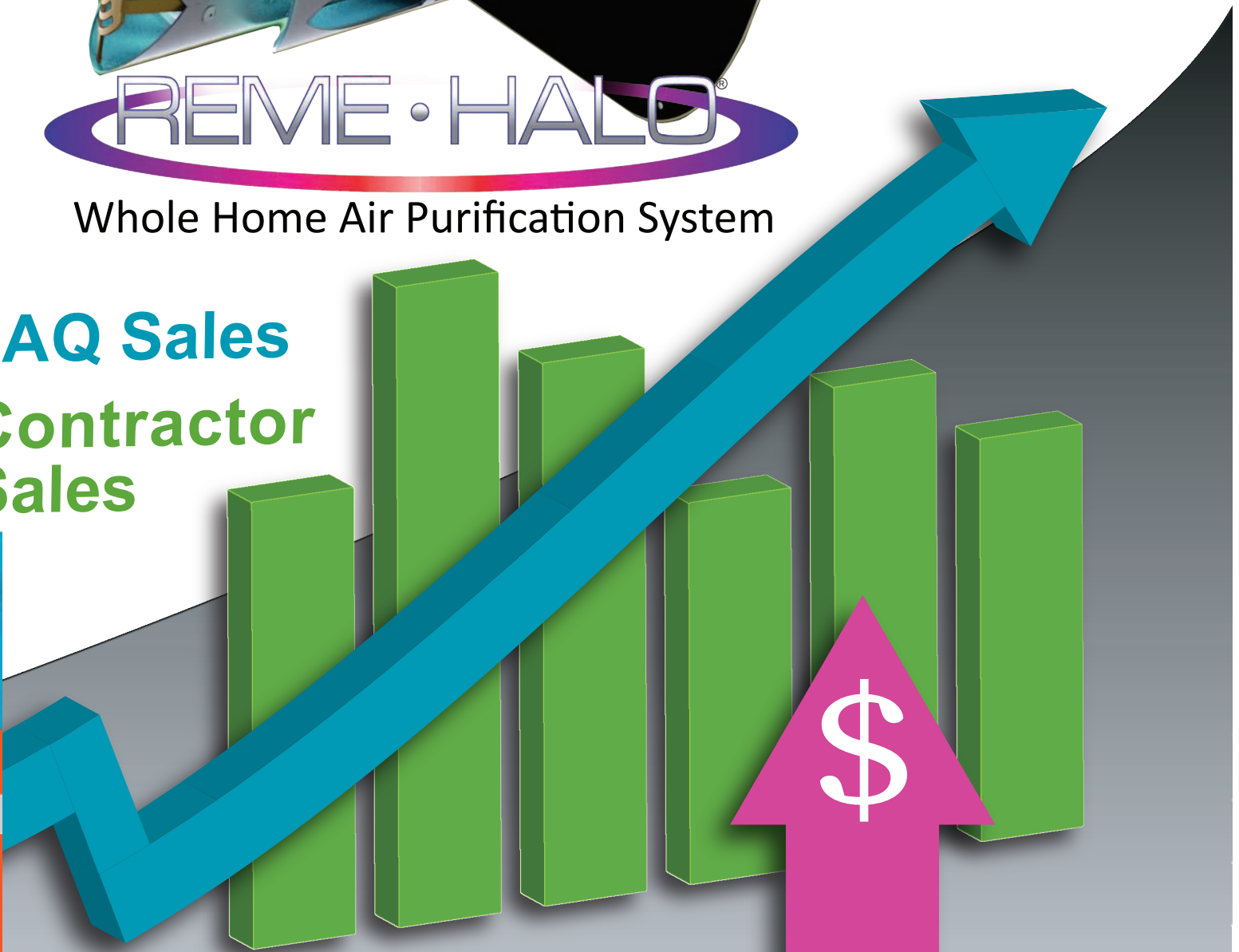
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RectorSeal® Wins Product Design Award for TripleGuard™ Water Leak Property Protection System

TripleGuard™, a smart water leak monitoring, detection and prevention system wins Dealer Design Award

Houston--RectorSeal® LLC, a manufacturer of quality HVAC/R products, won a product design award July 29 for its TripleGuard™, a smart water leak monitoring, detection and prevention system designed to protect commercial and residential property from water damage. Judged by an independent panel of HVAC contractors, TripleGuard competed against 79 other product design entries in 13 categories and won a Bronze award in the “Components & Accessories” category of the 16th annual Dealer Design Awards (DDA) sponsored by *Air Conditioning, Heating & Refrigeration News*.

While the plumbing industry currently has many water leak detectors, few brands actually proactively stop water flow and subsequent property damage while also enabling the user with cloud-based control remotely or onsite via smartphones or the Internet. TripleGuard is designed for any real estate owner or manager overseeing property with dish washers, clothes

washers, sinks, water heaters, hydronic/plumbing piping and other potential water leak sources.

TripleGuard consists of two products that are maintenance-free and installable in less than an hour: 1) the TripleGuard Smart for Cloud-based monitored facility leak protection; and 2) the TripleGuard Active appliance leak shutoff, designed mainly for single source protection, such as water heaters.

“Statistics reveal North American water damage insurance claims total billions of dollars annually and 250-gallons (946-liters) of water can potentially leak daily from just an 1/8-inch (3-mm) crack in a pipe,” said Brian Ilagan, TripleGuard senior product manager, RectorSeal.

RectorSeal also won a second DDA Bronze award for its new Rooftop Pipe Support (RPS), a five-inch-high (12-cm) polymer shell for mounting HVAC/R, electrical, plumbing and condensate piping, or ductwork, walkway grates and solar panels on commercial flat rooftops without roof penetration.

Rees Scholarship Foundation Awards \$62,000 to Aid Aspiring HVACR Technicians

Arlington, Va. – The Clifford H. “Ted” Rees, Jr. Scholarship Foundation, a 501(c)(3) charitable foundation of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), and the Air Conditioning Contractors of America (ACCA), today announced scholarship awards totaling \$62,000 to 36 students, including five military veterans, studying to become technicians in the HVACR and water heating industry.

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

“Supporting workforce development and employee retention programs are ACCA’s highest priorities and we’re pleased to work with the Rees Scholarship Foundation and AHRI to help contractors recruit and retain skilled workers,” said ACCA President and CEO Barton James. “These scholarship awards also support ACCA’s work with President Trump

and his pledge to America’s workers, which is focused on providing educational opportunities to develop a strong workforce. Congratulations to these very deserving young men and women, we look forward to you advancing in our industry and becoming tomorrow’s leaders.”

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

Anthony Mahar, Vista College, Fort Smith, AR

Joshua Yadon, Moore Norman Technology Center, Norman, OK

Meghan Bence, Oklahoma State University Institute of Technology, Okmulgee, OK

Ruben Carreon, Tyler Junior College, Tyler, TX

Veterans Program Recipients in our Region (TX,LA,OK,AR,NM):

Rene Avendano, South Texas College, McAllen, TX

Since the Rees Scholarship Foundation was founded in 2003, it has awarded more than \$850,000 in scholarships to more than 500 deserving students and instructors.

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As an HVACR contractor, you need every competitive advantage possible. By employing NATE-certified technicians, you’re making a statement to your customers that you value quality and recognize best practices.

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Certify Your Technicians

Integrating NATE is a great way to set the bar for excellence within your organization. Not sure where to start? Check out the following tips:

- Use NATE’s four-step career path, in-person and online resources to set up a training program for your techs.
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- Find a testing organization online.

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The Duct-Free Zone

What does it mean to be a “trainer”? I’m often asked what it takes to be an effective trainer and I’m not sure there is any one formula. I use to say that as a trainer you need to let your personality come through, be yourself...of course if you are a jerk, that isn’t going to work!

I can only speak about myself when answering that question...

I was a lousy student right from the start...by today’s standards, I would probably be labeled “learning disabled,” dyslexic, below average, maybe worse!

I never enjoyed school as young person because I knew I wasn’t at the same level as my peers, and that killed my motivation.

I did feel a cut above the rest however, when I had a wrench in my hand. I was taking things apart at a very early age... my bicycle, the snow-blower, my radio and more. Now, I took things apart real well but I didn’t always put them back together real well...the first time. Sometimes it took me a couple attempts but in time, I would get it back together and working and that gave me satisfaction that I could never achieve from text books in school.

To this day, when GREE sends me a

new product, the first thing I do is dissect it, in some cases, destroy it, so I can see exactly how it works...not just how GREE tells me it should work. This has been a great help to me in creating training curriculums for GREE because I need to breakdown the product to its lowest common denominator so that I can understand it, because reading from a manual does nothing for me.

In my GREE mini split troubleshooting curriculum, I show many examples of component dissection and as a result it takes the mystery out of many components that the industry has a bad habit of unjustly condemning...like control boards and Electronic Expansion Valves EEV. The EEV is the perfect example. I always tell attendees that there is nothing about an EEV that should make your brain hurt! The end game of an EEV is the same as its TXV counterpart...that is to take in high pressure liquid and exit low pressure liquid / vapor. The components of an EEV are similar to that of any electric motor. A motor has a stator that creates a rotating magnetic force that in a motor, spins the shaft. Same thing happens in an EEV...the operating head is the stator and it spins the pin which

meters the refrigerant going through the valve. Every time I show the video of me operating an EEV in my hand with a simple magnet, I see a simultaneous illumination of light bulbs going on over the heads of the attendees...it is truly one of those “ah-ha moments.”

Now, did I create that video because I’m some extraordinarily smart guy and I knew it would have the desired effect I just described? Heck no! I created that video because I needed to know how the valve works myself and by taking a Dremel tool to it, I learned what makes the EEV tick and in turn I can now share it with our GREE technicians.

I have been to many training events conducted by engineers employed by product manufacturers. Brilliant engineers who I admire and I can only dream of having a fraction of their knowledge and academic prowess. Unfortunately, many of those classes remain a blur to me today because the instructor could only offer the information in a manner that an engineer would understand, not their audience. These events made for long monotone snooze fest.

Ok, so I have established I’m not the



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

sharpest tack in the box...you got that.

Those of you who know me know that I like to have fun; in fact, if I can’t have fun doing something, anything, then I don’t want to do it! I believe we can all have fun and still learn, retain and appreciate the process!

So I come back to where I began, with my answer that as a trainer you need to let your personality come through, you need to be yourself.

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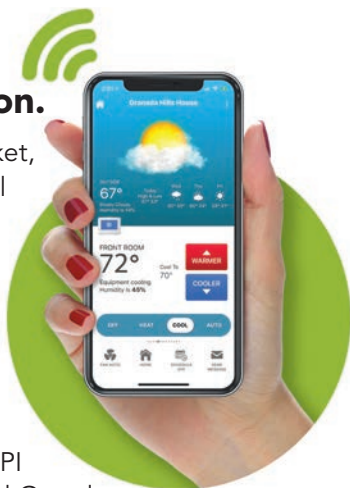
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Air Curtains Allowed as Vestibule Substitutes in Upcoming ASHRAE Standard 90.1-2019

Good news for building owners, engineers/architects and HVAC contractors;
Will save energy, construction costs and space in commercial facilities.

Doorway air curtains were approved June 25 as alternatives to vestibules on most commercial building entries in the upcoming ASHRAE Standard 90.1-2019 **“Energy Standard for Buildings Except Low Rise Residential Buildings.”** The professional association’s approved addition requires that the air curtain performance be tested in accordance with ANSI/AMCA Standard 220 to ensure it provides a minimum 400-ft/min. airstream velocity at the floor.

The approval is good news for retail, healthcare, hospitality, office and other facility owners, because they can now opt to forego the expense of vestibules in new construction, or repurpose significant square footage for more productive uses by retrofitting existing vestibules. Consulting engineers and architects, who previously were hesitant to supplant vestibules with air curtains due to inconsistent code language, now have the support of ASHRAE Standard 90.1-2019 which will be published this Fall. Furthermore, HVAC contractors will

see a spike in air curtain installations to accommodate facilities looking to prevent energy loss through their main entries and meet building codes. Air curtains also protect against the infiltration of outdoor air, fumes, flying insects, wind and dust through open doorways, and contribute to occupant air comfort.

The addition’s Air Curtain Effectiveness task force was sponsored by AMCA (Air Movement and Control Association—International), an Arlington Heights, Ill.-based trade association dedicated to certifying manufacturers’ air performance statistics. “This is the most significant recognition of air curtains as an effective energy conservation device since the International Energy Conservation Code (IECC) approved air curtains as vestibule substitutes in 2015,” said David Johnson, president of AMCA, and director of engineering for air curtain manufacturer, Berner International, New Castle, Pa.

Inclusion in ASHRAE Standard 90.1

required more than eight years of air curtain research and presentations. The IECC code and the high performance overlay code, the International Green Construction Code (IgCC), helped initiate the path to Standard 90.1 acceptance by allowing AMCA-certified air curtains as substitutes for vestibules. However, ASHRAE’s mechanical, building envelope and other subcommittees required additional research of real world air curtain situations such as wind loads and building pressure differentials on an annual national-weighted average basis. Subsequently, the subcommittees accepted AMCA’s commissioned research represented by three third-party lab studies by Montreal-based Concordia University professor, Dr. Liangzhu Wang: 1) **Investigation of the Impact of Building Entrance Air Curtain on Whole Building Energy Use** in 2013; 2) **Energy Saving Impact of Air Curtain Doors in Commercial Buildings** in 2016; and 3) **Wind Effects on Air Curtain Aerodynamic Performance** in 2018

(also co-authored by Ted Stathopoulos). All three studies proved air curtains that maintained a minimum 400 ft./min. airstream at the floor (as per ANSI/AMCA Standard 220), were equally effective or better than vestibules in buildings 3,000-square-feet and larger.

Decades ago, two-door vestibules were code-mandated to save building energy. Theoretically they created an air lock as one door would open and close before the second door opened. However, the emergence of automatic door opening sensor requirements, smaller space-saving dimensions and other infringements on vestibule effectiveness, helped make air curtains an attractive energy saving alternative. On average, air curtain-protected doorways were proven to **save total building energy usage** by a factor of 0.3 to 2.2-percent more over that of vestibules, according to Wang’s studies. This illustrates they’re equal or more effective at separating outdoor and indoor environments regardless of door opening styles or cycles.

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Fabric HVAC Duct Manufacturer, FabricAir® Celebrates its 45th Anniversary

Meat processing plant beginnings evolved into a world leader of fabric HVAC duct innovation for education, retail, office and other commercial applications.

FabricAir® Inc., Lawrenceville, Ga., the original manufacturer of fabric HVAC duct, is celebrating its 45th anniversary campaign “45 Years of Proven Track Record” this month in North America and throughout its 10 international subsidiaries.

The first modern fabric duct was developed and installed in a slaughterhouse in 1973 by FabricAir’s precursor, Denmark-based IPS Dansk Presenning A/S, a company in the Eletrolux Group. The early fabric duct model designs successfully provided a safer environment for employees and more sanitary production lines by preventing condensation accumulation, corrosion and industrial hygienic challenges associated with food processing and conventional metal HVAC duct.

Retitled IPS Ventilation A/S as it spread across Europe in the 1980’s, new models were developed for applications beyond food processing. Soon IPS Ventilation A/S was the world’s leader in fabric duct by the 1990’s.

The 1990’s helped form the company’s leadership and product innovations that are still staples of ventilation today. Brian Refsgaard, FabricAir’s current CEO, joined the firm as a sales and business development manager. The research and development (R&D) department developed innovations such as NozzFlow—plastic nozzles for precision spot ventilation; Trevira—a cutting-edge permeable and washable fabric woven with flame-retardant materials; and a host of different vent designs to embrace most airflow challenges.

FabricAir made its North American market penetration in 1989, which led the company beyond refrigeration and into many HVAC applications. Retail, office, education and other commercial uses were commonly specified by engineers seeking uniform air dispersion. Meanwhile, contractors welcomed its installation labor reduction of up to 60 percent versus conventional round metal ducting in the booming open architectural ceiling ventilation market.

“Make it better and make it easier” was the motto driving new product developments after 2000, such as the All-In-One suspension system, a popular product with architects because it aesthetically keeps an inflated appearance whether the air handler is operating or not. After the world recession began in 2009, FabricAir gained an even larger foothold in the ventilation market as value engineering became important in new construction projects.

Today, FabricAir is still innovating and expanding. It recently introduced its new R&D AirLab, a computational fluid dynamics (CFD) analysis service, and state-of-the-art enhancements to its laser-cutting technology. Its U.S. operation is one of 11 international subsidiaries that help make it a world leader in fabric air ducting. “We foresee FabricAir growing exponentially another 45 years and beyond, while also remaining a worldwide leader in fabric HVAC duct innovation,” said Brian Refsgaard, CEO, FabricAir.

Fan Energy Index (FEI) Coming to 2019 Edition of ASHRAE/IES 90.1

Arlington Heights, Ill.—When it is published later this quarter, the 2019 edition of ASHRAE/IES 90.1, Energy Standard for Buildings Except Low-Rise Residential Buildings, will be the first standard, code, or regulation to use the new fan energy index (FEI) as the metric for efficiency provisions for commercial and industrial fans and blowers, Air Movement and Control Association (AMCA) International Inc., the developer of FEI, announces.

Determined in accordance with ANSI/AMCA Standard 208-18, Calculation of the Fan Energy Index, which is available for download at no cost in AMCA’s online store at http://bit.ly/AMCA_208 throughout 2019, FEI replaces fan efficiency grade (FEG).

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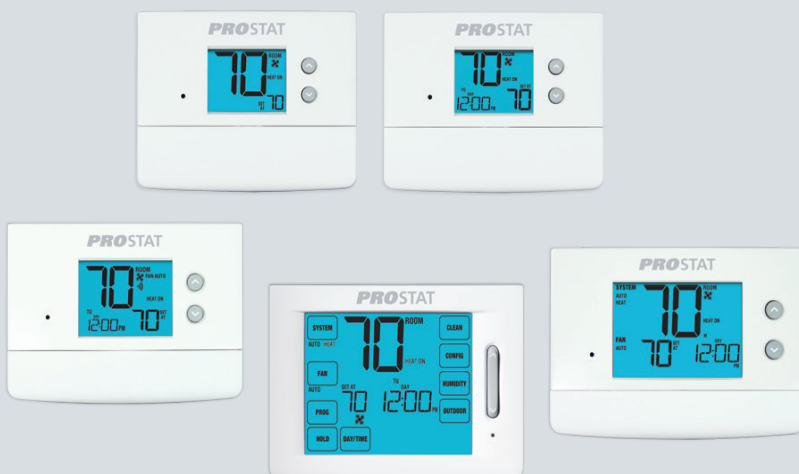
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Venstar Announces New Ultra-Low-Power Wi-Fi Mini Temperature Sensor for Remote Management of Air Temperatures

Compatible with most Venstar Connected Wi-Fi Thermostats

Chatsworth, Calif. — Venstar®, a leading thermostat and energy management systems supplier, today announced its new ultra-low-power Wi-Fi® Mini Temperature Sensor (ACC-TSENWIFIMini). Compatible with Venstar's ColorTouch®, Explorer® and Explorer Mini Wi-Fi connected thermostats, the new mini Wi-Fi sensor enables users to remotely measure indoor and outdoor air temperatures. Using two AAA batteries, the mini sensor is expected to stay powered longer than a year, assuming solid Wi-Fi connection.

"With Venstar's new Wi-Fi Mini Temperature Sensor, users can remotely measure air temperatures to ensure the most balanced and comfortable indoor environments," said Steve Dushane, president and CEO of Venstar.

Venstar Wi-Fi Temperature Sensor Mini Model (ACC-TSENWIFIMini):

Multiple Uses:

- Remote temperature sensor

- Outdoor temperature sensor
- Indoor room temperature averaging
- Walk-in refrigeration temperature monitoring

Features include:

- Easy setup using the Venstar Configurator App
- Automatic temperature averaging when multiple sensors are used
- Up to 8 sensors per subnet
- Operating temperatures of zero to 120 degrees Fahrenheit with alkaline batteries or -20 to -130 degrees Fahrenheit with lithium batteries
- Small size (2.5 inches deep x 2.5 inches wide x 1 inch deep)
- Powered by two AAA batteries (included)
- Expected battery life of more than a year (assuming strong constant Wi-Fi signal strength and connection)
- Compatibility with most residential and commercial Venstar thermostats

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.

For more information, visit www.boschheatingandcooling.com



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It's On My Heart: How To Sell Extended Warranties

Just read an article about warranties, it was written around the concept that longer warranties are not good for consumers (they get hammered with high labor charges to install them warranty parts), not good for dealers (they don't get paid markup on parts), and maybe the manufacturer puts parts into a system that should be replaced. Not good for anyone.

I am not of that mind-set. I think longer warranties are good for all of us. For example, today the consumer gets protected from having to spend money on a variable speed motor on a 6-year-old furnace, it can and will be covered by most manufacturers. I can recall clearly back in the 90's when they first came out, and I sold several in the Phoenix market. A few years later we had some that died, mostly due to bad transformers or other electrical

problems. Just imagine how excited the homeowner was when we told him the bill for the motor was \$1200 or more. The typical response was: am I getting a new furnace? Nope, just the motor.

The dealer gets a consumer that will, in all probability, call them back to fix the problem under the manufacturer's warranty. These products have proven technology in most cases, the manufacturer has little risk in a warranty that can span a decade or more. But let me build a case for going further.

Buy the extended warranty on that product. Yes, you the dealer buy that warranty that matches the parts coverage on the products. Please keep reading, I am going to share how to present this to the homeowner. I realize the extended labor coverage can be expensive on a modulating system loaded

with technology such as Wi-Fi controls, IAQ products, all the bells and whistles. But that system will also have a significant investment for the homeowner. You have choices, you can include the warranty on all systems above a certain efficiency or make it an option on every system. Mandatory on your "Best" installation.

I understand the dollars can get in the way. We are not talking \$78 here, maybe 10 times that. Your job is to show the benefits of that extended labor warranty. First, it protects the consumer for a decade or more. Use 10 years as an example. 120 months. Have them think back 10 years, what have they seen in unforeseen expenses with their home in the last 10 years. Not just HVAC, any costs that came up unexpectedly. If you have a homeowner who says they have not had any unexpected expenses, you are

either in a really rare home or they are lying. If that is the case, share a true-life story of what a replacement motor or circuit board costs, it can be large. In most cases, the repairs will be several hundred dollars, maybe thousands. Then show that homeowner that in the case of their new comfort system, if they just do a yearly maintenance, their cost is typically zero. Nada. Nothing.

Here is one example using financing. Take a mid-efficiency system, say a 15 seer with 95% furnace. Total investment is \$16,000 (rounded up, just an example). Finance it for 7 years at 9.99%, payment is \$265. Go to 16 seer with 2 stage variable speed furnace, investment is now \$19,000 including a 10 year extended labor warranty (parts are already covered). 9.99%-10

SEE HINSHAW PG.23



Jim Hinshaw

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

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

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


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


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

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


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

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

It's Just a Few Lousy Percentages!

There are four (and just four) forces that drive your bottom line. These are: (1) the volume of work you do, (2) the price you sell it at, (3) the costs that work incurs, and (4) the overhead you must chew up to support that work on a day to day basis. So, here is a pop quiz for you: which of these four has the biggest impact on your profits? Check the box in front of the answer you think it is and then read the article for the surprising answer!

- ☐ Volume
- ☐ Pricing
- ☐ Costs
- ☐ Overhead

To support what I am about to say, I have created an Excel spreadsheet I call "The 2 Percent Romp." (It is also available in Numbers format for you Mac users.) If you want a copy emailed to you, please send me an email with "2 Percent Romp" in the subject line and I'll send it to you in my reply. (Indicate which format you want—Excel or Numbers.) Email me at Rharshaw2@cox.net.

Let's set up a typical small to medium sized company. (The same results will hold for a larger one, just that the numbers will be larger.) Here is our main data:

		Percent
Sales	\$1,550,000	100%
Cost of Sales	\$1,007,500	65%
Gross Margin	\$542,500	35%
Overhead	\$480,500	31%
Net Profit	\$62,000	4%

To see which of the four forces has the biggest impact on the net profit, let's adjust each force, one at a time, by 2%, and see what happens to the bottom line.

We'll start by increasing the volume by 2%. This results in additional sales of 2% of \$1,550,000, or some \$31,000. With more work comes more direct costs (equipment, labor), so our costs also rise—in this case, about \$20,150. There will be a slight increase in overhead (since some overhead is tied to activity), so we can expect a bump in overhead of about \$2,740. The new sales less the costs and overhead bump brings our net profit up to \$70,110. Not bad—2% more volume creates 13% gain in profit.

We then increase the pricing on this new work by 2%. All this does is raise our sales (which are now \$1,581,000) by 2%. We have already absorbed the costs and overhead hits. So, 2% of \$1,581,000 or \$31,620 falls directly to the bottom line, giving us a new net profit of \$101,730, which is 64% more than we started with.

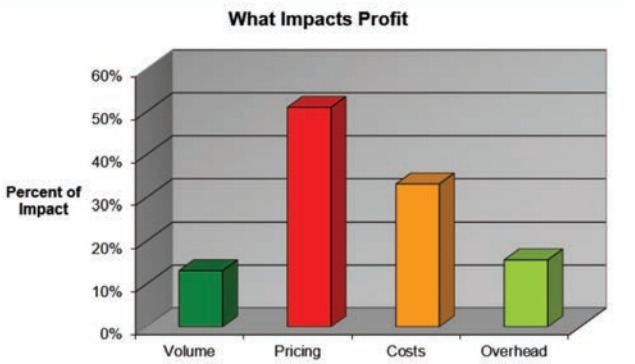
Next, we reduce costs by 2% (and I suggest you do it by better job planning and labor control, not beating up your suppliers) and we add another \$21,000 to the bottom line.

Finally, we cut overhead by 2% (millions of ways to do that!) and put another \$10,000 on the profit line. Here is a composite picture of all we just did:

Element-->	Volume	Pricing	Costs	Overhead
Change:	2.00%	2.00%	-2.00%	-2.00%
Sales	\$1,550,000	\$1,581,000	\$1,612,620	\$1,612,620
+ increase in sales	\$31,000	\$31,620	\$0	\$0
New sales	\$1,581,000	\$1,612,620	\$1,612,620	\$1,612,620
Cost of Sales	\$1,007,500	\$1,027,650	\$1,027,650	\$1,007,097
+ increase	\$20,150	\$0	(\$20,553)	\$0
New Cost of Sales	\$1,027,650	\$1,027,650	\$1,007,097	\$1,007,097
Old Gross Margin	\$542,500	\$553,350	\$584,970	\$605,523
New Gross Margin	\$553,350	\$584,970	\$605,523	\$605,523
Old Overhead	\$480,500	\$483,240	\$483,240	\$483,240
+ increase	\$2,740	\$0	\$0	(\$9,665)
New Overhead	\$483,240	\$483,240	\$483,240	\$473,575
Old Net Profit	\$62,000	\$70,110	\$101,730	\$122,283
New Net Profit	\$70,110	\$101,730	\$122,283	\$131,948
Gain in Net Profit	13.08%	64.08%	97.23%	112.82%

Sometimes, graphs tell us things faster than numbers, so here

is a graph of what we just did:



As you can see, the biggest SINGLE impact on your profits is your pricing, followed by cost control, then overhead management, then volume.

Yet I wonder how many of you said VOLUME was the key to profit? If it is, it is the smallest key!

In fact, I can recall hearing an elderly contractor I deeply respected say in a class I was teaching one day that the two biggest factors for profit were your increasing your volume and watching your overhead. I then ran the spreadsheet for the class and he just sat there and finally mumbled, "Well, I'll be danged!" (Except he didn't say "danged".)

If you want the spreadsheet to run this with your own numbers, email me at the address listed at the top of the article. You'll be amazed what you will learn!



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HINSHAW con't year, payment is now \$250.80/month. For two stage cooling and heating and 10 years of parts and labor coverage. List those benefits, and then show it is \$15 less per month. OK, I do realize that it is for an additional 3 years, but the cost per month is still lower. Lots of ways to spin this, I used a typical finance package at a dealer cost of 6%, for 8% you could go to 6.99%, with a payment of \$220/month for 10 years. Raise the investment to \$20,000 to include financing cost, payment goes to \$232 for 10 years, still a bargain.

Use an item we are all familiar with, TVs or Autos. The extended 100,000 mile coverage on a new Denali will set you back as much as \$3000. That will take you from 36 months to 60 months or 100,000 miles according to an internet source! May and I bought a new Tahoe a few years back, they wanted over

\$2000 for the 100,000 mile coverage. Bear in mind you have to take that SUV into the dealer to get work done, he doesn't come to you. Bought a new TV for our home in Phoenix after our move last year. Best Buy had the TVs on sale, around \$350. When I went to check out, they asked me which warranty I wanted, the 3 year or 5 year. One was over \$300, and I had to bring it back into the store to get repairs done. I declined.

My point, our warranties are really inexpensive compared to what the consumer sees on a daily basis. We are the ones who think they are too much. When you think that for a few hundred dollars we will come back to that home for the next decade or more to fix whatever is not working correctly, and while there we can share some new stuff they may not have, or share some additional services they have not used our

company for, it really makes a compelling case for offering those warranties every time. I will put our systems up against any TV or even car in terms of technology, we have hi-tech in all our furnaces and condensing units. So it is not something the average consumer will try to fix themselves, although that does happen. When that occurs, we see smoked control boards, shorted out transformers and stats, it may be even worse.

I would not break out the pricing for the extended warranty, just reply it is part of that system, comes with it. The concept is that today, with the sophisticated systems and controls, you need a professional to be involved, and an extended warranty will eliminate one of the big hurdles keeping them from calling you, the price of the repairs. No one puts money away for an HVAC or Furnace breakdown, not in the budget.

But including that protection on the system in the front end makes a lot of sense.

Oh, how about doing this in-house, self-insuring. Just a word of caution. The person buying your company may not think that is such a good idea. You have already been paid that money, but you have to cover that product for the next 10 years. Buying the manufacturers warranty gives the new buyer the assurance that he will have his labor covered in the case of a repair.

So offer the extended warranty on the next 10 jobs, see what the reaction is. I know, your market is different, they don't buy "those warranties" in your area. What I have found is that the most common difference in a market is the accent, we are selling to human beings, they all buy the same way: emotionally! So wrap the package together, sell the benefits, make it happen.

WAGNER con't

I turned 58 years old a few months back and I have become the personification of Popeye...really!

Look, I'm going to give all of my female readers a unique look into the male psyche. Men spend the majority of our lives worrying about what others think of us...it can be, and often is, all consuming. At the age of 58, I no longer care what you think of me, like Popeye, "I is who I is."

Now don't get me wrong, I want to be liked but if you don't like me, no one is going to die over it...we can all move on.

I am very fortunate to have been recognized as one of the top trainers in the HVAC industry by the ACHR News some years back, but what is more meaningful to me are the

survey responses that I get after each and every GREE training event I conduct. The people who have honored me with 4 hours of their time more often than not, want more time with me... WOW! That is my measure of success.

So, what's the point of this article?

The point is your time is valuable...VERY valuable! Don't be afraid to ask who is conducting a training you think you might want to attend. Don't be afraid to ask what their credentials are and how they relate to the subject of the event. Any self-respecting trainer will be proud of their credentials and glad to share them with you...and if they're not, well, maybe you need to look elsewhere.

...and lastly, don't be afraid to have some fun in EVERYTHING you do!

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Neighborly® Announces Women in the Trades Scholarship Fall 2019 Recipients

• \$59,000 in WITT scholarships awarded to-date

• WITT Scholarship Program continues to advance education and career opportunities for women in the service trades across North America

Waco, Texas – Neighborly®, the world's largest franchisor of home service brands, has announced the Fall 2019 semester recipients of the company's Women in the Trades ("WITT") Scholarship. These latest recipients were each awarded with a \$1,500 scholarship that will go toward the pursuit of a degree from an accredited technical or trade school for future service professionals.

Launched in 2012 by Neighborly Brand Ambassador Dina Dwyer-Owens, Neighborly's

WITT scholarship program has awarded more than \$59,000 in collective scholarship funds to a total of 48 female recipients to-date.

"Every semester, I am amazed by the passion these applicants have for pursuing careers in their chosen service trades, and the scholarship recipients for the fall 2019 semester were especially noteworthy in this regard," said Dwyer-Owens, who also sits on the Neighborly Board. "Year after year, our scholarship recipients go on to grow into expert leaders in their respective fields,

and I look forward to seeing how this semester's three recipients apply their scholarships toward their own undoubtedly bright futures."

Fall 2019 recipients include: Eshe Vicario-Robinson, Kitchener, Ontario, pursuing a career in plumbing; Robin Kendzierski, Hazel Park, Michigan, pursuing a career in HVACR technology; and Alyssa Bruer, Wantage, New Jersey, pursuing a career in horticulture.

The WITT scholarship is designed to provide financial support to further the technical education

of women 18 and older through funding that covers tuition, books and/or related fees. Funds can be applied to an accredited trade or technical institution or certification program in the United States or Canada for specialties including: HVAC, plumbing, electrical repair, glass repair and replacement, appliance repair, fire and flood restoration, painting, landscaping, residential cleaning or handyman services.

Candidates are evaluated based upon financial need, previous work experience and their passion for their chosen industry.

For more information or to apply for a WITT scholarship, visit: <https://www.neighborlybrands.com/about-us/women-in-the-trades/> or email WITT@nbly.com.



The Texas Commission of Licensing and Regulation (Commission) provides this public notice that at their regularly scheduled meeting held July 15, 2019, the Commission adopted the Texas Department of Licensing and Regulation's (Department) revised enforcement plan which was established in compliance with Texas Occupations Code, §51.302(c).

The enforcement plan gives all license holders notice of the specific ranges of penalties and license sanctions that apply to specific alleged violations of the statutes and rules enforced by the Department. The enforcement plan also presents the criteria that are considered by the Department's Enforcement staff in determining the amount of a proposed administrative penalty or the magnitude of a proposed sanction. The enforcement plan is revised to include the updated penalty matrix for the Air Conditioning and Refrigeration program.

The penalty matrix for the Air Conditioning and Refrigeration program (ACR) was last updated on October 14, 2015. Revisions to the matrix include (1) movement of five violations involving insurance to a higher class, (2) incorporate recent rule changes relating to new requirements for certified technicians, and (3) use of a single penalty range for each class of violation, rather than having separate penalty ranges for first, second and third violations of each class.

Dolores Compean, Gary Hulsey, Jerry Bitner, and William Weatherly, members of the Air Conditioning and Refrigeration Contractors Advisory Board, were appointed to serve on an enforcement workgroup. Agency staff met with the enforcement workgroup on February 27, 2018, to develop the revised penalty matrix.

The full Air Conditioning and Refrigeration Advisory Board recommended approval of the matrix at their meeting on March 26, 2019. The penalty matrix was presented to the Commission on July 15, 2019 and was adopted as recommended.

A copy of the revised enforcement plan is posted on the Department's website and may be downloaded at www.tdlr.texas.gov. You may also contact the Enforcement Division at (512) 539-5600 or by e-mail at enforcement@tdlr.texas.gov to obtain a copy of the revised plan.

This agency hereby certifies that this notice been reviewed by legal counsel and found to be a valid exercise of the agency's legal authority.

Filed with the Office of the Secretary of State on August 5, 2019.

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Product News

DS3 – A Better Way to Hang Flex Duct

No Sagging! No Kinking! Just Better Airflow!



Oakhurst, CA - DS3-LLC has launched the newest innovative product for suspending flex duct ever.

The Duct Saddle Strapping System is a concave, rigid flex duct support which works with any type of strapping to quickly and easily install flexible ducting. The one-size-fits-all design fits all duct sizes. DS3 allows for fast and easy installation with no tools required. For the builder and/or contractor, who wants to provide the best possible efficiency, installing a new system or retrofitting an old saggy system is now much more cost-effective. Lower material and labor costs allow the contractor to get the job done for less.

The concave shape of the saddles allows 930% more surface contact area with round, flexible ducting compared to strapping alone. No more “strap strangle.” The Duct Saddles Strapping System provides continuous and efficient airflow through the HVAC system with reduced static pressure resulting in higher efficiency and extended system life. Compressors and blower motors love Duct Saddles because they don’t have to work as hard, they live a long happy life.

David McIntosh, the inventor of Duct Saddles says the product was born out of pure frustration with the primitive and inefficient way ducts have always been installed, with strapping alone. At the time, in California, metal strapping was the only code compliant option. “You had to put your drill driver between your knees, fish out a little screw, hold the duct and the strapping up with one hand and try to get the screw started in the metal strapping with the other hand. It was a nightmare!” “Most of the time you had to get a couple fingers onto the screw so it wouldn’t slip off the drill bit. So you’re holding 3 things with one hand, in a 140 degree attic, with sweat pouring down your face, breathing out of a particulate mask. If the screw falls out of the drill bit, you have to start over. It was absolutely miserable.” The concept for Duct Saddles was conceived. As concept after concept was refined and perfected, the goal was to have a product that could be used to install new systems quicker and easier with a patented “No-Thread-Through” strap channel. Other saddles require the installer to thread the strap through the saddle, which adds another frustrating item to deal with. Not with DS3. You can strap it normally and add

the saddle after the strap is fully attached. The strap channel also gives the ability to retrofit old saggy systems using the existing strapping. The final result is a great time saving accessory in all applications.

The most common response by professionals in the industry is “Why didn’t I think of that?” Filling a need to make flex duct installs faster while improving airflow the DS3 duct saddles have already gained recognition and acceptance from key players in the competitive Texas/Oklahoma/Louisiana market.

The National Comfort Institute states the average duct system is only about 57% efficient. Well, that’s 43% inefficient! How would you like to waste 43% of your electric bill every month? That’s exactly what is probably happening in your customer’s attics right now. Over time, that’s a pile of money!

What if, for about \$50 in materials and an hour or two of labor, you could easily remove the restrictions in your customer’s duct system and your customer would get the comfort and energy efficiency their system should provide? This easy upsell can make the service contractor a serious new revenue stream from the service calls they are already going on. Also, the reduced stress on the HVAC unit, because of the better airflow, makes it work less, reduce breakdowns and make it last much longer. As you know, low airflow is the #1 cause of compressor failure. Also, low airflow is one of the leading causes of blower motor failure.

With the understanding of efficiency and taking the time to consult the customer, the contractor is thought of as the leading authority in HVAC efficiency in his market. Great reviews and referrals are soon to add up and increase your bottom line. A whole new procedure, the Energy Efficiency Duct Upgrade can be offered with each service call. DS3 offers a complete sales strategy

Condensation problems are a thing of the past with Duct Saddles. The weight of the duct is distributed over a larger area to reduce compression of the insulation jacket which eliminates condensation due to strap contact.

Duct Saddles work with any strapping you choose to use. The polyweb strap won’t bunch up and restrict the airflow like it does, over time without a saddle.

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Goodman Dealer Days

Goodman Distribution continued their Dealer Days through the month of August. They held their one day events at their JFK, Katy and Conroe locations. The contractors were treated to a breakfast, vendor fair and lunch.



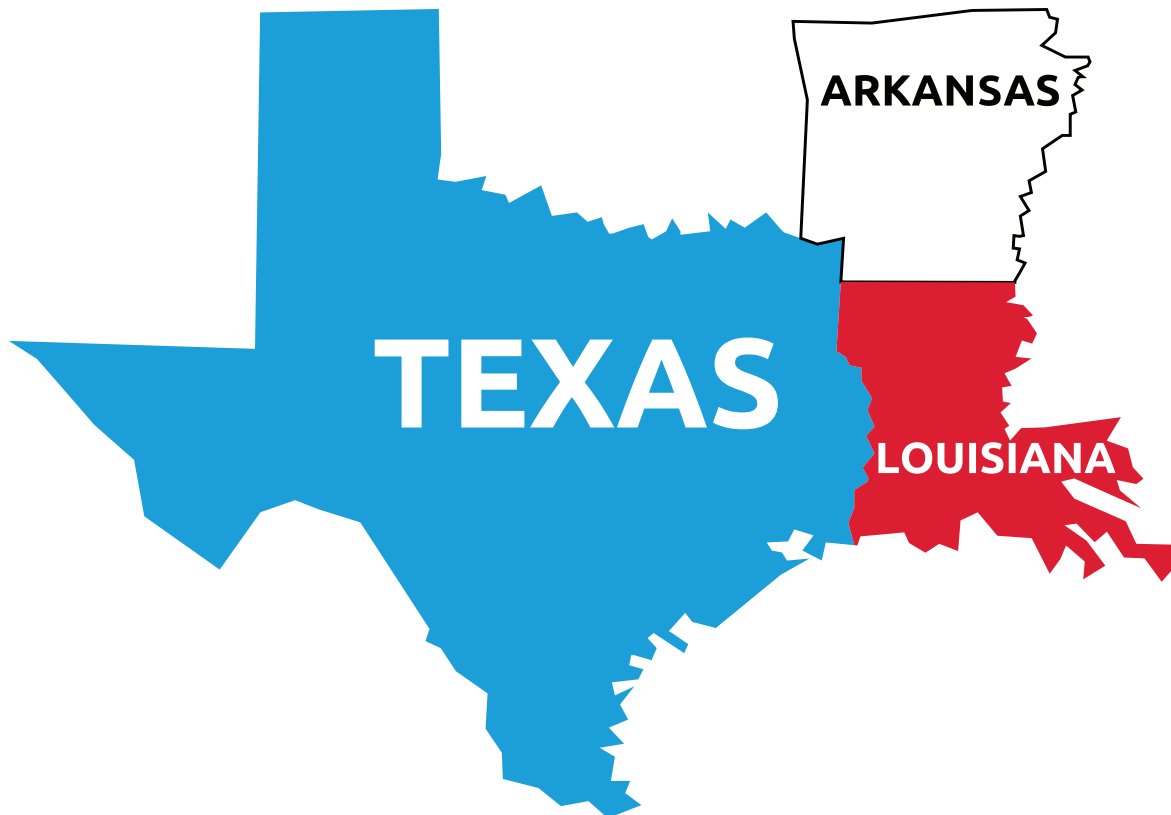


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S Ft Worth	817-568-8001
Denton	940-484-2300
Allen	972-727-5600
Lubbock	806-744-6700
Mesquite	214-381-6880
DeSoto	972-224-9665
Amarillo	806-220-2206
NW. Fort Worth	817-625-6300
Midland	432-561-8505

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
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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

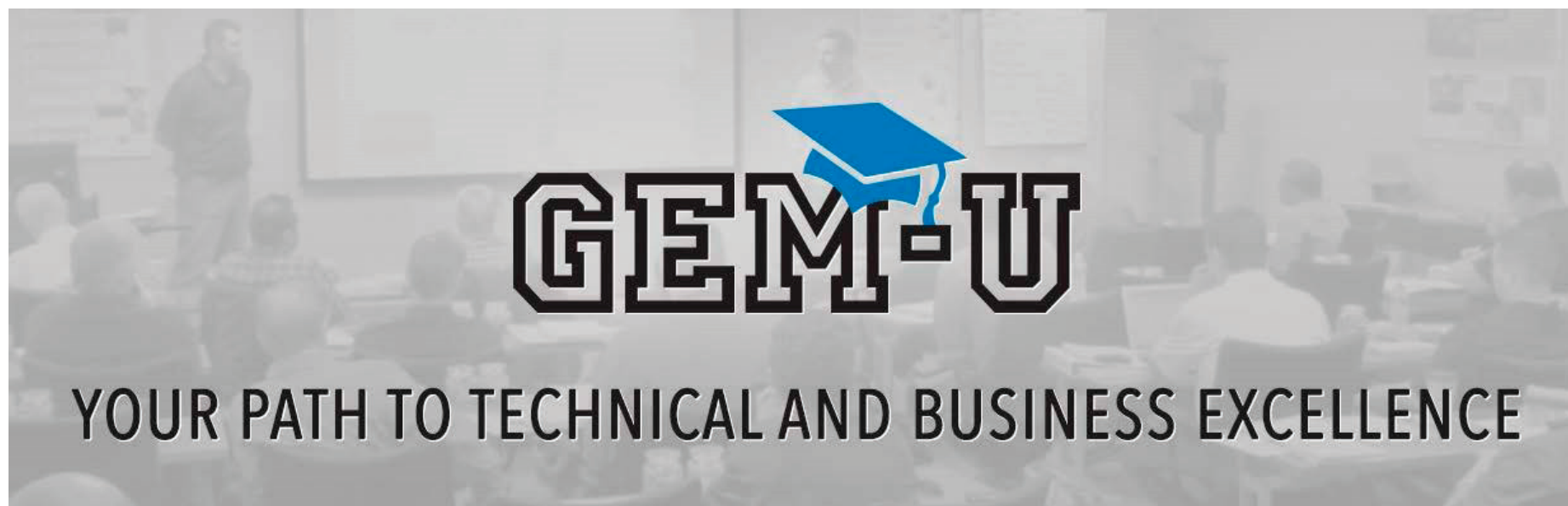
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09/11/2019 8:00 AM - 12:00 PM Register Here: http://www.cvent.com/d/byqdm1	Hampton Inn & Suites Dallas-Arlington North-Entertainment District - Arlington TX
09/24/2019 8:00 AM - 12:00 PM Register Here: http://www.cvent.com/d/yyqdm1	Hampton Inn & Suites Houston-Westchase - Houston TX
09/25/2019 8:00 AM - 12:00 PM Register Here: http://www.cvent.com/d/8yqdm1	Hilton College Station & Conference Center - College Station TX

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Texas Air Conditioning Contractors Association

13706 Research #214

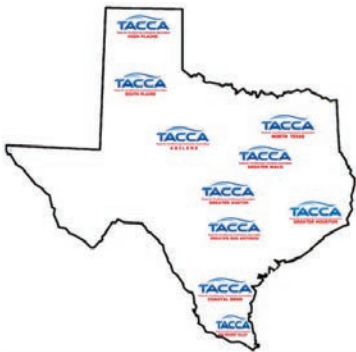
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TACCA Local Chapters

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

ABC Home and Commerical
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CenterPoint Energy –
Houston

MC Precision Air LLC –
Seagoville

simPro Software –
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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!

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SEPTEMBER 21 - HOUSTON
SEPTEMBER 28 - AUSTIN

License Prep:

SEPT 21/22 - HOUSTON

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, or call 800.998.HVAC (4822) to become one of the more than 5000 contractors across Texas who receive our information.

Mitchell Enterprises hosts Congressman Allred at their Headquarters

Representative Colin Allred visited Mitchell Enterprises, Inc’s headquarters in Richardson, TX to meet with the entire team and discuss current legislation pertaining to the HVAC industry.

Top on the agenda was the USMCA legislation which is currently waiting to be ratified by the U.S. congress. HARDI fully supports this legislation as does congressman Allred. Also discussed was the rising costs of healthcare insurance and the effect that it is having on Mitchell Enterprises. The conversation continued around the industry’s labor shortage, trade school and community college improvements, immigration laws, and transportation concerns.

The meeting was a follow up to the Hardi Fly-In event held this past May in Washington DC, that was attended by representatives of Mitchell Enterprises.

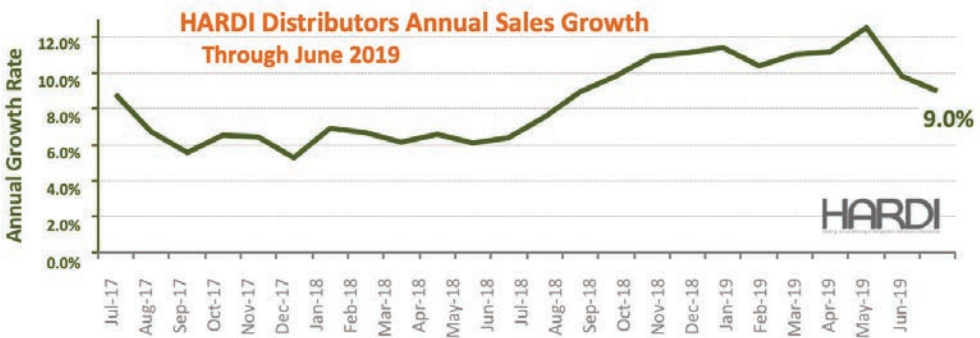


HARDI

HARDI Distributors Report 2.8 Percent Revenue Decline in June

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was a decline of 2.8 percent during June 2019.

The average annualized sales growth for the 12 months through June 2019 is 9 percent.



“This was the second consecutive month when the average monthly sales performance was a decline. We have not had back-to-back declines since battling the remnants of the last recession in early 2010. The decline is understandable given the challenges in June,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “All the regions had one less billing day than the prior year. Five of the regions had fewer cooling degree days than June 2018. And the heavy rain from May persisted into June in parts of the Southwest and Southeast.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, continued to be unusually low for this time of year. “Typically the DSO increases during the second calendar quarter as cooling season gets rolling,” said Loftus. “That was not the case this year with soft sales that have been paid promptly.”

“We see softer end market demand from the housing market with declining existing home sales and relatively flat housing permits,” said Loftus, “but the underlying economy appears very healthy.” GDP growth in the second quarter was more than 2% once again. That is encouraging performance for HARDI members along with the 4.3% growth of Personal Consumption Expenditures that included a 13% increase in durable goods, a gain of 6% for non-durable goods, and 2.5% for services.

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.

ABOUT HARDI

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry.

HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/ industrial and institutional maintenance staffs. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

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(956) 727-2235

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Pharr

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(956) 783-1036

Corpus Christi

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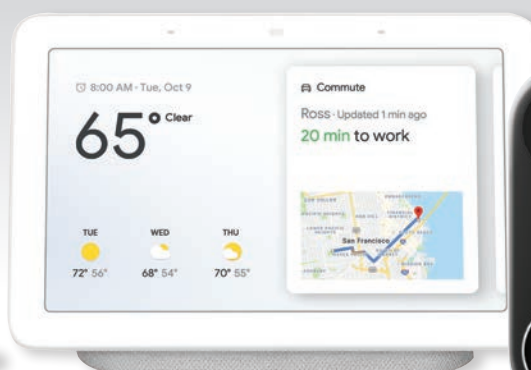
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DeSoto, Tx 75115
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FAX 817-785-0008

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The spotlight



Air Movement and Control Association (AMCA) International Inc. welcomes Tim Mathson to its staff in the role of principal engineer.



Fujitsu General America welcomes two area sales managers – Hays Bassett and Rich Strain.

Basset will support all Fujitsu products in the Florida market. Strain will support national accounts throughout the Mid-Atlantic region of the US.



RGF is pleased to announce Kelly Kendrick as the new Marketing Director.

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

Builder Confidence Trending Higher as Interest Rates Move Lower

Builder confidence in the market for newly-built single-family homes rose one point to 66 in August, according to the latest National Association of Home Builders/Wells Fargo Housing Market Index (HMI) released today. Sentiment levels have held at a solid 64-to-66 level for the past four months.

“Even as builders report a firm demand for single-family homes, they continue to struggle with rising construction costs stemming from excessive regulations, a chronic shortage of workers and a lack of buildable lots,” said NAHB Chairman Greg Ugalde, a home builder and developer from Torrington, Conn.

“While 30-year mortgage rates have dropped from 4.1 percent down to 3.6 percent during the past four months, we have not seen an equivalent higher pace of building activity because the rate declines occurred due to economic uncertainty stemming largely from growing trade concerns,” said NAHB Chief Economist Robert Dietz. “Although affordability headwinds remain a challenge, demand is good and growing at lower price points and for smaller homes.”

Derived from a monthly survey that NAHB has been conducting for 30 years, the NAHB/Wells Fargo Housing Market Index gauges builder perceptions of current single-

family home sales and sales expectations for the next six months as “good,” “fair” or “poor.” The survey also asks builders to rate traffic of prospective buyers as “high to very high,” “average” or “low to very low.” Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

The HMI index gauging current sales conditions increased two points to 73 and the component measuring traffic of prospective buyers rose two points to 50. The measure charting sales expectations in the next six months fell one point to 70.

Looking at the three-month moving averages for regional HMI scores, the South moved one point higher to 69, the West was also up one point to 73 and the Midwest inched up a single point to 57. The Northeast fell three points to 57.

Editor’s Note: The NAHB/Wells Fargo Housing Market Index is strictly the product of NAHB Economics, and is not seen or influenced by any outside party prior to being released to the public. HMI tables can be found at nabh.org/hmi. More information on housing statistics is also available at housingeconomics.com.



Texas Air Conditioning Contractors Association

Texas HVAC/R License Prep Course

Sept 21/22 – Houston

Time: 8:00 am till 5:00 pm

**Cost: \$475.00 TACCA Member
\$575.00 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.

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



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Danfoss Refrigerant Week Will Equip Contractors and Installers for Refrigerant Change

Danfoss' annual Refrigerant Week event will return for the third time from September 16-20. This year, the focus will be on equipping contractors and installers for refrigerant change and presenting the solutions that are ready today.

The global event will prepare contractors and installers—along with retailers, wholesalers, operators, and OEM engineers—to handle the refrigerant transition's accelerating pace through a packed program of webinars, podcasts, and local training events.

All webinars will be scheduled to allow contractors and installers to tune in live for subjects including:

- Handling flammable refrigerants
- New developments in CO2 technology
- Moving on from R-404A and R-22
- Global refrigerant trends that impact your business

- Digital tools to help conversion

Sessions will cover air conditioning and industrial, commercial, and food retail refrigeration. Content will be available in many different languages, and every live webinar and podcast will be available on-demand following the event.

Torben Funder-Kristensen, head of public and industry affairs, Danfoss Cooling, said:

"Refrigerant transition is an issue that affects contractors and installers all around the world, and the global nature of our Refrigerant Week reflects that. We want to help professionals everywhere to stay abreast of the latest issues

and trends, but more importantly, to contribute to the conversation and give their view.

We based the program on frequently asked questions from HVACR professionals—so whether you want to know more about transitioning from R-404A and handling A2L and A3 refrigerants, or you simply want the latest practical information on leading-edge CO2 technologies, we're confident there's something for everyone. 2019 is a particularly important milestone in HVACR; we celebrate 32 years since the Montreal Protocol came into effect. And the results are remarkable: the world has moved away from CFCs to help stop ozone

depletion and we're now even seeing recovery of the ozone layer.

But as we enter a new phase of environmental concern with skyrocketing CO2 emissions, it's never been more important to discuss and debate refrigeration on a supranational scale—including the new amendments to the Montreal Protocol. We're proud of how Danfoss' Refrigeration Week facilitates these conversations and we're delighted how much it has grown in three years."

The agenda will be available at refrigerants.danfoss.com. Sign up now to get updates.

TACCA Greater San Antonio Summer Mixer





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SEPTEMBER 13 & 14

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ASHRAE

NEWS

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

Registration Now Open for 2020 ASHRAE Winter Conference

Atlanta – Registration is open for the 2020 ASHRAE Winter Conference, to be held Feb. 1-5 at the Hilton Orlando. Registration for the conference provides entry to the co-sponsored AHR Expo, held Feb. 3-5 at the Orange County Convention Center.

The ASHRAE Winter Conference features eight conference

tracks, tours, social events and a keynote speech from retired NFL referee Ed Hochuli.

The conference presents the latest topics in the HVAC&R industry through a technical program featuring more than 100 sessions and 300 speakers.

“The 2020 ASHRAE Winter Conference will feature a strong technical program including presentations and discussions on best design practices and standards, incorporation of innovative technologies, and cutting edge approaches applicable to a wide range of buildings-related engineers, architects, and professionals,” said Melanie Derby, conference chair.

Program tracks include:

- HVAC&R Fundamentals and Applications
- Systems and Equipment
- Refrigeration and Refrigerants
- Cutting Edge Approaches
- High Efficiency Design and Operation
- Big Data and Smart Controls
- Ventilation, IAQ and Air Distribution Systems
- Standards, Guidelines and Codes

ASHRAE Learning Institute (ALI) will offer four full-day seminars and 17 half-day short courses during the conference.

New ALI courses include:

- Guideline 36: Best in Class HVAC Control Sequences
 - Complying with Standard 90.1-2019
 - Installing DDC Control Systems
 - IgCC and ASHRAE Standard 189.1 Technical Provisions
 - Principles of Building Commissioning: ASHRAE Guideline 0 and Standard 202
 - ASHRAE Cold Climate Design
 - V in HVAC – What, Why, Where, How, and How Much
- Apply by Jan. 10 to sit for an ASHRAE Certification exam. Exams will be administered on Feb. 5 in these key fields: Building

Operations, Commissioning, Energy Assessment, Energy Modeling, Healthcare Facility Design, High-Performance Building Design, and HVAC Design, a new program.

The AHR Expo hosts more than 1,800 exhibitors and attracts crowds of 65,000 industry professionals worldwide. ASHRAE Winter Conference registrants will have full access to the AHR Expo with a conference badge.

In addition, ASHRAE conducts more than 600 meetings during the course of the conference, with over 100 specific technical topics in HVAC&R technology addressed. The meetings are open to the public.

Take advantage of early bird registration savings through Oct. 27. For complete conference and expo information, visit the 2020 ASHRAE Winter Conference and the AHR Expo websites.

ASHRAE Learning Institute Announces Fall Online Course Series

Four new courses available

Atlanta – ASHRAE Learning Institute (ALI) has opened registration for its 2019 Fall Online Instructor-led Course Series. Courses will begin September 10 and conclude on November 13, with 12 three-hour courses and new one-hour courses scheduled.

“ASHRAE Learning Institute fall online courses provide professional development through in-depth information that is timely, practical and targeted,” said Darryl K. Boyce, 2019-20 ASHRAE President. “These courses provide engineers in consulting practices, facility management and other building professionals with instruction on applying ASHRAE standards and employing new technologies essential for advanced building performance.”

TACCA Greater Houston's Annual GOLF TOURNAMENT

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

17
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2019

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Register online
www.taccagh.org

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Monthly Membership Meetings are back!

Please Join Us

WHEN: SEPTEMBER 17, 2019

TIME: 11:30 a.m. - 1:30 p.m.

WHERE: Los Tios

9527 Westheimer Road

Houston, Texas 77063

COST: \$25 (Pre-Register) / \$30 (Door)
LUNCH IS INCLUDED

*Our guest speaker will be JC Garcia
Topic: 'Protect yourself against
Hackers and Cyber Attacks'*

Register online www.taccagh.org

TACCA
Texas Air Conditioning Contractors Association
GREATER HOUSTON

For the first time, a one-hour course, will be offered. *A Brief Look at IgCC and Standard 189.1* provides an overview of the technical content contained in the *2018 International Green Construction Code®* (2018 IgCC®). The *IgCC* provides the minimum requirements for the siting, design, construction and plans for operations of a high-performance green building.

Additional one-hour courses will be added to the schedule throughout the series.

New courses include:

- Guideline 36: Best in Class HVAC Control Sequences, Sept. 24
 - How Smart, Efficient, Sustainable Systems Lead to Improved Resilience, Oct. 2
 - Laboratory Exhaust Stacks: Safe and Energy Efficient Design, Oct. 10
 - A Brief Look at IgCC and Standard 189.1, Oct. 15
- The remaining course offerings are as follows:
- Avoiding IAQ Problems, Sept. 10
 - Combining Heat and Power: Creating Efficiency through Design & Operations, Sept. 17
 - Humidity Control II: Real-World Problems and Solutions IAQ Practices, Oct. 8
 - Laboratory Design: The Basics and Beyond, Oct. 22
 - Thermal Energy Storage Systems for Air Conditioning, Oct. 24
 - Designing and Operating High-Performing Healthcare HVAC Systems, Oct. 29
 - Latest in High-Performance Dedicated Outdoor Air Systems (DOAS), Oct. 31
 - Design of Affordable and Efficient Ground Source Heat Pump Systems, Nov. 6
 - Commissioning Process and Standard 202, Nov. 13

For more information and to register, please visit ashrae.org/onlinecourses.

ASHRAE Announces Call for Abstracts for 2020 Building Performance Analysis Conference and SimBuild

Atlanta – ASHRAE has announced a call for abstracts for the 2020 Building Performance Analysis Conference and

SimBuild, to be held Aug. 12-14, 2020, at the Westin River North in Chicago.

Co-organized by ASHRAE and IBPSA-USA, the theme of the conference, *“Integrated Building Design and Analysis to Achieve Zero Carbon,”* focuses on improving the decision making process through the application of simulation and modeling over the entire building life cycle.

“This conference brings together the building energy analysis and performance simulation community for three days of discussions, seminars and short courses to address the practices of energy modeling and building performance simulation using existing simulation tools, software development and future simulation research and applications.” said Carrie Brown, conference chair.

The conference steering committee is seeking abstracts on topics involving the use of innovative approaches for integration of modeling tools for better building design, performance and operation to meet aggressive targets for compliance, energy reduction, decarbonization, and resiliency.

Suggested paper topics include:

- Early Design Modeling and Analysis
- Component and Systems Modeling and Load Analysis
- Codes, Standards, and Compliance Modeling
- Modeling Carbon
- Lighting and Daylighting
- Occupant Behavior, Comfort / Health, Wellbeing
- Urban Scale Modeling
- Data Exchange and Interoperability
- Big Data Applications for Large Scale Simulations
- Modeling Advances (New techniques, automation, scripting, etc.)
- Grid-interactive Efficient Buildings and Resiliency
- Education
- Intelligent Building Operations

Abstracts (250 or less words in length) are due September 6, 2019. If accepted, papers will be due mid December 2019. To submit abstracts, visit <https://www.conftool.org/bpacs2020/>.

The conference will also include informal seminar presentations, the 6th Annual LowDown Showdown, vendor workshops and invited speakers. For more information on the 2020 Building Performance Analysis Conference, visit ashrae.org/BuildPerform2020.

RGF Environmental Group Wins Coveted Dealer Design Award for Element Air Tower Air Purification System

Riviera Beach, Florida- RGF Environmental Group, Inc. wins its 10th Dealer Design Award at the annual Dealer Design Awards competition hosted by *The Air Conditioning Heating & Refrigeration News*. The Element Air Tower air purification unit brought home a Silver award in the Indoor Air Quality category. These sought-after awards are selected by an independent panel of contractors who consider specific elements of design which contribute to ease of installation, use and maintenance, application/repair, reliability and competitive difference.

The Element Air Tower was developed and refined by RGF Environmental Group’s R&D Division engineers with consideration and input from experts in the cannabis grow industry over a two- year period. The unit addresses the problems of airborne and surface bacteria, mold and yeast common to grow facilities. Utilizing proprietary PHI and REME technologies the unit oxidizes contaminants reducing microbes and odors by up to 99%. This is the only product on the market that can make this claim without the use of chemicals or other dangerous compounds. The unit features variable treatment capacities that allow for adjustment during the different growth stages of cannabis plants and is designed to emit zero visible light, allowing it to run 24/7.

It is available in an easy to transport, free standing floor unit or a wall mount unit that minimally impacts available grow floor space.

“RGF’s success in the residential HVAC and the rapidly growing cannabis sector is a testament to the versatility and pioneering innovation of our product design.” Mat Charles, VP of National Air Division.

For more information, go to www.rgf.com

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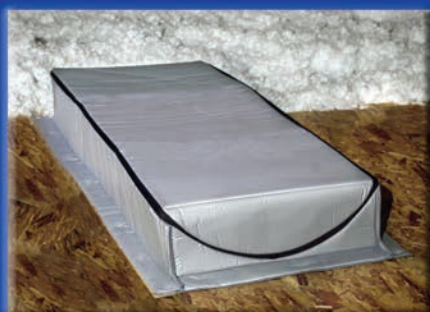
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CALENDAR OF EVENTS

JOHNSTONE SUPPLY SEPTEMBER 2019 TRAINING CALENDAR					
For info call Juan Vilella at 210-829-1934 Ext. 155 - or email to: juan.vilella@johnstonesupply.com					
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
2-Sep	M			LABOR DAY HOLIDAY	
3-Sep	Tu	5:00pm - 7:00pm	Broadway	ComfortBridge Technology Communicating Systems	
4-Sep	W	8:00am - 10:00am	Broadway	External Static Pressure - How Much Air Are You Moving?	TRAIN19-41-95
5-Sep	Th	5:00pm - 7:00pm	Broadway	Daikin Mini Split Systems - Installation & Startup	TRAIN19-41-96
Sept. 10	Tu	5:00pm - 7:00pm	Broadway	Daikin Mini Split Heat Pump - Service & Repair	TRAIN19-41-97
Sept. 11	W	8:00am - 10:00am	Broadway	Friedrich Advantage Dealer Program Overview	
Sept. 12	Th	8:00am - 10:00am	Broadway	Mini -Split Coil Cleaning - Hands-on Demo	TRAIN19-41-98
Sept. 17	Tu	11:00am - 1:00pm	Alamo Downs	ComfortBridge Technology Counterday	
Sept. 18	W	8:00am - 3:30pm	Broadway	ESCO EPA Review & Exam	TRAIN19-41-99
Sept. 18	W	1:30pm - 3:30pm	Broadway	ESCO EPA Exam Only	TRAIN19-41-100
Sept. 19	Th	9:00am - 11:00am	Essex	ComfortBridge / Friedrich Advantage Counterday	
Sept. 23	M	8:00am - 10:00pm	Broadway	Electricity I - Volts, Amps, Watts, Resistance, Ohm's & Watt's Law	TRAIN19-41-101
Sept. 24	Tu	9:00am - 11:00am	Broadway	Electricity II - Circuits, Components, Operation Checks	TRAIN19-41-102
Sept. 25	W	8:00am - 10:00am	Broadway	Electricity III - Motors, Compressors, Electrical Troubleshooting	TRAIN19-41-103
Sept. 26	Th	8:00pm - 10:00pm	Broadway	Hard Start Kits and Surge Protectors Training	TRAIN19-41-104
Sept. 30	M	8:00am - 10:00am	Broadway	Commercial Refrigeration - Low Temp Defrost Timers	TRAIN19-41-105



Fall RSES Southwestern Regional Pre Conference Meeting

The RSES Pre Conference will be held at Radisson Hotel Fort Worth at Fossil Creek on Saturday September 14th. On Saturday morning, there will be a class from 9:00AM to 12:00PM On the "Practical Application of R-22 Alternatives". On Saturday afternoon the RSES Auxiliary and the RSES Regional Officers will hold their business meetings and planning for the Spring Educational Conference and Product Expo.

For information e-mail Conference Chairperson Jill Malone Jillmcmalone@gmail.com or Jim Malone, CMS at jimmalone@sbcglobal.net



Women in HVACR is thrilled to announce their 16th Annual Conference will be held September 25th through the 27th in historical Boston, Massachusetts at the Aloft Seaport Hotel. Don't miss this incredible, content-filled event as we explore: "CONNECT. CULTIVATE. GROW."

Join us for this unique conference as you reconnect with old friends and network with other leaders in the HVACR industry. This event is open to all men and women involved in any part of the HVAC industry. To learn more please visit: <https://www.womeninhvacr.org/grow>

Registration is open for the 2019 International Code Council Annual Conference, Code Hearings and Expo

This year's event features an impressive line-up of speakers include world-renowned expert Dame Judith Hackitt

Washington, D.C. – Registration is open for the 2019 International Code Council Annual Conference, Code Hearings and Expo, which will be held on October 20-30, 2019, in Las Vegas, Nevada. This year's conference offers a variety of educational sessions led by industry experts, capacity-building events, and opportunities to share best practices. Register by Sunday, September 15, to take advantage of early-bird savings.

- Keynote speakers this year include:
- Dame Judith Hackitt, world-renowned expert on the Grenfell Tower Fire, will share insights about her research on the infamous fire, building regulations and fire safety related to multistory buildings.
 - Mike Murphy, an industry leader with more than 40 years of law enforcement and public service experience, will address the demands and rewards of ensuring public safety and being an essential service member of the community.

• David Johnson, Deputy General Manager for the Southern Nevada Water Authority, will discuss Las Vegas' approach to innovation and sustainable water management.

The Code Council Annual Conference offers education programs for building safety professionals at all levels of their career that cover the I-Codes, disaster response, leadership, new technologies and more. Conference participants also

receive free entrance to the Building Safety & Design Expo, where they can attend additional education sessions, talk with exhibitors, and collect information about the latest construction techniques, technology, building products and applications. Other conference activities include Global Connections Day, the Ron Burton Golf Outing and the Bob Fowler Motorcycle Ride.

The 2019 code development process continues immediately after the conference with the Public Comment Hearings. These hearings provide an opportunity for participants to influence the 2021 I-Codes, the most widely used and adopted set of building safety codes in the world. At the hearings, governmental member voting representatives vote on hundreds of proposed code changes on behalf of their respective jurisdictions. For details about the code development process, download these infographics: How It Works and By the Numbers.

The Air-Conditioning, Heating, & Refrigeration Institute, State Farm, UL, American Gas Association, LIUNA, EduCode, Hoover Treated Wood Products and many others are making this event possible through their sponsorships. Click here to see the full list and learn about how to become a sponsor.

For more information about the conference, visit www.iccsafe.org/ conference. Use the hashtag #ICCAC19 to join the online conversation.

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Tuesday September 24, 2019

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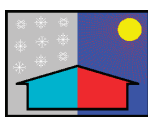
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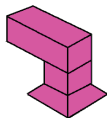
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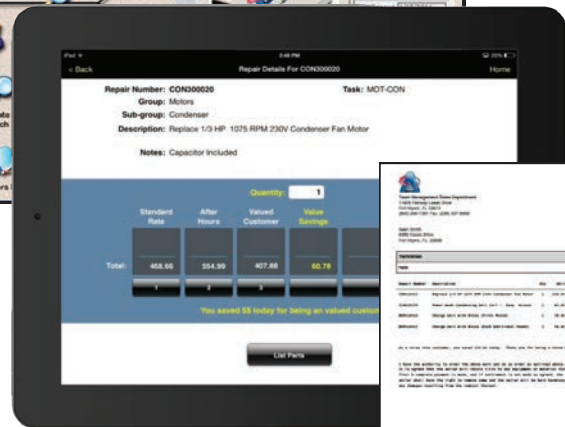
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