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Friedrich's Major Donation of A/C Solutions Benefit Creatures Great and Small at San Antonio Zoo

MORSCO HVAC Dealer Meeting



Pictures on page 12.

TACCA HVAC EXPO 2020



Pictures on page B5.

San Antonio, Texas – If winter and summertime weather fluctuations in Texas are hard on humans, imagine what they are like for creatures with fur and fins.

That's why Friedrich Air Conditioning Co., a leading U.S.-based manufacturer of heating, cooling and other room air conditioning products, has donated a vast array of cutting-edge heating and cooling solutions to San Antonio Zoo, to help provide essential relief for visitors, staff and the animals who call the zoo home.

Friedrich's latest donation includes providing a Friedrich Floating Air[Symbol] Series Ductless Split System for Kiddie Park, which was recently relocated to San Antonio Zoo. Designed to be highly-flexible, easy to install and maintain, the system will provide welcomed comfort for the families and kids who enjoy the park all season long. The company also contributed a Kühl A/C window unit for the historic Kiddie Park office building, to help increase the comfort of zoo employees while maintaining the architectural integrity of the facility.

Animals also are a direct beneficiary of the latest Friedrich A/C technologies. This fall, the company donated a VRP® (Variable Refrigerant Packaged) Heat Pump systems for the speckled brown bear enclosure. VRP is an award-winning, powerful all-in-one solution that delivers best-in-class heating and cooling efficiency, true humidity control, quiet operation and improved indoor air quality, thanks to the company's exclusive FreshAir™ technology. Earlier



this summer, Friedrich donated ductless systems for a newly-constructed exhibit that hosted visiting koalas on loan from San Diego Zoo.

"Many of us have been part of the San Antonio community for a long time, and we take real pride in our involvement with this amazing organization that we enjoyed as kids, and now with our families," said Holly Beck, Friedrich Director of Marketing. "It's very gratifying to know our products are providing great relief and comfort to the animals and the zoo's dedicated staff, as well as the thousands of visitors and families who love exploring the zoo each year."

History of Helping

Friedrich's recent contributions are just the latest in a long string of donations the company has made to San Antonio Zoo. Since 2017, Friedrich has donated tens of thousands of dollars worth of A/C equipment and units, beginning with a one-ton vertical packaged HVAC system and three-ton ductless systems that were installed at the Friedrich Aquarium to help provide much-needed climate control for the aquarium's

VRP and ductless systems, to customizable comfort offered by Friedrich Kühl units, portables and dehumidifiers, no other A/C manufacturer could match Friedrich's ability to meet the needs of the zoo's unique and diverse facilities with such a wide array of advanced solutions.

"All of the projects we've done together with San Antonio Zoo shows off what Friedrich does best. Our products are specifically designed to offer flexible and efficient room-by-room comfort to meet the unique needs of the space and its occupants—whether they are two- or four-legged," said Beck.

According to San Antonio zoo officials, the improved temperatures have other benefits, including the increased well-being and growth of the aquarium's abundant corals, which are flourishing. Another bonus is the improved working conditions for staff, who are better able to concentrate on the care of the animals in the cooler, more comfortable conditions. Proper A/C capabilities are crucial, given San Antonio winter temperatures can dip into the 40s, and can spike well above 100 degrees in the summer.

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“Friedrich’s generous donations and contributions over the years have had a major, positive impact on the well-being of not only the animals, but our dedicated staff who care for them. It’s also a welcome relief to the thousands of families who visit the zoo every year,” said Tim Morrow, President & CEO of San Antonio Zoo. “We’re very thankful for the company’s strong support and long commitment to the zoo and the local community.”

From as far back as 1935, Friedrich Air Conditioning Co. and San Antonio Zoo have enjoyed a long partnership and history. Company founder Richard A. Friedrich was president of San Antonio Zoological Society for 27 years and helped get the zoo on the fast track with new habitats and fundraising. One of those new habitats was the Friedrich Aquarium, which opened to the public in 1948. Today, that partnership legacy continues with the company’s continuous involvement, sponsorship and support for the zoo, including the most recent donation of innovative A/C products.

About Friedrich Air Conditioning Co.

Founded in 1883, Friedrich has manufactured room air conditioners since 1952. Friedrich is a leading manufacturer of air conditioners and other home environment products. Constructed of the highest quality components, Friedrich products are built to exacting standards and are among the quietest, most highly featured and most energy-efficient available. For more information, visit www.friedrich.com

About San Antonio Zoological Society

San Antonio Zoological Society was established in 1929 and is a non-profit organization committed to securing a future for wildlife. The society operates San Antonio Zoo, Will Smith Zoo School,

Edutainment, Center for Conservation and Research at San Antonio Zoo, and Kiddie Park. For more information: website www.sazoo.org

About San Antonio Zoo

San Antonio Zoo®, operated by San Antonio Zoological Society is a non-profit organization committed to securing a future for wildlife. Through its passion and expertise in animal care, conservation, and education, the zoo’s mission is to inspire its community to love, engage with, act for and protect animals and the places they live. The zoo welcomes more than a million visitors each year and is open year-round. San Antonio Zoo operates the largest nature based preschool in the country, Will Smith Zoo School, the Center for Conservation and Research, and Kiddie Park. San Antonio Zoo is accredited by the Association of Zoos and Aquariums, the Zoological Association of America, and Humane Certified by American Humane. For more information: website www.sazoo.org; Facebook www.facebook.com/SanAntonioZoo; Twitter www.twitter.com/SanAntonioZoo; Instagram www.instagram.com/SanAntonioZoo.

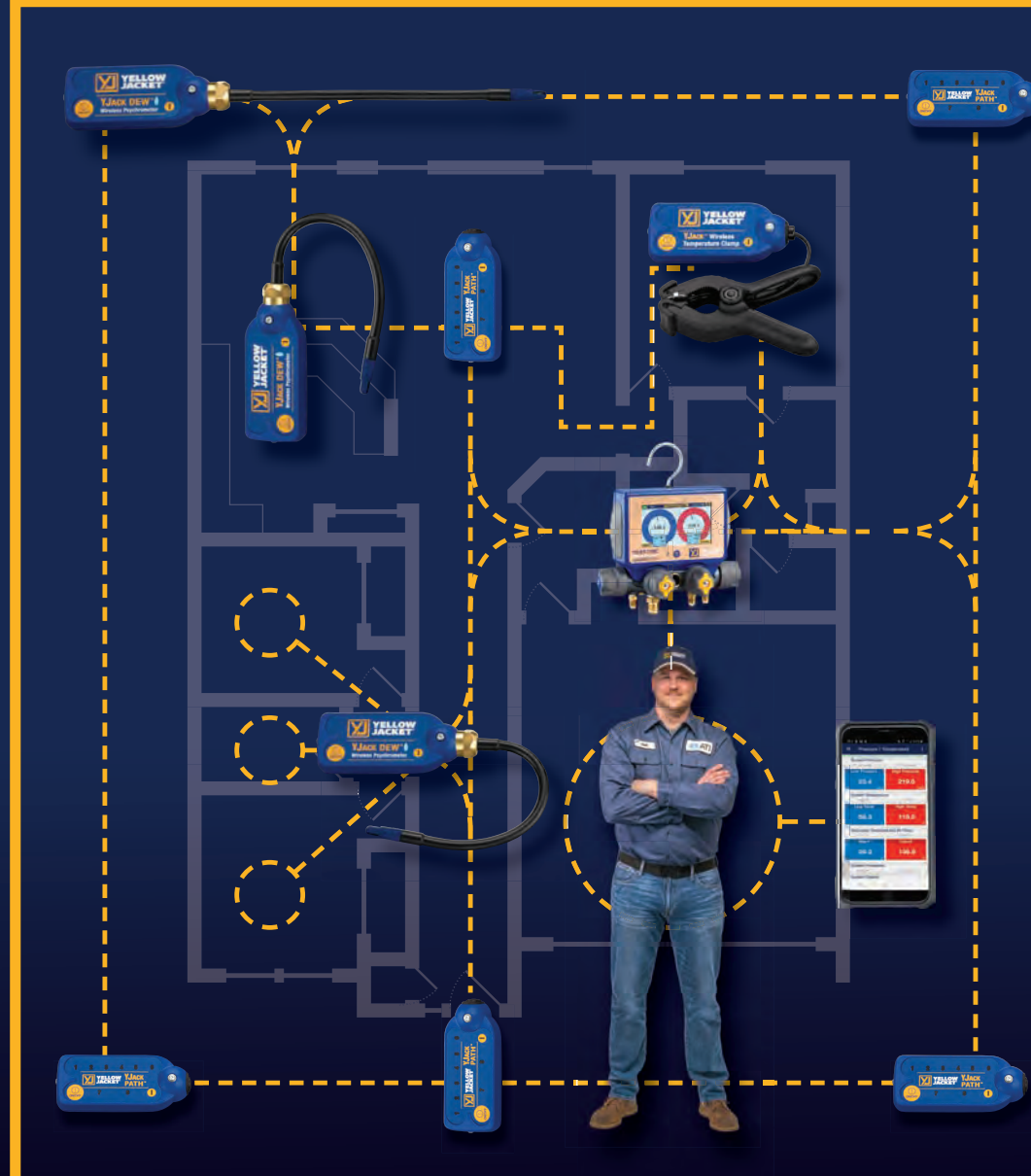
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Product News

Emerson Launches New Copeland™ Scroll Compressors for Commercial Applications to Meet Efficiency and Refrigerant Regulations

New line of scroll compressors to offer broad, flexible product platform to reduce OEM applied costs and complexity

Sidney – Emerson (NYSE: EMR) has launched a new line of Copeland™ fixed speed scroll compressors for commercial applications designed for lower GWP refrigerants and with a flexible product platform to reduce customer applied costs and complexity. The new commercial compressor line will help Emerson customers meet Department of Energy (DOE) 2023 regulations as well as California Air Resources Board (CARB) refrigerant regulations.

Copeland's next-generation fixed speed scroll compressors will initially launch with 12-15 ton models in February with the full lineup of 6-40 tons incrementally releasing over the next two years. These compressors are regulation-ready and optimized for the following refrigerants: R410A (ZPKZ models), R32 (YPK1/KA models), and R454B (YAK1 models).

Copeland fixed speed scroll compressors for commercial applications achieve as much as 8% higher system-level IEER and IPLV efficiencies than legacy models, without compromising ease of system installation and servicing.

For more information, visit Climate.Emerson.com.

YORK® Relaunches 3-12.5 Ton Commercial Rooftop Units with Enhanced Features

Relaunched commercial platforms now include a three-stage cooling option

Milwaukee – The YORK® brand of Johnson Controls has relaunched two series of 3-12.5 ton commercial rooftop units that provide a wide offering of performance-focused comfort solutions for commercial environments. The YORK Direct Fit and YORK Predator have been relaunched as YORK Sun Core and YORK Sun Pro, respectively.

With this relaunch, both platforms now feature a new three-stage cooling option. Upgrading the airflow strategy from constant volume to three-stage cooling with IntelliSpeed™ control can offer up to a 3.4 IEER (26%) increase on comparable models. The ultra-high efficiency Pro rooftop units are the highest efficiency dual circuit model on the market, offering up to 21 IEER. Both platforms have models to meet Department of Energy (DOE) 2023, ASHRAE 2016 and IECC 2015 requirements.

Core units are economically designed for new construction and direct replacement applications to minimize the need for transition curbs, while the Pro units offer a premium cabinet with maintenance-friendly standard features for service professionals.

“Our mission to advance the efficiency, comfort and intelligence of buildings inspired us to redefine the Pro and Core rooftop units,” said Eric Newberg, director, Commercial Product Management, Ducted Systems, North America, Building Technologies & Solutions, Johnson Controls. “Further, in an effort to provide greater clarity to our customers, we’ve renamed these

rooftop units to better align with our other recent product launches and provide a more intuitive view of the value of each platform. We now offer the Core, Pro, Choice, Select and Premier rooftop platforms that increase in feature set and tonnage, along with other legacy platforms.”

Core and Pro rooftop units are Smart Equipment enabled. This sophisticated, prepackaged controls platform helps maximize control for greater efficiency, extended equipment life and reduced operating costs. Smart Equipment also provides seamless integration with leading building controls systems, including Verasys. An optional Mobile Access Portal (MAP) gateway with a Wi-Fi® hotspot provides access to commissioning, configuration and maintenance logs using a mobile smart device for fewer trips to the job site or the roof to diagnose issues.

Both platforms have multiple airflow strategies, including constant volume (CV), IntelliSpeed™ single zone variable air volume (SZVAV), continuous reset single zone (CRSZ), and variable air volume (VAV). Additionally, Core and Pro rooftop units offer many options and accessories to perfectly match a building's needs and make specification as simple as possible.

All commercial rooftop units are backed by industry-leading warranties: standard one-year parts warranty and either a six-month or one-year promotional labor warranty, which is standard for authorized contractors.

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The Most Important Financial Ratio You Have— and Your Banker Doesn’t Even Know About It!

Hidden in your financial statements—particularly your statement of income and expenses (“P&L”)—is gold that most contractors (and no bankers) don’t even know is there. It is in the form of a simple but critical ratio that I call the M:L Ratio.

So what in blazes is an M:L Ratio? It is the ratio of the costs of all materials on a job to the cost of all direct labor on that job. Material is easy to define, of course—furnaces, condensing units, air handlers, heat pumps, humidifiers, UV lights, etc. (For the commercially oriented, substitute chillers, rooftop units, unit heaters, boilers, etc.) The Labor part is a bit trickier—because it assumes that you track the cost of installation labor as a line item on your P&L. The cost of labor would be what you pay your installers and their helpers on an hourly basis (including benefits) for doing an installation.

Here’s an example. Joe runs a shop that does residential and light commercial replacement work. Last year, his P&L showed total material costs of \$410,588 while his total cost of direct labor (installers, helpers) came to \$137,093. The M:L Ratio says to divide material by labor, so when I do that, I get $\$410,588 \div \$137,093 = 2.995$. Let’s simplify and call it 3.00.

Great—So You Know Your M:L Ratio. Now What?

Knowing your M:L Ratio can give you a tool to help you decide which jobs to pursue and which to let your hapless competition have, as well as how to bid jobs so that you make your business stronger. (Let’s face it—experience shows that not every job helps you. Sometimes, you get a job that you later wish you had never heard of!)

The concept behind the M:L Ratio is that you make more money when you sell iron than when you sell time. Simple case in point: Two service techs work two days (16 man-hours) and sell \$800 worth of parts for a total two-day total of about \$8,800 in sales. Two installers work two days (the same 16 man-hours) installing a \$76,000 chiller. See the math? And yeah, I know you have a higher margin on service sales, but I have NEVER seen a margin that can offset that chiller job!

Let’s see how this works for deciding whether to pursue a job. Using Joe’s ratio of 3.00, Joe will know the M:L ratio of any job he looks at (whether he bids it or not) before he determines a final price, because he will have done a take-off on that job and know (as best as he can estimate) what the material and labor costs should be. Here’s the key—if the job’s M:L Ratio

is higher than your historical ratio (3.00 in this case), *that job will strengthen your business. Conversely, if the job’s ratio is lower than your historical ratio, it will weaken your business.*

Here’s a real-life example from make-believe Joe. He has been asked by Mr. Snodgrass to bid a heat pump replacement. But Snodgrass’s home is an older one and the old heat pump had performance problems (mostly with airflow) and the new job, to be done right and address those old problems, will take a lot of work and cutting and patching. Joe figures the job’s M:L Ratio and gets a value of 1.72. Should he bid the job?

Not if he has another job with a ratio of 4.08! Why? Because the Snodgrass job will eat up a lot of man-hours to sell a *little bit* of iron, while the 4.08 job will have a lot more iron attached to the labor hours to do it.

Rule Number One: Use Your M:L Ratio on Every Job Before You Submit a Bid!

But like those old ginsu knife commercials on late-night TV I say, “But wait! There’s more!”

The M:L Ratio can trigger the use of a simple but alternative job pricing method that helps you nail down those high M:L Ratio jobs

and *lose* those awful low M:L Ratio jobs. How can it do that?

By knowing your Overhead to Labor Ratio (O:L Ratio). So let’s keep this straight. You need to know your M:L Ratio to decide if a job will make you stronger or weaker, and you need the O:L Ratio to figure the job price on those juicy high M:L Ratio jobs.

This method DEMANDS that you have departmentalized accounting (taking your P&L for the entire company and breaking it down into sub-P&Ls for each department). I won’t go into how to do that here (I might cover that in a later column if you want to know more—email me through the editor, Lance Lackey at llackey@ac-today.com. He can then forward your request to me.)

So let’s say that Joe has also run his O:L Ratio for his Installation Department and finds that it is 1.86 (found by dividing \$254,993 in Installation overhead by \$137,093 in Installation labor).

To get a job price for a rich M:L Ratio job, Joe merely needs to compute the job’s actual overhead, add it to his direct costs (labor and material) and then margin it for profit. Here’s an example.

Joe has a job he is considering bidding on—replacing some rooftop units at a shopping



Richard Harshaw

center. He estimates the total material to amount to \$78,356 while labor is estimated to run \$9,037. The job’s M:L Ratio is a whopping 8.67, almost THREE TIMES his historical ratio. Joe is already drooling!

To get his bid price, Joe takes the labor estimate of \$9,037 and multiplies it by his O:L Ratio of 1.86. This gives \$16,876 for overhead. Adding his material and labor estimates (based on the job take-off) gives a total cost of \$104,305. He wants 10% net profit, so he divides this by 0.90 to get a sale price of \$115,894.

How does that compare to the traditional method of dividing all costs by the factor (1 – Gross Margin %)? Joe’s historical gross margin is 38%, so he would divide job costs of \$104,305 by (1 – 0.38) which becomes $\$104,305 \div 0.62 = \$168,234$. That’s a huge difference! Joe would NEVER get that job at that price.

Yet the “ridiculous” price of \$115,894 would probably win Joe the job and give him 10% net profit, assuming his take-off is accurate.

SEE HARSHAW PG.9

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FEBRUARY 2020 TRAINING CALENDAR						
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4-Feb	Tu	5:00pm - 7:30pm	Broadway	Johnstone Safety Series: Electrical Safety For Techs	TRAIN20-41-11	\$40
5-Feb	W	8:00am -11:30am	Broadway	Flex Duct - Codes, Sizing & Installation Best Practices	TRAIN20-41-12	\$35
6-Feb	Th	5:00pm - 7:30pm	Broadway	Friedrich Advantage Dealer Program - It's Great For You	RSVP	FREE
11-Feb	Tu	4:00pm - 7:00pm	Broadway	Packard Changes in Technology - PSC vs. ECM Motors	TRAIN20-41-13	\$40
12-Feb	W	8:00am - 11:00am	Broadway	Packard - External Static Pressure Measurements	TRAIN20-41-14	\$35
13-Feb	Th	8:00am -11:00am	Broadway	Friedrich Fast Pro Mini Split - Changing the Game	TRAIN20-41-15	\$35
18-Feb	Tu	8:30am - 4:30pm	Broadway	ESCO EPA Review & Exam	ESCO-CLASS&EXAM	\$165
18-Feb	Tu	2:00pm - 4:30pm	Broadway	ESCO EPA Exam Only	ESCO EXAM	\$90
19-Feb	W	8:00am - 10:30am	Broadway	Danfoss - Compressor Burnout & Cleanup - Spanish	TRAIN20-41-16	\$35
25-Feb	Tu	9:00am - 11:30am	Broadway	Psychrometrics - Properties of Air and It's Effects on AC	TRAIN20-41-17	\$45
26-Feb	W	8:00am - 10:30am	Broadway	Daikin Commercial Equipment Training - Daikin Rep	TRAIN20-41-18	\$35
27-Feb	Th	8:00am - 11:00am	Broadway	Commercial Refrigeration: Refrig. Cycle-Component ID	TRAIN20-41-19	\$35

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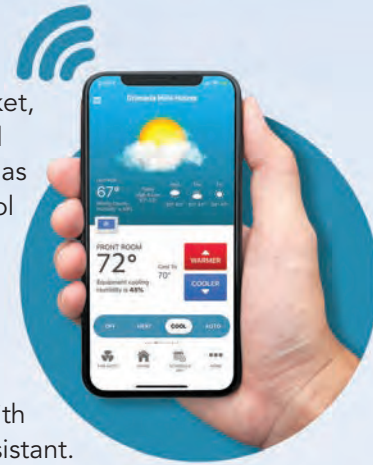
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This method also works in reverse, sending ALL the terrible low M:L Ratio jobs to Joe's competition, forcing them to do low profit work!

Here's an example, using Joe's historical M:L Ratio of 3.00 and O:L Ratio of 1.86. He has a complex replacement job to look at (the Snodgrass job). Material will probably come in at \$6,500, but labor (which would normally be about \$2,150) will probably run about \$4,500. Using "traditional" job pricing math, the job total costs of \$11,000 would be divided by 0.62 to give a sale price of \$17,742. But with his new secret weapon, Joe bids the job like this: \$4,500 labor x 1.86 O:L Ratio = \$8,370. Add material and labor to get total costs of \$19,370. Going for 10%

net profit results in a bid of \$21,520, almost TWICE the bid of Billy Bob's Coolin' Joint! Billy Bob wins the Snodgrass job (and discovers just how nasty high labor jobs can be) while Joe's crews are free to find and install 2 or 3 low-labor / high-material jobs in that same week.

And notice that the job's total COSTS are already more than Billy Bob's sale price.

Do the math. Who wins that scenario?

(The highest M:L Ratio I have ever seen was for a chiller replacement job in Beaumont, Texas with a 21.0 to 1.0 M:L Ratio. The lowest ratios I usually see are for the service department. You can probably figure out why.)

If you are like Joe, YOU win! So figure out your M:L Ratio and O:L Ratio and use them to become the Jedi Master of your galaxy!

2020 Growth Plans Start with Letting Go

For most of us, starting a business meant learning lots of new skills. I wanted to do marketing strategy, but I had to learn to do bookkeeping and payroll, fill out forms and pay taxes. I learned to use software programs and how to set up computer networks and telephone systems. Then came lessons in how to evaluate business insurance programs and what to do when there is a strange smell underneath the house that is home to Roundpeg.

It is good to know how to do all those things, but there is no way to grow my business if I spend my time doing all of those things every day. The smart business strategy is to let go of some of these tasks so I could spend more time on things which added real value to the business.

In some cases, I hired people with specific expertise,

like TaLeah my graphic designer. I know enough about what she is doing to give input, but she is much better at those tasks than I will ever be. The result is we have more bandwidth to do projects and the client gets a much better finished product.

In other instances, I outsource the services. Sure, I could do payroll, taxes and IT support, but it really isn't the best use of my time. Let's face it, I don't do those things regularly enough to be good at them, so the risk of a mistake is fairly high. Avoiding just one tax penalty or a half day of downtime due to computer failure more than covers the cost of the monthly service fee.

If you are still juggling all the balls in your business, ask yourself what the most profitable use of your time is. Is it making sales calls,

working on something for a client or running letters to the post office? Make a list of all the things you do which really add to your bottom line. How much time do you spend doing those things? Next, make a list of all the other things you do which take you away from revenue generating activities. Look for things on the list which can be delegated or eliminated. Just think about how much more time you would have for revenue producing activities if you crossed even one task off our list.

If you are like most business owners, you already know what you need to do. Every day you let the "good" (things that sound important) get in the way of the "great" (things that really move your business forward) is one more day you put off really growing your business. It's



Lorraine Ball

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time to trust and pay others to do the things which have to get done to keep the business running. You have to make investments, but that is part of running a business.

What will you cross off your list today?



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Rees Scholarship Foundation Awards \$85,500 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 \$85,500 to 49 students, including seven 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 the Southwest Region:

Chance Beasley, Oklahoma State University Institute of Technology, Okmulgee, OK

• Gabriel Cristee, Vista college, Fort Smith, AR

• Israel Galicia, Lone Star College, Houston, TX

• Jessica Otto, Lone Star College, Houston, TX

• Bruno Santos, Vista College, Fort Smith, AR

• Anthony Thompson, Moore Norman Technology Center, Norman, OK

• Johnathan Zajac, Moore Norman Technology Center, Norman, OK

Veterans Program Recipients in the Southwest Region:

• Derek McElhiney, Texarkana College, Texarkana, TX

Please note the winners listed are only the ones in our regional footprint- TX, LA, OK, AR, NM.

Since the Rees Scholarship Foundation was founded in 2003, it has awarded more than \$930,000 in scholarships to more than 500 deserving students and instructors.

Product News

Grundfos Announces New Addition to Hydro MPC Family

New configuration option with CME pump, set to debut at AHR 2020

Houston – Grundfos, a global leader in water technology, is launching the Hydro MPC CME, the newest member of the Hydro MPC platform. The compact, reliable and energy efficient packaged pumping system is ideal for pressure boosting and HVAC applications in apartments, large homes and multistory buildings.

“Our Grundfos engineering team has worked hard to expand our industry-leading Hydro MPC range to include the new Hydro MPC CME,” said Greg Bretz, vice president of commercial buildings for Grundfos. “This new system will provide all the benefits of our world-class CU 352 controller, but in a more compact system with a smaller footprint.”

Combined with variable speed multistage pumps, the Grundfos Hydro MPC CME features an MLE motor — a permanent magnet VFD/motor with IE5 efficiency — and CU 352 controller with standard 100kA SCCR fault current rating. This plug-and-pump system is easy to specify and install.

The Hydro MPC CME system offers superior performance and industry-leading reliability. Key features include a performance range of max 330 gpm and max pressure 145 psi; efficiency-based

pump sequencing; end of curve protection; check valve failure detection, and more. Additionally, a suction pressure transducer is included for dry-running protection.

The Grundfos Hydro MPC CME will be displayed for the first time at AHR Expo in Orlando at the Orange County Convention Center from Feb. 3-5, 2020. Attendees can get a hands-on look at the Hydro MPC CME and other products and solutions, including the first end-suction pump with proportional pressure in Grundfos booth #3361.

About Grundfos

Grundfos, based in Bjerringbro, Denmark, is a global leader in water pump technology. To complement its global presence, Grundfos is committed to the American market with regional headquarters in the Houston, Texas area. The company’s purpose—pioneer solutions to the world’s water and climate challenges and improve quality of life for people—inspires an operations, sales and service staff of over 1,200 across North America to deliver the world to the next generation in a better state than we inherited. For more information about the company, visit grundfos.us.

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MORSCO HVAC Dealer Meeting

MORSCO held their HVAC Dealer Meeting at the The Worthington Renaissance Hotel in Fort Worth TX on Friday January 17. The all day event was very well attended and included a Vendor Trade Show, Meals, Breakout Sessions, a Silent Auction, Door Prizes and guest speaker Dr. Rick Rigsby. After the Meeting, MORSCO provided concert tickets and bus shuttles to Billy Bob's in the Stockyards.





AHRI Applauds Introduction of HVACR Jobs Bill

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today expressed strong support for legislation introduced in the House of Representatives by Representatives Paul Tonko (D-NY), Pete Olson (R-TX), Scott Peters (D-CA), and Elise Stefanik (R-NY) that would boost American manufacturing of next-generation refrigerant technologies, promote American technology, and create tens of thousands of new jobs.

The American Innovation and Manufacturing Leadership Act, HR 5544, would bring about a phasedown of a class of refrigerants known as hydrofluorocarbons (HFCs) and allow for a market- and consumer-friendly transition to new and better performing refrigerants and related products and equipment.

The bill is similar to the American Innovation and Manufacturing Act (S.2457), introduced in the Senate on October 30 by Senators John Kennedy (R-LA) and Tom Carper (D-DE), which now has 32 bipartisan co-sponsors. Although the bills differ slightly in structure and organization, both would produce the same Federal regulatory framework to phase down HFCs.

“This bill brings us one step closer to implementing an HFC phasedown and reaping the substantial economic benefits associated with this transition in refrigerant technologies,” said AHRI President and CEO Stephen Yurek. “Both the House and the Senate bills will accomplish our industry’s refrigerant objective while also protecting consumers and providing significant economic and environmental benefits.”

According to a 2018 study by the Interindustry Forecasting at the University of Maryland (INFORUM), an HFC phasedown will create 33,000 new manufacturing jobs, increase direct manufacturing output by \$12.5 billion, and increase the U.S. share of the global HVACR export market by 25 percent.

RectorSeal® Becomes a Vendor of the Buying Organization, The Commonwealth Group



RectorSeal® LLC, Houston, a manufacturer and distributor of quality HVAC/R, plumbing and firestop products, became an approved vendor of The Commonwealth Group wholesale buying organization effective Jan. 1, 2020.

The partnership is beneficial for both RectorSeal and Commonwealth, the latter which formed Jan. 1 after last year’s merger between independent buying groups, WIT & Co. Ltd., Irving, Texas, and Embassy Group Ltd., Geneva, Ill. The merger makes Commonwealth one of the industry’s leading buying groups with more than 130 distributor members and a combined wholesaler potential of \$8 billion.

RectorSeal’s four categories of HVAC/R, plumbing, firestop and electrical products, representing more than 3,800 skus, makes it one of Commonwealth’s most diverse vendors. RectorSeal’s participation offers Commonwealth distributor members access into increased product offerings, such as firestop. RectorSeal is one of the industry’s leading firestop OEMs and operates an on-site fire test laboratory certified for testing under UL’s Data Acceptance Program.

“We (Commonwealth) are privileged to have RectorSeal

become a vendor, because they’re very important to independent distributors,” said Morris Cregger, CFO and Chairman of the Board, Cregger Co., West Columbia, S.C., and one of seven Commonwealth Plumbing Committee members that approved RectorSeal. “They’ve been a key partner and a portion of our (Cregger Co.) success, because they always do what they say they will do; you can count on them.”

“WIT had a strong relationship of more than 11 years with RectorSeal,” said Brandy Reed, Commonwealth’s executive vice president, “and now there is an enhanced opportunity to continue that partnership with a larger, combined organization that offers members quality products and incentives through participating vendors.”

“We were very happy as a WIT vendor, but now the complementary addition of Embassy, creates an economically powerful organization for both its members and vendors,” said Jeff Underwood, RectorSeal’s vice president–sales and marketing. “Our sales staff is already executing strategies to help members from Embassy access the opportunities we’re offering and help them create a solid relationship with RectorSeal.”

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FEATURED PRODUCTS

Reliance Worldwide Corporation to Demo at its IBS and AHR Expo Exhibits its New Smart Home Leak Detection System and Ways to Make Plumbing Installation Easier and More Efficient

Company to host happy hour, offer giveaways and demo new products

Atlanta – With a new year comes new beginnings, new innovations and new ways of thinking. And with its more than 70 years of innovation, Reliance Worldwide Corporation (RWC) – the world’s leading manufacturer of push-to-connect plumbing products, pipe supports, valves and fluid control technologies – is keeping this perspective top of mind as it exhibits at the 2020 International Builders’ Show (IBS 2020) and AHR Expo 2020.

AHR Expo 2020

Just two weeks after IBS, RWC heads to Florida for AHR Expo 2020. Hosted in Orlando on Feb. 3-5, AHR Expo attendees can join RWC at Booth 4181.

The company will display its suite of solutions, including StreamLabs, SharkBite,

HoldRite, Cash Acme and John Guest products.

Attendees are encouraged to register. With an RSVP, participants will be entered for a chance to win a Big Green Egg grill.

ABOUT RELIANCE WORLDWIDE CORPORATION

Reliance Worldwide Corporation is a market leader and manufacturer of water control systems and plumbing solutions for residential, commercial and industrial applications. Established in 1949, the RWC portfolio includes industry-leading brands: SharkBite® push-to-connect plumbing solutions; HoldRite® engineered plumbing and mechanical solutions; Cash Acme® control valves; John Guest® fittings and fluid dispense products and StreamLabs™ smart water technologies.

The advantages of VFD technology to be highlighted at the world’s largest HVACR event

The energy savings, efficiencies and reduced operating costs produced as a result of integrating Variable Frequency Drives (VFD) into HVACR systems will be highlighted at AHR Expo in Florida next month.

The latest VFD technology from Invertek Drives used in HVACR applications will be on show at the event in Orange County Convention Center in Orlando (3-5 February 2020 - West Hall, 9201).

Invertek Drives USA will be showcasing the Optidrive E3, Eco and Compact 2 VFDs.

VFDs are used in a variety of HVACR applications, from controlling air conditioning and refrigeration systems, to renewable energy, pumps, fan and building automation, including elevators.

“Invertek’s VFD innovations are making a big difference for HVACR equipment manufacturers and the end users in a wide range of applications globally,” said

Wayne Morris, Vice-President of Invertek Drives USA.

“Integrating our drives into such systems brings immediate benefits, from reducing energy costs by up to 50 per cent to reducing overheads and downtime.”

The Invertek team will be on hand throughout the expo to discuss and demonstrate the range of Optidrive technology developed and produced by Invertek Drives.

More details can be found at <https://www.invertekdrives.com/about/>



In a Bad Year for Steel, Poloplast PP-R Piping Comes to the Rescue

Tariff-free Polypropylene (PP-R) Installs Faster and Lasts Longer Than Metallic Piping
Booth 5581 at the AHR Expo

Houston—After federal tariffs sent steel pipe costs skyrocketing across the United States in 2019, buyers are turning to new alternatives in a competitive marketplace. POLOPLAST America fills that demand with a premium, price-stable alternative that outperforms steel in a number of categories.

The result of six decades of cutting-edge German innovation, the PP-R piping systems average 80 percent less weight than carbon steel, saving builders significant costs in transportation and installation time versus steel. Additionally, the company’s polypropylene pipes and fittings offer a much longer lifespan than their metallic counterparts, lasting 60 years or more with virtually zero leaks and no corrosion or scaling.

The company makes products designed for plumbing, mechanical, and outdoor applications.

“U.S. tariffs on foreign steel raised steel prices across the country in 2019,” said POLOPLAST America Business Development Manager Dalton Clark. “PP-R prices remained stable and will continue to do so.

“More importantly, our products are faster and easier to install than steel or copper, and they are much longer-lasting,” Clark continued. “That means our customers can save money on installation, operation and maintenance over decades of use.”

No welding or open flame is required to install PP-R pipes. The products’ virtually leak-free, heat-fused connections are highly durable and do not release any volatile organic compounds. The inert properties of PP-R reduce or eliminate costly water treatment practices, and at the end of their lifespan, the pipes are fully recyclable.

POLOPLAST’s polypropylene (PP-R) pipes and fittings are industry-standard products in Europe, Asia, and the Middle East thanks to their supreme hygiene, insulation and ease of installation.

About POLOPLAST America

POLOPLAST America Inc. is a new subsidiary of POLOPLAST GmbH, an international piping- systems leader founded in Germany. In Europe, Asia, the Middle East, and elsewhere, POLOPLAST products are the premium industry standard for builders who prize cost, life-cycle, sustainability and operational efficiencies. POLOPLAST America is charged with introducing POLOPLAST’s innovative polypropylene (PP-R/PP-RCT) pipes and fittings products into the North American marketplace, beginning with the United States. POLOPLAST America is headquartered in Houston, Texas.

Posifa Technologies at AHR Expo 2020

In the smart home and internet of things (IoT) space, there is an increasing need for more capable and more cost-effective sensors. Capabilities like connecting devices with each other, interacting and optimizing functions, communicating to the cloud, and allowing customers to remotely operate devices are driving innovation and opportunities. At AHR Expo 2020, Posifa Technologies will be highlighting MEMS sensor solutions that are connecting HVAC tools and systems in new ways. On display will be fast-responding and repeatable MEMS micro-Pirani sensors that deliver increased repeatability over traditional Pirani devices, and flow and air velocity sensors that are economical enough to be used in nearly any type of filter monitoring or variable air volume (VAV) system while occupying a minimal amount of space — opening up design possibilities in places not previously feasible.

New PVC3000 Series MEMS Micro-Pirani Vacuum Sensors

Built on the proven performance of Posifa Technologies’ leading Pirani devices, next-generation PVC3000 series MEMS thermopile vacuum sensors deliver a wider effective range from 1 millitorr (0.13 Pa) to 1 atm (760 torr, or 101 kPa) to eliminate the need for additional sensing technology and to lower overall solution costs. For increased reliability, Posifa has also redesigned the microstructure of its sensors to make them more robust and more resistant to pressure shock and the effects of cleaning. The company has migrated to a CMOS production platform, resulting in improved repeatability, uniformity, and scalability.

Visit West Hall, Booth 188

It's On My Heart: Selling Systems Today Part 2

A couple of months ago I shared Selling Systems Today, some ideas on how to sell HVAC systems and services. Took a break for the holidays, hope you had a marvelous holiday season, and now back to selling those systems again.

#1 reason qualified buyers don't buy, they don't trust the salesperson. If that is the case, how do we improve that trust factor? One way is by asking questions. Not just any questions (who did you vote for?), and not any yes or no questions, such as, are your electric bills higher this year? Yes. Did not get the information needed to move them to take action. So, we want questions that lead to more information. Any question that starts with: share with me... is a great question. Do you have allergies? Yes. Better is: *share with me how your daughter's allergies have affected your lives?* Well, she doesn't sleep well when the allergies are

at the worst. *When is that?* March-Sept, each year. *So, half the year, she is not sleeping well? How does that affect her?* Tired at school, may affect her grades, sports activities, actually everything! *What sort of symptoms does she have?* She wears contacts, some days she would rather not put them in, and puts on her glasses. *How does that affect her?* Can't see as well, irritates her a lot.

Keep peeling that onion till ya get enough evidence so the customer absolutely wants relief, wants to fix that problem. Remember, they did not wake up that morning, have breakfast together and remark to their significant other, we now have \$12,000 in savings, what could we spend it on? The "other" says, how about something for the house? Great, let's call someone, have them help us spend that money. Said no one ever! There are probably several other things that pop

into their minds that they want, maybe even some they need. Your job is to make sure you show them how important comfort in their home is.

Since you asked, the #2 reason qualified buyers don't buy is no one asked them to buy. A typical closing question from our industry is something along the lines of: well what do ya think? I think we are in too much debt as a country... A better closing statement would be: when would you like to: enjoy a cleaner, healthier home/lower energy bills/more comfortable temperatures in your home/more comfortable humidity levels. Pick one. Actually pick the one they are most concerned about. Then tell them the next steps to achieve that comfort.

#3 reason, no one followed up. Here is where we will camp out for some new information. How do we follow up? Most of us give that customer a call. Possibly not the best way. Just

read an e-book put together by Zipwhip, (<https://www.zipwhip.com>) a company that helps with texting. I realize they have an agenda, and I am not compensated in any way for suggesting them, but the article made a lot of sense. In fact, I am a consumer, and feel the same about calls and texting. Here are their findings.

Survey of 520 customers, done thru SurveyMonkey. All from the US, done in June 2019. No one compensated for participating. First takeaway: 97% of respondents reported rejecting or ignoring phone calls from a business or unknown number. Second: top 5 words used to describe phone calls: intrusive, annoying, good, unnecessary, communication. Top 5 to describe texts: quick, easy, convenient, good, efficient. Don't know about you, but I want to be in the second group. More information on their website.

SEE HINSHAW PG.22



Jim Hinshaw

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

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

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

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

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

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

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For more information please contact him at Sales Improvement Professionals, Inc., 18245 N. 66th Way, Phx, AZ, 85054; 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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TACCA Welcomes the following new members.
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Thermal Heating and Cooling – Spring

Triple D Heating and Air Conditioning – Houston

Great Plains Equipment Rental – Lubbock

PayLess Services HVAC & Refrigeration – Houston

The Texas Air Conditioning Contractors Association (TACCA) is a contractor-focused organization committed to assisting its members be licensed, quality contractors recognized for professionalism, excellence and superior customer service in their communities. With more than 50 years' experience helping contractors benefit from programs that include technical training, state-approved continuing education and advocacy at state and local levels, TACCA continues to set the standard for the HVAC/R trade in Texas.



TACCA membership gives you:

FREE TDLR-approved classroom continuing education for all licensed employees in your company
Higher pass rates for the licensing exam through our preparatory course
Advocacy in the Texas Legislature and representation of your industry to TDLR and other state agencies
Current industry updates
Local updates, meetings, training and events through local chapters
Discounted products and services through our affinity partners including National Purchasing Partners, Service First Processing, Service Roundtable and more
Support of TACCA's efforts for workforce development and bringing public recognition to HVAC as a career choice

If you'd like more information about member benefits or becoming a member, visit www.tacca.org or call the TACCA office and ask for Devorah.

FAQ's from TDLR

Q: Can I inactivate my license?

A: No. The Air Conditioning and Refrigeration Law and Administrative Rules do not provide for an "inactive status" for your license.

Q: I am not working in the industry, but I want to keep my license active. What do I do?

A: You will need to request a waiver of insurance by downloading the Notice of Change and Duplicate License Request (PDF) from our (TDLR) website. Although you may have a waiver of insurance, you are still required to renew your license.

TACCA Training Opportunities for 2020

Need an HVAC CE course or license prep course? TACCA has been the leader in education for the HVAC industry in Texas for more than 50 years. We offer eight (8) hours of state-approved continuing education for contractors. Our instructors are knowledgeable and receive high ratings from our course attendees.

Next Continuing Education Opportunity for Each Area – Classroom (FREE for TACCA members)

Abilene – August 22
Austin – March 14
Beaumont – February 7
Burleson – April 25
Corpus Christi – March 14
Denton – April 4
Harlingen – April 25
Houston – February 15
Hurst – February 22
Lubbock – February 15
Lufkin – November 14
Mount Pleasant – February 7
San Antonio – May 2
Waco – April 18

License Exam Prep Classes for 2020

Austin	Red Oak
Feb 29-Mar 1	Feb 7-8
May 2-3	May 15-16
Aug 22-23	Aug 7-8
Nov 21-22	Oct 9-10
Houston	San Antonio
March 28-29	April 25-26
July 18-19	June 27-28
Sept 19-20	Oct 24-25
Dec 12-13	

Mission: To promote quality and professionalism, help our members become more profitable, and enhance the HVAC/R industry's image with the consumer

Visit us at www.tacca.org or call 800/998-HVAC (4822) to learn more about TACCA membership, register for a class or sign up to receive news and information.

Construction Employment Increases by 20,000 in December And 151,000 in 2019; Contractors Expect to Hire in 2020 but Anticipate Difficulty Filling Slots

Survey Finds Optimism about 2020 along with Even Tighter Labor Supply as Construction Unemployment Sets Record December Low; Association Calls for Government to Boost Career Opportunities, Immigration

Construction employment increased by 20,000 jobs in December and by 151,000, or 2.0 percent, in all of 2019, according to an analysis of new government data by the Associated General Contractors of America. Association officials noted that its recent survey found three out of four contractors expect to keep adding workers in 2020, but even more respondents found it difficult to fill positions in 2019, and a majority anticipate it will be as hard or harder to do so in 2020. Officials called on the federal government to increase funding for career and technical education and expand employment-based immigration for workers whose skills are in short supply.

"More than four out of five respondents to our survey said they were having a hard time filling salaried or hourly craft positions in 2019," said Ken Simonson, the association's chief economist. "Nearly two-thirds of the firms say that hiring will be hard or harder this year. In light of those staffing challenges, costs have been higher than anticipated for 44 percent of respondents and projects took longer than anticipated for 40 percent of them. As a result, 41 percent of respondents have put higher prices into their bids or contracts and 23 percent have put in longer completion times."

Simonson observed that both the number of unemployed workers with recent construction experience (489,000) and the unemployment rate for such workers (5.0 percent) were the lowest ever for December in the 20-year history of those

series. He said these figures support the survey's finding that experienced construction workers are hard to find.

"Contractors are confident that there will be plenty of projects in 2020," Simonson added. "Our survey found that for each of 13 project types, more contractors expect an increase in 2020 than a decrease in the dollar value of projects they compete for."

Association officials said the optimistic outlook for projects depends on having an adequate supply of qualified workers. The officials urged the Trump administration and Congress to double funding for career and technical education over the next five years, pass the JOBS Act to expand opportunities for students seeking alternatives to college, and enable employers who demonstrate an unfilled need for workers to bring them in from outside the U.S.

"Construction can play a major role in sustaining economic growth, but only if the industry has an expanding supply of both qualified workers and new entrants to replace retirees," said Stephen E. Sandherr, the association's chief executive officer. "Construction firms are working hard to overcome labor shortages, but federal officials must do their part by adequately funding career and technical education, making it easier for students to qualify for loans for short-term technical education programs and putting in place needed immigration reforms."

Some of the reasons why consumers ignore calls include: we are busy, we are not ready to make a decision, we have other things more important. List goes on and on. Sometimes we are just trying to get some additional information, and when we do, we may realize we are not ready to move forward with the project at all. And we really don't want to tell you that live, so a text can be an easier way to communicate.

So it may well be that texting is a more accepted way of keeping in touch with the consumer today, and by more accepted I mean a way that gets better results. You don't have to worry about waking up a baby, interrupting dinner, catching them at a "bad time" or any of the other things that can frustrate a homeowner today. We usually think of millennials as a group who prefer texting, but the survey shows it is all ages, at least those of us with cell phones that can take a text.

We put a lot of importance on sales of comfort systems, as we should. It is how we make a living. It turns out that some of our customers (or prospects) do not have that same degree of importance attached to the comfort system in their home, heck, in some cases their home is not that important. They may be going thru something that is more critical to them. It may have jumped up just after your visit. So don't take it personal. Maybe a job change that they did not anticipate, a health issue, family opportunity, life is full of surprises.

What I know is that most reps don't ask questions, and when they do, many don't listen. Then we don't ask for the business, and don't follow up when they say they want to think about it. Just had an amazing conversation with a friend who had an interchange with an HVAC guy that surprised him. He actually called up the company who was doing his work, asked if they could put together an estimate for a new system. They asked why he wanted that. He replied that his had some age, wanted to look at newer efficiency that could lower operating cost, maybe a better filtering system. The harsh truth was his wife wanted a lower utility bill. Not sure about you, but what my wife wants, she gets. Is that a good lead? They said they would come out but asked if they could do a maintenance at the same time, so they would get some revenue from the visit. Remember, they have been doing his work for some time, and he trusted them. Won't tell you the end result, but I would be looking at a new contractor to help me with my comfort needs. Exactly. OK, so the end result was that he got a maintenance done and has another company doing his work.

There are some ideas on how to sell systems today, more to follow. Hope ya had a great holiday season, we'll talk later.

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TDLR TEXAS DEPARTMENT OF LICENSING & REGULATION

The Texas Commission of Licensing and Regulation meeting scheduled for February 4 has been rescheduled for Tuesday, February 18, 2020 at 8:30 a.m. The meeting will be held in the 1st Floor Public Meeting Room of TDLR's North Campus, located at 1106 Clayton Lane, Suite 125E, in Austin. When the agenda is available, it will be posted online. The meeting will be broadcast live on TDLR's YouTube channel.

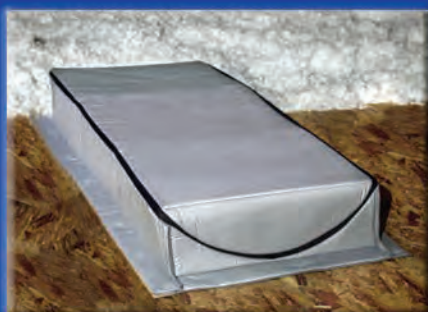
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FEATURED PRODUCTS

YORK® introduces new 27.5–50 ton rooftop units, offering class-leading performance and simplified service

New rooftop units maximize energy and cost savings in an economical package

Milwaukee – The YORK® brand of Johnson Controls has launched a new series of commercial rooftop units designed to deliver class-leading performance, serviceability and flexibility, all in a cost-effective package. YORK Sun™ Select 27.5–50 ton rooftop units exceed aggressive Department of Energy (DOE) energy efficiency standards, reducing operational costs over the lifetime of the unit.

“The new Select commercial rooftop units were designed with the future demands of our customers in mind by offering industry leading efficiencies paired with a rich compliment of features and options,” said Eric Newberg, director, Commercial Product Management, Ducted Systems, North America, Building Technologies & Solutions, Johnson Controls. “Bringing maximum value without sacrificing quality is important for our customers. SMART controls combined with a flexible design are key to decreasing installation, maintenance and operating costs - saving more money over the life of the unit with a shorter payback window.”

Select rooftop units are optimized with the latest proprietary advances in modeling technology to help preemptively identify issues, and an optional Mobile Access Portal (MAP) offers remote diagnostic monitoring for fewer trips to the job site. Single-side access to all serviceable items provides ease of service that is further simplified with accessible connections, service ports, coil cleaning hatches, hinged access panels, convenience outlets, service disconnect switches and optional service valves.

Units are supported by the new Johnson Controls Commercial Application Support organization, which provides expert pre-sale consultation, and Johnson Controls Commercial Technical Service team, which provides leading field support. These teams offer technical and field support throughout every aspect of ownership, including selection, installation, replacement and service.

Select rooftop units are offered alongside the award-winning YORK Sun™ Premier platform to provide a complete and competitive offering

in this tonnage range. The new units offer up to 31% greater part-load efficiency (IEER) than competitive models and up to 15% greater IEER than the YORK Millennium™ legacy product. Energy costs are reduced to industry-leading levels with 4-stage IntelliSpeed™ models available in 2020. In addition, Select rooftop units exceed aggressive DOE 2023 energy efficiency standards by up to 22%, while surpassing current DOE 2018 levels by up to 39%.

Select rooftop units feature easy-to-use controls that include a start-up and commissioning wizard to simplify the installation process. In addition, the units feature a prepackaged Smart Equipment controls platform for even greater efficiency and a full array of user-adaptable parameters. The units integrate seamlessly with building automation system Verasys to help maximize control for extended equipment life and reduced operating costs.

Additional features include:

- Multiple airflow strategies, including two-stage constant-volume, two-stage with

IntelliSpeed™ fan control, four-stage variable-air-volume and four-stage with IntelliSpeed™ fan control*.

- Competitive replacement opportunity with same footprint as the majority of similar tonnage-range units in the field, minimizing the need for costly, leak-prone transition curbs.

- A broad range of outdoor air options, including low-leak damper economizers, manual dampers, barometric relief, constant volume powered exhaust and modulating powered exhaust.

- Multiple heat options, including staged and modulating gas heat*, stainless steel heat exchangers and electric heat*.

Select rooftop units will be featured at the 2020 AHR Expo (Booth 3833) Feb. 3-5, 2020, at the Orange County Convention Center in Orlando, Florida. Anyone interested in scheduling a booth appointment or interview should contact Liz Sternby at lsternby@godfrey.com.

For more information on YORK Sun Select rooftop units, visit YORK.com/SunSelect.

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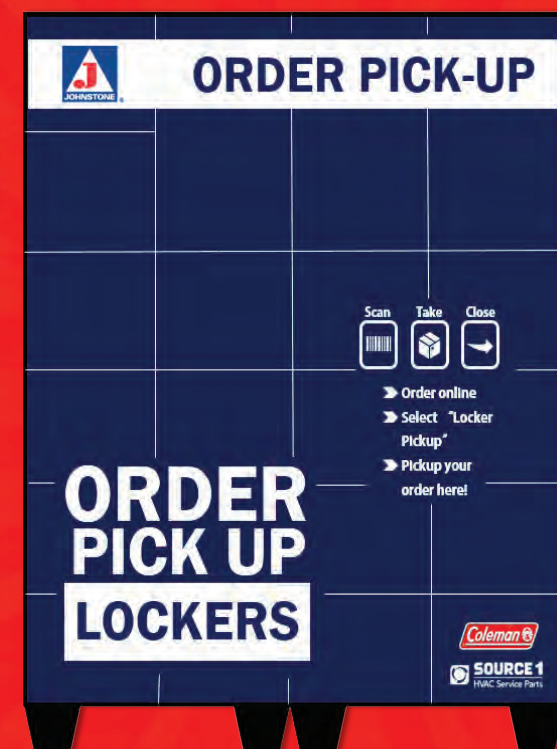
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AHR EXPO

FEATURED PRODUCTS

At AHR Expo, NAVAC to Showcase Lighter, More Efficient Recovery Unit

Lineup also includes the premiere of the World's First DC Inverter 4-Cylinder Recovery Unit, as well as company's BreakFree Series™ of cordless HVAC tools.

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and other industry-specific items, will showcase a next-generation recovery unit at AHR Expo 2020, February 3-5 in Orlando. Among other products on display at NAVAC's Booth 5380 will be the NRDD Recovery Unit, whose twin-cylinder compressor and oversized condenser with two rows of microchannel coils offer exceptionally efficient vapor recovery.

Exemplifying NAVAC's overall mission of making technicians' jobs simpler and more efficient, the NRDD Recovery Unit features a brushless DC motor that allows it to provide substantial power in a compact size and weight of just 25 pounds. This DC technology also provides better starting performance under low voltage conditions. Another benefit of NAVAC's NRDD Recovery Unit is its ease of use. Its large, LCD display is backlit for clearly visible, highly intuitive operation, and its modern, sleek appearance give its user the show-worthy confidence of high-precision manufacturing.

NAVAC also will debut the NRDC4M Recovery Unit which, as the world's first DC inverter 4-cylinder recovery unit, is the fastest and most powerful machine of its kind on the market. Operating up to 40% faster than 2-cylinder units, the NRDC4M utilizes an efficient brushless DC motor and ultra-effective condenser with an oversized microchannel coil and three cooling fans. Featuring dual oil-free compressors, the unit is suitable for all commonly used refrigerants. The NRDC4M recovery unit is ideal for large tonnage commercial and industrial HVAC systems.

BreakFree Series™ of Cordless HVAC Tools

Also at AHR Expo, NAVAC will highlight its trailblazing BreakFree Series™ of cordless HVAC tools. The lineup includes the world's highest capacity cordless vacuum pump: the recently released model NP4DLM, which can achieve a flow rate of 4 cubic feet per minute (cfm). The trifecta of solutions in the BreakFree Series includes:

- The NP2DLM Cordless Vacuum Pump is



a compact, lightweight unit suitable for residential HVAC systems up to 5 tons with high-speed evacuation hoses. Weighing just 8.4 lbs. including battery, with dimensions of only 9.2"×3.5"×7.5", NAVAC's cordless vacuum pump is convenient to carry for technicians and ideal for applications where power supply access is an issue. The dual-stage rotary vane pump can reach an ultimate vacuum level down to 23 microns, and its lithium-ion battery can operate up to one full hour. The unit has an air flow capacity of 2 cfm, and features a shut-off valve for system isolation.

- The NEF6Li Cordless Power Flare yields accurate, hassle-free flares in a fraction of the time compared to traditional flaring methods. Equipped with a high-performance, large-capacity rechargeable lithium battery, NAVAC's new automatic flaring solution makes flaring faster and far simpler without sacrificing accuracy or consistency. Designed to perform reliably in harsh environments, the NEF6Li Cordless Power Flare also offers variable speed control and quick-connect functionality. It comes in a sturdy blow-molded case with four tube holders, six commonly-sized flare dies, two batteries, a charger, a premium tubing cutter and a deburring tool.

- The aforementioned NP4DLM Cordless Vacuum Pump features a high-performance lithium battery capable of up to one hour of continuous running time. At a scant 15.4 pounds, the unit is exceedingly efficient and, for technicians, easy to carry and store. The NP4DLM's twin cylinder operation provides high vacuum down to 15 micron. A check valve prevents backflow; other highlights include an isolation valve, a lifting hook and a gas ballast for better moisture handling. Its inlet port fits flares of 1/4", 3/8" and 1/2".

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Grundfos Announces New Addition to Hydro MPC Family

New configuration option with CME pump, set to debut at AHR 2020

Houston – Grundfos, a global leader in water technology, is launching the Hydro MPC CME, the newest member of the Hydro MPC platform. The compact, reliable and energy efficient packaged pumping system is ideal for pressure boosting and HVAC applications in apartments, large homes and multistory buildings.

"Our Grundfos engineering team has worked hard to expand our industry-leading Hydro MPC range to include the new Hydro MPC CME," said Greg Bretz, vice president of commercial buildings for Grundfos. "This new system will provide all the benefits of our world-class CU 352 controller, but in a more compact system with a smaller footprint."

Combined with variable speed multistage pumps, the Grundfos Hydro MPC CME features an MLE motor — a permanent magnet VFD/motor with IE5 efficiency — and CU 352

controller with standard 100kA SCCR fault current rating. This plug-and-pump system is easy to specify and install.

The Hydro MPC CME system offers superior performance and industry-leading reliability. Key features include a performance range of max 330 gpm and max pressure 145 psi; efficiency-based pump sequencing; end of curve protection; check valve failure detection, and more. Additionally, a suction pressure transducer is included for dry-running protection.

The Grundfos Hydro MPC CME will be displayed for the first time at AHR Expo in Orlando at the Orange County Convention Center from Feb. 3-5, 2020. Attendees can get a hands-on look at the Hydro MPC CME and other products and solutions, including the first end-suction pump with proportional pressure in Grundfos booth #3361.

hilmor Invites Technicians to Compete in "Fastest Hands in HVAC/R" Contest

Popular Contest Pits Technicians Against the Clock, Then Each Other

Duluth, Ga. – hilmor, a leading brand of the DiversiTech family and a manufacturer of innovative tools for HVAC/R technicians, invites technicians attending this year's AHR Expo in Orlando, FL, February 3 – 5, to compete for the coveted title of the Fastest Hands in HVAC/R.

Celebrating its fifth year at AHR, the competition will be held at the DiversiTech booth (5943) on Monday, February 3, from 10 a.m. to 4 p.m. and Tuesday,

February 4 from 10 a.m. – 1 p.m. Participants pit their skills against the clock, testing how quickly they can complete swaging and other common HVAC/R repair and installation tasks using a variety of hilmor tools.

The top times from the qualifying rounds on Monday and Tuesday will go head-to-head

in a sixteen-person bracketed round for the championship at 4 p.m. Tuesday, February 4.

Traditionally held during the AHR Expo, in 2019, the timed contest was also held statewide in Florida. Capturing the state title was Jason Loftis of Fort Myers. He is planning to try his hand at the national title by participating at AHR.

There is no fee to participate, and the first 500 registered competitors will receive a free pair of hilmor HVAC/R general purpose gloves. In addition to bragging rights as the Fastest Hands in HVAC/R, the first place winner will receive \$1,000 in hilmor tools. Second and third place-winners will also receive free hilmor tools.

For more information about hilmor, go to hilmor.com. For more information about DiversiTech, go to DiversiTech.com.

Cambridge Engineering Names L.C. Eldridge Sales Co. as Industrial Rep in TX and LA

Progressive Industrial Manufacturers Use HVAC To Improve Worker Satisfaction and Productivity

St. Louis, Mo. – Cambridge Engineering, a leading manufacturer of HVAC equipment and technology, announced the addition of Houston-based L.C. Eldridge Sales Company as a regional manufacturing sales representative to support industrial facilities in Texas and Louisiana.

“We met the Eldridge team several years ago, and wanted to do business with them, but at that time, our product array focused on heating, a market segment with limited demand in their territory,” said Cambridge Engineering’s VP of Sales, Marketing & Service, Doug Eisenhart. “So when we began offering direct and indirect evaporative cooling products, we immediately reached out to Eldridge.”

Eldridge has a strong industrial manufacturing focus, helping business owners, facility managers, mechanical contractors

and maintenance technicians achieve worker productivity gains through improved thermal comfort and better indoor air quality. “When we met the Cambridge team, we immediately felt like part of the family,” said Joe Davis, President of L.C. Eldridge, “we share similar values and have complete trust in their ability to deliver on promises. Cambridge is solution-based and focuses on helping others, traits we find refreshing and very attractive.”

Eldridge employs a twelve-person sales force, who utilize their extensive engineering background to provide customized HVAC solutions for employee productivity, safety, and process efficiency. Cambridge heaters, make-up air products and evaporative cooling systems can be customized at the factory for specific client needs.

Emerson Booth at AHR Expo to Feature Award Winners and Expertise in Comfort, Cold Chain, Professional Tools and Automation Solutions

Emerson to support contractors with daily seminars in the booth

Sidney, Ohio – Emerson will be showcasing its solutions and award-winning products at the 2020 AHR Expo in Orlando, Florida. The company’s focus at AHR Expo will be on technology and tools that are redefining comfort, performance, safety and efficiency in the HVACR industry.

Within each section of the booth, Emerson will be focused on showing the industry its vision for the future through its “We See” campaign. The company will also work to educate attendees on current HVACR topics through a series of in-booth and educational track seminars.

Displays will focus on empowering contractors with innovative tools to increase efficiency and prioritize maintenance needs. In addition, the exhibit will show how Emerson can help customers increase uptime while decreasing emergency maintenance through safe and reliable combustion solutions.

Emerson will be focused on helping contractors and industry partners navigate the complexities of the U.S. regulatory landscape. The company will be hosting a HVACR Refrigerants & Regulations Discussion breakfast on Tuesday, February 4 featuring Emerson speakers Rajan Rajendran, vice president, systems innovation center and sustainability;

Jennifer Butsch, manager, regulatory affairs; and Ken Monnier, chief technology officer. Register at Emerson.com/AHR.

Emerson will feature two products named AHR Innovation Award finalists, the Universal Single Stage Furnace Control, a residential controller and the Copeland™ Indoor Modular Solution, a refrigeration management system.

Starting Monday, February 3, visitors to the Emerson booth can gain insights into key industry trends and technologies with a series of in-booth seminars. The seminars will begin at 11 a.m. each day and run over the three days of the show. There will also be seminars conducted in Spanish. See the full schedule at Emerson.com/AHR.

Emerson will be exhibiting the latest innovations from its leading brands, including ASCO™, Cooper-Atkins™, Copeland™, Dixell™, Greenlee®, Klauke®, ProAct™, RIDGID®, Sensi™, Therm-O-Disc™ and White-Rodgers™.

To help attendees plan their show visit, Emerson is a sponsor of the AHR Expo mobile app, which can be downloaded from the show website.

For more information on Emerson’s plans for the 2020 AHR Expo in Orlando, visit the company at booth 2101 and Emerson.com/AHR.

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**February 7—Mt. Pleasant
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February 15—Lubbock

February 22—Hurst

March 14—Austin

**March 14—Corpus Christi
(next one is Sept 26)**

March 21—Houston

March 28—Hurst

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ASHRAE Breaks Ground on Global Headquarters Renovation Project

Atlanta—ASHRAE held a groundbreaking event on Jan. 10, 2020, to celebrate the start of construction on its new global headquarters renovation.



The event marked the beginning of the renovation on a two-story, 66,700 square-foot building, located at 180 Technology Parkway, Peachtree Corners, Ga. The project is expected to be completed by late summer, with ASHRAE's approximately 125 person staff scheduled to move into the new headquarters building by October 2020.

Separate donor recognition and public events will be held throughout the course of the project, starting with an initial donor recognition at the 2020 ASHRAE Winter Conference in Orlando, Fla., Feb. 1-5, 2020.

"Our new headquarters project will showcase ASHRAE's best practices and help us achieve our vision of a healthy and sustainable environment for all," said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. "Because of the support of generous donors through ASHRAE's building campaign, we are able to make this project a reality."

Features such as water efficient plumbing and landscape, energy efficient HVAC and lighting systems, as well as the ability to harness on site energy production and be a net-zero-energy ready building were clearly defined as project requirements. Project requirements also include:

- Operation and maintenance needs, featuring an easily maintainable and secure facility that has low operations and maintenance costs;
- Excellent indoor environmental quality requirements that facilitate occupants' productivity by providing a comfortable environment, good HVAC system performance;

- Good space utilization, good acoustical qualities, unified interior style and high durability of finishes;
- Design criteria that meets and, in some cases, exceeds the requirements set forth in ASHRAE Standards 62, 90.1, and follows the guidelines as set forth in the new ASHRAE Advanced Energy Guideline for Office Buildings;
- A work environment that enhances the general health, fitness and wellbeing of the workforce;
- Sustainability which may be substantiated through available certification programs such as LEED®, Green Globes, Fitwell or WELL Building or Living Building Challenge.

In attendance at the groundbreaking event were members of ASHRAE's Building Ad Hoc and Technical Advisory Subcommittee. Also present were representatives from Houser Walker Architecture and Integral Group, the design team working on the project, and representatives from Collins Project Management (Project Management), Skanska (Construction Manager at Risk) and Epsten Group (Commissioning Agent). McLennan Design was unable to attend.

"ASHRAE's new headquarters will serve as a model of how to successfully renovate an older, less-efficient building into a showcase example of a state-of-the-art energy-efficient office building," said Building Ad Hoc Committee Chair Ginger Scoggins. "I am proud to serve on the ad hoc committee of this important project and even more proud of the powerful statement it will make regarding sustainable renovation of the existing building stock."

"The plans for this project incorporate some of ASHRAE's most well-known indoor air quality and energy standards and the end result will be a building that will offer a cutting edge, tangible example of sustainability in action," said Technical Advisory Subcommittee Chair Tim McGinn.

ASHRAE has a highly visible building campaign to support donor contributions with a wide array of benefits including: prominent building displays, donor wall recognition, naming rights, features in national and international ASHRAE and industry publications and case studies, web presence, social media presence and a special commemorative publication about the project.

For more information about ASHRAE's Global Headquarters Renovation project, please visit ashrae.org/newhq, where you'll find:

- Information on how to donate to ASHRAE's Global Headquarters
- Photos, renderings and details of the plans and concepts
- Answers to frequently asked questions
- Project timelines
- Coverage from various outlets regarding the project

U.S. DOE Finalizes Rule Clarifying Use of ASHRAE Energy Conservation Standard

Atlanta—ASHRAE is pleased to announce that the U.S. Department of Energy has issued a final rule, clarifying that DOE must meet its statutory requirements to adopt ASHRAE Commercial Building Energy Efficiency Standard 90.1 energy conservation levels, *"except in extraordinary cases where a high evidentiary hurdle has been surmounted."* Further, DOE noted in the final rule, *"The language of the statute makes clear that Congress intended to establish a high bar for DOE to go beyond the levels in ASHRAE Standard 90.1, an intention clearly reflected by its decision to require a heightened evidentiary standard."*

DOE's final rule entitled "Energy Conservation Program for Appliance Standards: Procedures for Use in New or Revised Energy Conservation Standards and Test Procedures for

Consumer Products and Commercial/Industrial Equipment," was issued January 15, 2020, and is commonly called the "Process Rule."

The rule provides the procedures by which DOE prescribes energy conservation standards for both consumer products and commercial equipment pursuant to the Energy Policy and Conservation Act. While the statute already directs DOE to adopt energy efficiency levels in ASHRAE 90.1 unless several hurdles are met, the Process Rule clarifies DOE's interpretation of EPCA in acknowledging the statute provides a high bar for going beyond ASHRAE Standard 90.1.

In its final rule, DOE discussed many points ASHRAE made in a letter issued on May 6, 2019 commenting on the proposed rulemaking. DOE also states in its Final Rule that the *"statutory scheme, which directs DOE to adopt ASHRAE technical standards and test procedures unless further EPCA provisions command otherwise, comports with the requirements of the National Technology Transfer and Advancement Act of 1995 and OMB Circular A-119."*

ASHRAE's standard development process is rigorous, and it is one of only six standards-developing organizations in the U.S. that self-certify that its standards have followed procedures established by the American National Standards Institute (ANSI). ASHRAE has transparent, balanced and robust consensus-based standards setting process, developed through the participation of any and all interested and affected stakeholders. These participants do not need to be ASHRAE members to participate.

ANSI/ASHRAE/IES Standard 90.1, *Energy Standard for Buildings Except Low-Rise Residential Buildings* (referenced as "ASHRAE Standard 90.1") has been a benchmark for commercial building energy codes in the United States and a key basis for codes and standards around the world for more than 35 years. ASHRAE's most recently published Standard 90.1-2019 reflects a process by which ASHRAE received 544 comments from 116 distinct commenters over the course of a three-year period.

All proposed changes to ASHRAE Standard 90.1 are open for public review, which allows interested and materially affected parties to give input into development of the standard and reach consensus, ensuring publication of a document that has been rigorously examined, questioned and defended. ASHRAE's consensus process ensures buy-in and reflects input from energy advocates, building owners, design professionals, utilities, manufacturers, representatives from DOE, and other materially affected and interested parties. Compared to a building built using ASHRAE Standard 90-1975, a building built to ASHRAE Standard 90.1-2016 will use less than half the energy.

DOE is currently conducting a technical analysis of the latest version of Standard 90.1-2019 to assess its energy efficiency impact on the U.S. built environment. Standing Standard Project Committee 90.1 (SSPC), the committee that has oversees the development of the standard, has served close to 45 years.

The 47 voting members on SSPC 90.1 have broad representation: Of the 19 voting members from the industry interest category, only nine come from the industries that have a material interest in products covered by potential DOE regulation. The remaining industry interest category members represent building envelope material manufacturers (five voting members), and lighting equipment representatives (five voting members).

ASHRAE will continue to improve Standard 90.1 through its continuous maintenance process, and it welcomes involvement in this process.

For more information: ashrae.org/technical-resources/standards-and-guidelines.

TACCA HVAC EXPO 2020

TACCA held their EXPO 2020 in San Antonio TX on Wednesday January 22. The all day event included lunch and training sessions. TACCA would like to thank the sponsors that made this annual event possible: CPS Energy, TACCA Greater San Antonio, Americrane, Johnstone Supply, Carrier Enterprise, Trane, Federated Insurance, Air Conditioning Today and Lennox.



Product News

Rudy's Bar-B-Q Relies on Venstar for Indoor Comfort, Remote Control and HVAC Equipment Management

Venstar's Skyport Cloud Services Enables Remote Changes in Minutes

Chatsworth, Calif., — Venstar® announced that its Explorer® connected Wi-Fi® thermostats, Wireless Temperature Sensors and Skyport® Cloud Services are being used at the Rudy's Bar-B-Q and Mighty Fine Burger chains to ensure indoor comfort, remote thermostat control and HVAC equipment management.

"Using Venstar's free Skyport Mobile App, I can view and control all of the restaurant thermostats, helping to preserve the health of our HVAC equipment," said Jay Andruk, Facilities and Fleet Manager at Austin-based K&N Management. K&N Management is the licensed operator and local area developer for Rudy's Bar-B-Q restaurants. It also owns the Mighty Fine Burger chain.

Challenge: Ensure Indoor Comfort and Preserve HVAC Equipment Health

Andruk oversees the facilities management for these popular restaurant chains as well as their office buildings and storage building. In choosing new thermostats, Andruk had three main goals:

- Preserve the health of the HVAC equipment

- Ensure indoor comfort for the guests
- Enable remote control of the thermostats

Solution: Venstar Explorer Thermostats and Remote Sensors

Andruk chose Venstar's Explorer (T4900) connected Wi-Fi thermostats with Wi-Fi modules and Venstar Remote Sensors (Model ACC-PSEN) along with Venstar's free Skyport Mobile App.

The thermostats are located in non-public areas, including kitchens and offices. The remote sensors allow monitoring of air temperatures in the areas where there are not any thermostats. Andruk also placed remote sensors in dining rooms, which are sensitive to temperature differences.

Having both thermostats and remote sensors enables temperature averaging across a wider space. This provides greater control of inside temperatures, helping to ensure a comfortable environment.

Using sensors rather than thermostats in public areas such as dining rooms also reduces the opportunity for guests to try to make adjustments.

Andruk uses Venstar's free Skyport Mobile App to remotely access the thermostats to check on or adjust temperatures in the restaurants. He can also turn on or off HVAC equipment so that it is not left on and running overnight, potentially damaging the HVAC units.

Using Venstar's free Skyport Mobile App is especially helpful after hours. For example, when a contractor let Andruk know that the humidity was too high for the grout to set overnight, Andruk was able to use the Skyport App from his mobile phone to reduce the temperature from 72 degrees to 67 degrees to allow the humidity to drop. This enabled the grout to set so the restaurant could open on time the next morning.

Because the kitchens can run hot, Andruk programmed the thermostats to give restaurant managers the ability to make minor temperature adjustments. This gives them some flexibility to ensure comfort in the kitchens while making sure that dining room guests aren't too cool.

Results: Comfortable Restaurants, Optimally Performing HVAC Equipment

Venstar's Explorer thermostats and Remote Sensors with free Skyport Cloud Services meet Andruk's goals of:

- Ensuring indoor comfort at the restaurants with consistent, comfortable temperatures;
- Enabling remote monitoring and control of thermostats; and
- Preserving the health of the HVAC equipment by using remote access to avoid air conditioning or heating being left on overnight.

As a bonus, using the app, Andruk and his team can remotely turn HVAC units on or off when contractors are making repairs, without having to physically go to the restaurants. Andruk also appreciates that the Venstar thermostats work with all types of HVAC systems.

"In the restaurants where we installed the Venstar systems, we have not had a single rooftop unit freeze up due to people overriding the system, lowering the thermostat and letting the AC run all night," Andruk said.

"Today, thanks to Venstar, no matter how hot or cold it is outside, Rudy's Bar-B-Q and Mighty Fine Burgers restaurants have consistent, comfortable temperatures," he added.

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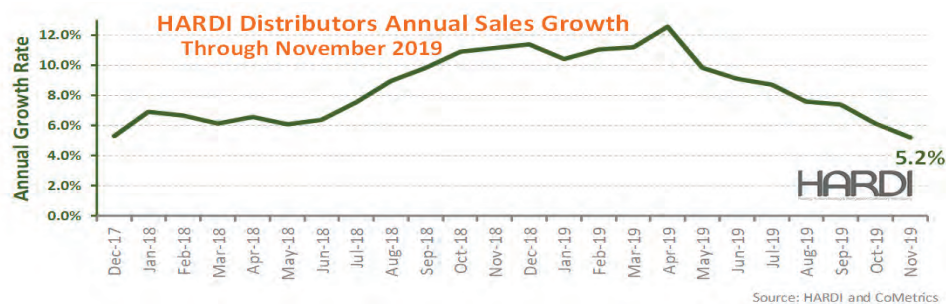
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HARDI

HARDI Distributors Report 1.1% Percent Revenue Growth in November

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 1.1% percent during November 2019.



The average annual sales growth for the 12 months through November 2019 is 5.2 percent.

“The modest sales growth this month is because it was being compared against a fairly good prior year, with about the same number of heating degree days, but one less billing day,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Based on the average sales per day, we estimate sales growth would have been in the 6% area with the same number of billing days.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, ticked-up to 49 days. “The DSO was higher than normal this month,” said Loftus. “We are curious to see if this persists.”

“Annual sales growth is back to normal levels after the accommodating weather pattern and unusual price increases during 2018,” said Loftus. “The slow and steady economic growth appears

poised to persist through the first half of the new year and should provide support to sales growth.” The impressive employment reports offset concerns raised by other soft economic indicators that inspired the Fed to change direction. A benefit of the softer indicators is they prevent the development of market excesses that lead to more painful economic corrections.

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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- Tax Cut Permanence

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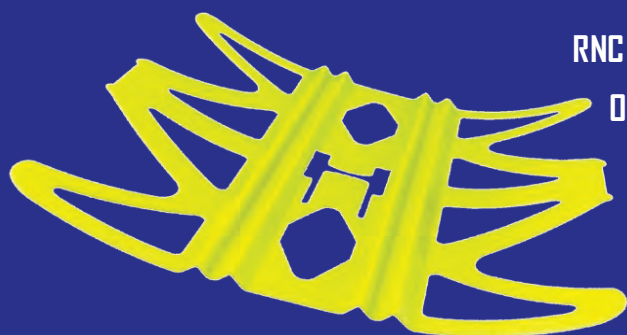
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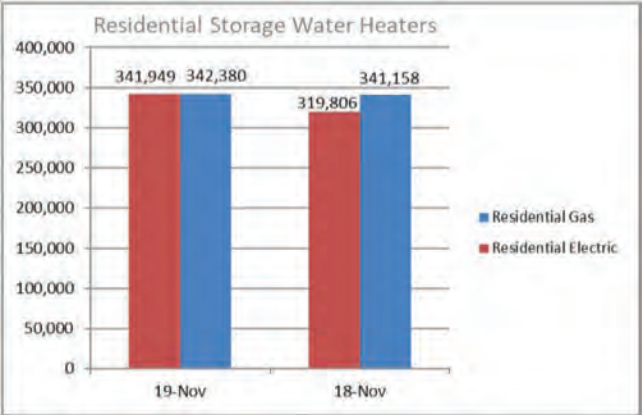


It Doesn't Just Look Better ~ It Performs Better

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for November 2019 increased 0.4 percent, to 342,380 units, up from 341,158 units shipped in November 2018. Residential electric storage water heater shipments increased 6.9 percent in November 2019 to 341,949 units, up from 319,806 units shipped in November 2018.

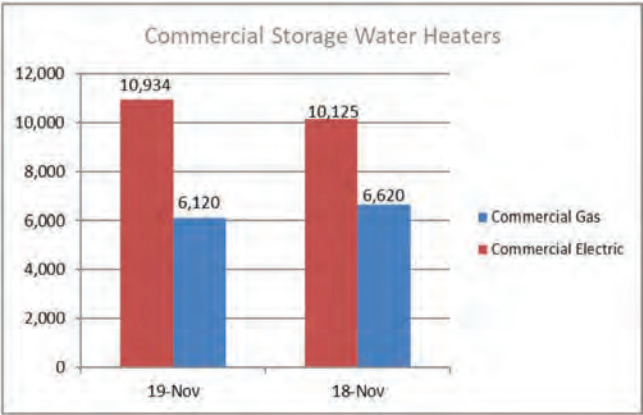


Year-to-date U.S. shipments of residential gas storage water heaters decreased 3.4 percent, to 3,971,353, compared to 4,109,944 shipped during that same period in 2018. Residential electric storage water heater shipments decreased 1.1 percent year-to-date, to 3,818,316 units, compared to 3,860,324 shipped during the same period in 2018.

Year-to-Date			
	Nov 19 YTD	Nov 18 YTD	%CHG.
Residential Storage Gas	3,971,353	4,109,944	-3.4
Residential Storage Electric	3,818,316	3,860,324	-1.1

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 7.6 percent in November 2019, to 6,120 units, down from 6,620 units shipped in November 2018. Commercial electric storage water heater shipments increased 8 percent in November 2019, to 10,934 units, up from 10,125 units shipped in November 2018.

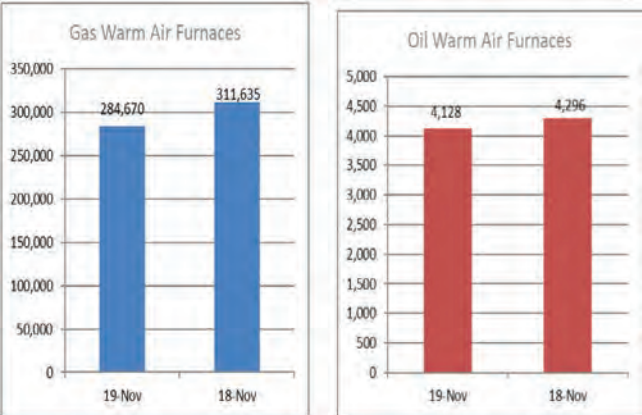


Year-to-date U.S. shipments of commercial gas storage water heaters decreased 5.8 percent, to 81,276 units, compared with 86,294 units shipped during the same period in 2018. Year-to-date commercial electric storage water heater shipments increased 11.2 percent, to 138,522 units, up from 124,578 units shipped during the same period in 2018.

Year-to-Date			
	Nov 19 YTD	Nov 18 YTD	%Chg.
Commercial Storage Gas	81,276	86,294	-5.8
Commercial Storage Electric	138,522	124,578	+11.2

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for November 2019 decreased 8.7 percent, to 284,670 units, down from 311,635 units shipped in November 2018. Oil warm air furnace shipments decreased 3.9 percent, to 4,128 units in November 2019, down from 4,296 units shipped in November 2018.

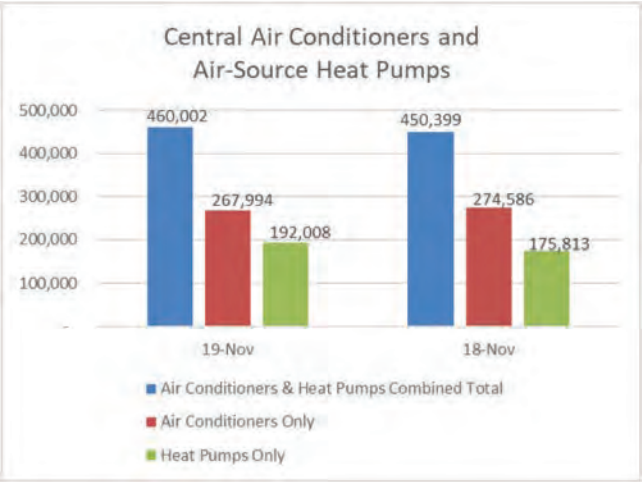


Year-to-date U.S. shipments of gas warm air furnaces increased 1.2 percent, to 3,154,273 units, compared with 3,116,118 units shipped during the same period in 2018. Year-to-date U.S. shipments of oil warm air furnaces increased 7 percent, to 35,669 units, compared with 33,342 units shipped during the same period in 2018.

Year-to-Date			
	Nov 19 YTD	Nov 18 YTD	% Chg.
Gas Warm Air Furnaces	3,154,273	3,116,118	+1.2
Oil Warm Air Furnaces	35,669	33,342	+7.0

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 460,002 units in November 2019, up 2.1 percent from 450,399 units shipped in November 2018. U.S. shipments of air conditioners decreased 2.4 percent, to 267,994 units, down from 274,586 units shipped in November 2018. U.S. shipments of air-source heat pumps increased 9.2 percent, to 192,008 units, up from 175,813 units shipped in November 2018.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.4 percent, to 7,960,827, up from 7,848,276 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners decreased 1 percent, to 5,056,087 units, down from 5,107,440 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 6 percent, to 2,904,740, up from 2,740,836 units shipped during the same period in 2018.

Year-to-Date			
	Nov 19 YTD	Nov 18 YTD	% Chg.
Air Conditioners & Heat Pumps	7,960,827	7,848,276	+1.4
Air Conditioners Only	5,056,087	5,107,440	-1.0
Heat Pumps Only	2,904,740	2,740,836	+6.0

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

Month			YTD		
Size Description (000) BTUH	Total	% Change from 2018	Size Description (000) BTUH	Total	% Change from 2018
Under 16.5	23,415	60.0	Under 16.5	286,870	+10.8
16.5-21.9	44,826	8.7	16.5-21.9	690,263	+9.2
22-26.9	86,240	1.2	22-26.9	1,536,352	+3.0
27-32.9	69,230	-1.2	27-32.9	1,252,290	+1.5
33-38.9	92,554	-1.3	33-38.9	1,686,354	+0.5
39-43.9	33,815	-3.6	39-43.9	613,733	-1.7
44-53.9	48,624	-1.7	44-53.9	894,060	-2.0
54-64.9	40,176	-0.6	54-64.9	714,393	-2.0
65-96.9	7,472	3.0	65-96.9	101,868	-0.4
97-134.9	5,480	10.7	97-134.9	77,859	-0.5
135-184.9	3,984	-1.7	135-184.9	52,621	-2.1
185-249.9	1,752	11.0	185-249.9	23,596	+2.0
250-319.9	1,045	-11.8	250-319.9	14,947	-3.7
320-379.9	397	15.4	320-379.9	3,865	-0.1
380-539.9	329	-4.9	380-539.9	4,097	+3.7
540-639.9	215	-32.8	540-639.9	2,892	-8.5
640-799.9	152	7.8	640-799.9	1,494	+10.7
800.0-899.9	78	9.9	800.0-899.9	769	+1.9
900.0-999.9	68	11.5	900.0-999.9	726	-11.1
1,000.0-1,199.9	35	-10.3	1,000.0-1,199.9	481	+1.3
1,200.0 & Over	115	16.2	1,200.0 & Over	1,297	+39.2
TOTAL	460,002	2.1	TOTAL	7,960,827	+1.4

BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial.
NOTE: A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership. Industry data is aggregated from the information supplied by AHRI member companies that participate in the statistics program and could be subject to revision. Published year-to-date data is inclusive of all revisions. No other AHRI data (e.g., by state or region) is available to the general public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. For previous monthly shipment releases and historical data, please see <http://www.ahrinet.org/statistics>.

Product News

Regal Power Transmission Products Migrate to New Website

Mobile-friendly site provides enhanced tools and more robust customer experience

Beloit, Wis. — Regal Beloit Corporation, a leading manufacturer of electric motors, electrical motion controls, power generation and power transmission components, has merged three websites into one. Customers who used to visit regalpts.com, grovegear.com or hubcityinc.com for bearings, gearing, couplings, conveying and mechanical power transmission products will now find product content, enhanced product CAD information, industry solutions and availability in one place on www.regalbeloit.com. This move brings additional tools and ease of use to customers in one mobile-friendly site.

This consolidation of product offerings brings robust functionalities to distributors, original equipment manufacturers (OEMs) and end users, who can now save time while browsing a new and improved product catalog interface. Features include category and product drill-down, high-quality 360-degree images of thousands of products, faceted search, and enhanced 2D and 3D computer-aided design (CAD) tools — all in one environment.

“With these enhanced web tools, we strive to provide both our customers and distributors with better insights for decision making,” said Matthew Clemens, Power Transmission Solutions DCX marketing specialist at Regal. “With this change, all Regal® products — including motors offered by Regal’s Commercial and Industrial Systems business segment, motors and blowers offered

by Regal’s Climate Solutions business segment, and power transmission products offered by Regal’s Power Transmission Solutions business segment — are located in one place. Buyers can quickly browse multiple Regal brands and efficiently compare similar products due to the additional product specifications available. The product images on the site are of such high quality that you can even read the labels.”

Existing customers will continue to use eLink for e-commerce and EDGE tools like product selection and Smart Interchange for the next few months as Regal rolls out a new streamlined and enhanced e-commerce platform sometime in late 2020.

About Regal Beloit Corporation

Regal Beloit Corporation (NYSE: RBC) is a global leader in the engineering and manufacturing of electric motors and controls, power generation products and power transmission products serving customers throughout the world. We create a better tomorrow by developing and responsibly producing energy-efficient products and systems.

Our company is comprised of three operating segments: Commercial and Industrial Systems, Climate Solutions and Power Transmission Solutions. Regal is headquartered in Beloit, Wisconsin, and has manufacturing, sales and service facilities worldwide. For more information, visit RegalBeloit.com

Aero-Marine Engineering, Inc. Announces New Ownership

Aero-Marine Engineering, Inc. (AME) in Bryson TX announced that after presentation of Texas Court approved papers, its Board of Directors ratified and confirmed the sale and ownership of AME to T. Denis Sutherland. The Board then elected Mr. Sutherland as the company President and CEO, along with Mrs. Kathy Sutherland as First Vice-President, Mr. Adolfo Rosales as Second Vice-President and Mrs. Teresa Spikes as Corporate Secretary.

Mr. Sutherland grew up in Graham TX and graduated from Graham High School in 1972. He went to work at AME in 1996 as a contract laborer in developing AME’s IT department. When asked what he attributed his rise up the corporate ladder Mr. Sutherland said that he contributed his success to being “honest and truthful in all things” and being a “diligent hard worker”.

Mr. Sutherland said, “This is an exciting time for AME. We’re just now started offering a new coating that is environmentally safer and grants new significant protection not previously available in water-based coatings. Our original coatings were solvent-based.” AME coats HVAC coils and equipment for corrosion protection in highly corrosive environments such as Waste Water Treatment Plants, Paper Mills, Food Processing plants, Salt-Spray exposures found in equipment installed in beach areas and many other corrosive conditions. AME’s projected wholesale figures for 2020 will top one million dollars.

Thank You!!

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CENTURY **Hunton Distribution**

JOHNSTONE SUPPLY **Nationwide**

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Upcoming Events

21st Annual BBQ Cook-Off April 3rd & 4th
 KC Hall 607 E Whitney St, Houston, 7702
 Registration Opens 1/20/2020
 Non-Member Cooking Teams Welcome!

Annual Clay Shooting Event May 1st
 Texas Premier Sporting Arms
 7311 Hwy 36 S, Sealy, TX 77474
 Non-Members Welcome!

Email: info@taccagh.org for more info!

TACCA
 Texas Air Conditioning Contractors Association
GREATER HOUSTON
 1322 Space Park Dr C226, Houston, TX 77058
www.TACCAGH.com
 (713)781-HVAC

CENTURY **ACES** **CE** **LENNOX** **Hunton Distribution** **JOHNSTONE SUPPLY**

TACCA
 Texas Air Conditioning Contractors Association
GREATER HOUSTON

21st ANNUAL BBQ Cook-Off
April 3rd-4th

KC Hall
607 E Whitney St
Houston, TX 77022

Friday Night:
 Corn Hole Tournament for Cash!
Saturday 2-7pm
 Contractor Day - Family Invite
 Bouncy House

Non-Member Teams Welcome!
LIMITED SPACE!
Register Today
info@taccagh.org

Team Registration includes:

Entry into 6 categories, 2 cases of beer, 40# of ice, Generator Edison Box use (required this year for noise control), 40 x 40 space, and trash disposal container.

Optional: Personal Porta Potty \$110 Extra Ice 40# bag \$9 2-20 amp hook up \$70

Competition Categories
Bloody Mary, Chicken, Pork Ribs, Brisket, Dutch Oven, Open
 For individual Categories, please contact our office
The Points for Chicken, Pork Ribs & Brisket will be totaled for the Grand Champion

April 3rd - 8 am Team Set-Up
6 pm Mandatory Cooks Meeting

April 4th - 9 am Judging Begins

TACCA Members \$550
Non-Members (Public) \$ 600

Register Today!

SPONSOR an Item for the Event!
 *Amounts listed are estimated costs..
 Choose your amount!

Ice (\$350) **Porta Cans (\$450)**
BEER (\$500) **Raffle Items (\$200)**
Crawfish/Food

REGISTER FOR EVERYTHING ONLINE!! @ www.taccagh.org

Your Choice of Beer: Miller Lite Bud Light Coors Light Lone Star

Questions?? Contact Jennifer at (713)781-4822 or via email at J.Barta@TACCAGH.org

CALENDAR OF EVENTS

Taco Comfort Solution
Announces bi-weekly “Taco
Tuesday” Webinar Training

Taco will be hosting a new, bi-weekly webinar training series, Taco Tuesday, throughout 2020. These fun, fact-filled, one-hour webinars will keep participants up-to-date with the latest HVAC systems, tools and technologies. The webinars will occur on Tuesdays at 12 noon EST and every month will feature one residentially-focused topic and one commercially-focused topic.

Taco Comfort Solutions’ Director of Training, John Barba, has announced the first quarter 2020 webinar topics, below. Webinar topics and registration links can be found at <http://www.tacomfort.com/tacotuesday>

Taco Tuesday First Quarter 2020 Webinar Schedule:

- January 7:** Residential focus: The Truth about Variable Speed Circulators
Presented by John Barba
- January 21:** Commercial focus: Expansion Tank Sizing
Presented by Rich Medeiros, P.E., and Brett Zerba
- Feb. 11:** Residential focus: Zone Valves -vs- Circulators; Which is Better?
Presented by John Barba
- February 18:** Commercial focus: Basics of Hydronic Solution Software
Presented by Rich Medeiros, P.E., and Brett Zerba
- March 10:** Residential focus: Making DHW Recirculation Easy and Effective
Presented by John Barba
- March 17:** Commercial focus: Pump Selection/Taco Project Builder
Presented by Rich Medeiros, P.E., and Brett Zerba

Insco’s February Events Schedule

Training from Insco Academy

Insco Academy offers some of the best training available in the HVAC/R industry. With over 100 years of experience, we provide hands-on instruction at our state-of-the-art training facilities located in Houston, Grapevine & San Antonio. Most courses offer CE credits and our goal is to provide the needed skills and expertise to help our customers thrive in this evolving and competitive industry. Visit: insco.com/training to see the complete schedule of classes.

Grapevine

- Tuesday, February 4th – Top Tech Ruud AC Condensing Units from 8am – 12pm located at Insco’s Grapevine Training Facility | Only \$75
- Tuesday, February 18th – Top Tech Ruud 14-16 Seer Heat Pumps from 8am – 12pm located at Insco’s Grapevine Training Facility | Only \$75

Houston

- Tuesday, February 4th – York Air Conditioning Installation & Troubleshooting from 8am – 12pm located at Insco’s Houston Training Facility | Only \$75
- Tuesday, February 18th – Microchannel Coils from 8am – 12pm located at Insco’s Houston Training Facility | Only \$75

San Antonio

- Tuesday, February 11th – Troubleshooting the Refrigerant System (Superheat/SubCooling) from 8am – 12pm located at Insco’s San Antonio Training Facility | Only \$50

- Tuesday, February 25th – Top Tech Ruud 14-16 Seer Heat Pumps from 8am – 12pm located at Insco’s San Antonio Training Facility | Only \$75

Lunch & Learns

Come enjoy FREE lunch while learning from select Insco vendors! No registration necessary, just show up at 11:30am on the Wednesday’s listed below.

Grapevine

- Wednesday, February 19th – Total System Protection from 11:30am – 1:00pm located at Insco’s Grapevine Training Facility | FREE
- Wednesday, February 26th – Venstar Skyport from 11:30am – 1:00pm located at Insco’s Grapevine Training Facility | FREE

Houston

- Wednesday, February 19th – Mitsubishi Electric Diamond System Builder from 11:30am – 1:00pm located at Insco’s Houston Training Facility | FREE
- Wednesday, February 26th – Selling Surge Protection from 11:30am – 1:00pm located at Insco’s Houston Training Facility | FREE

San Antonio

- Wednesday, February 19th – Refrigeration 101 from 11:30am – 1:00pm located at Insco’s San Antonio Training Facility | FREE
- Wednesday, February 26th – Aluminum Brazing Basics from 11:30am – 1:00pm located at Insco’s San Antonio Training Facility | FREE



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**NOTICE OF PLUMBER, PIPEFITTER, HVAC
APPRENTICESHIP OPPORTUNITY**

Plumbers & Pipefitters Local 142 J.A.T.C. will accept applications for apprenticeship beginning February 24-March 6, 2020, M-F, from 8:00 -11:00 a.m. and 1:00 - 4:00 p.m. at the address listed below.

Apprenticeship is the Earn-While-You Learn training program. Attend evening school and work during the day. No tuition or fees required for training. No financial debt for your career training.

Benefits include Health Insurance, Retirement plan, defined wage advancements, continuing education and training opportunities. Receive 32 hours of college credit upon completion of our 5-year training program. Veterans may utilize their Montgomery or Post-911 benefits in this program.

MINIMUM QUALIFICATIONS: Must be 18 years of age when applying. Must have a high school diploma (or be a graduating senior in May 2019) or have a GED. A certified birth certificate and official sealed high school transcript or GED grades are required to complete the application. DD-214 needed for Veterans. Driver’s License or Photo ID. All applicants under the age of 26 must register for Selective Service or provide proof of ineligibility or prior registration.

Equal opportunity will be offered without regard to sex, race, color or national origin.

www.local142.org/apprenticeship/

PLUMBERS AND PIPEFITTERS J.A.T.C.
3630 BELGIUM LANE
SAN ANTONIO, TX 78219
(210) 226-2661

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•TDLR 8 HR CE CLASSES•

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Tuesday February 4, 2020 March 3, 2020

Location: **TBA**

Saturday February 15, 2020 March 21, 2020

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

Location: **Corpus Christi** – **Tuesday** February 18, 2020

Location: **Laredo** – **Tuesday** February 25, 2020

TDLR No. 1362 Class No. 20982

Load Calculation Workshop

Friday March 13, 2020

Location: **TBA**

• LICENSE PREP CLASSES•

•EPA Exams• 1st Friday of the month

•NATE Exams•

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

silverfox0001@earthlink.net www.castillotraining.com

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8. Gallo gun brass Adapter (QBA1) Gallo gun to gauge hose direct coupling.



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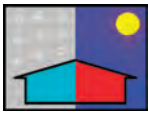
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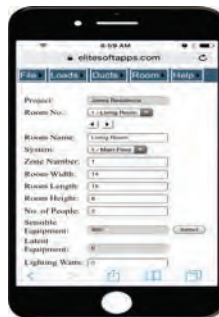
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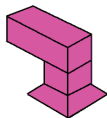
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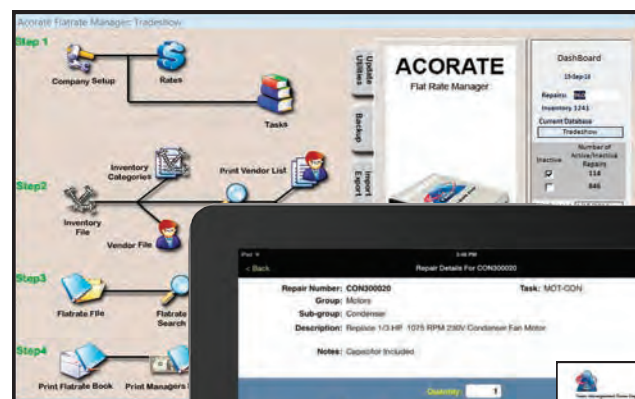
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