



Air Conditioning TODAY



MARCH 2020 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 34, No 3

Mini Split March

Johnstone Supply Grand Opening In Conroe



Pictures on page B6.

AHR Expo 2020



Pictures on page B10.

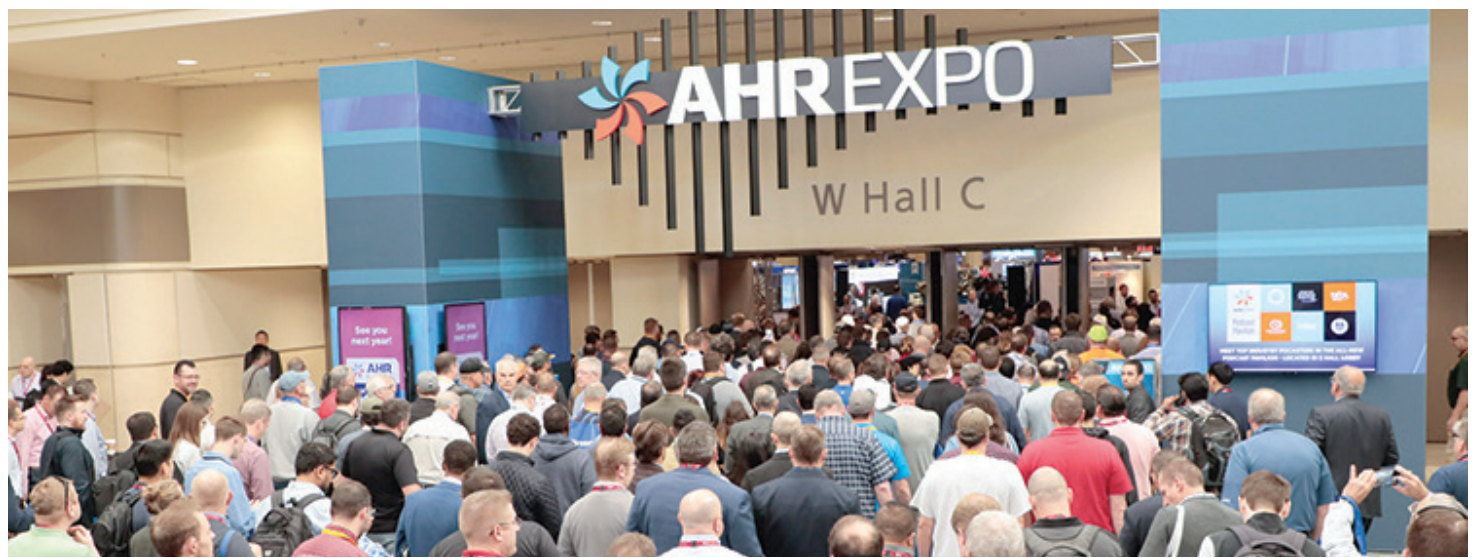
Johnson Supply Sales and Operations Meeting



Pictures on page B13.

The 2020 AHR Expo Delivers Innovation and the Next Revolution of HVACR

Industry advancement was on display from exhibitor booths to new Show features including the first-ever Podcast Pavilion and trend discussions led by AHR Expo Expert Council members



Westport, Conn. –

Professionals from across HVACR descended upon the Orange County Convention Center in Orlando, Florida, February 3-5 for the 2020 AHR Expo. Attendees and exhibitors engaged in three full days of innovation and learning and took an exciting look into the future of HVACR. Spread across 506,090 sq. ft., exhibitors on the Show floor delivered new and never-before- seen products and tech, live demonstrations, networking opportunities and a revitalized energy for the future of the industry. In every education session, council talk, podcast

broadcast, exhibitor event and long walk across the Show floor, one thing was abundantly clear — the HVACR revolution has arrived in full force.

The 2020 Show welcomed over 50,000 attendees, 1,900+ exhibiting companies —577 of which were international as well as 295 who were first time exhibitors.

The 2020 Education Program

The 2020 Show featured more than 200 sessions in the Education Program. This year featured new sessions inspired

by trends happening currently across HVACR, as well as those forecasted for the near future. Below is a summary of some of the topics discussed throughout the Show:

Private Equity 101: What HVACR Founders Need to Know

This session provided insight into private equity at a basic level understanding.

Skilled Labor! Overcome the Shortage to Protect Your Business

This session discussed the current state of the industry and the skilled labor shortage.

Building for a Climate Emergency

Ken Sinclair of AutomationBuildings.com led a discussion titled *Building for a Climate Emergency*.

Council Talks

2020 was the first year the Show hosted education sessions led by members of the AHR Expo Expert Council. The Council is a collaboration of HVACR experts and thought leaders launched by the AHR Expo in 2019 to educate and stimulate discussion concerning the biggest issues impacting the industry.

SEE EXPO PG.2

Johnstone Supply Petit Group Liberty Dealer Meeting



Pictures on page B16.

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EXPO con’t

Awards Ceremony

The 2020 Product of the Year honor went to Danfoss for the Danfoss CO2 Adaptive Liquid Management Solution. Danfoss was also recognized as an Innovation Awards winner for the Cooling, Green Building and Refrigeration categories. Winners were selected in a total of 10 industry categories along with an overall Product of the Year winner and honored in a ceremony hosted during the AHR Expo.

First Ever Podcast Pavilion

For the first time ever, the AHR Expo introduced the Podcast Pavilion, hosting some of the industry’s most prominent podcasters*. This year Bryan Orr of HVAC School (@hvacschool on Instagram); The HVAC Jerks (@thehvacjerks on Instagram); Tersh Blissett with Service Business Mastery (@tershblissett on Instagram); Mike Mayberry, the HVAC Refer Guy (@hvac_refer_guy on Instagram); Matt Nelson with HVAC 360 (@hvac360 on Instagram); and Gil Cavey of HVAC Uncensored (@hvacuncensored on Instagram) welcomed guests in two podcast stations all three days of the Show. As a pilot year for the AHR Expo, the Podcast Pavilion quickly became an attendee favorite. Guests included representatives from endorsing organizations, such as Danielle Putnam and Colleen Keyworth from Women in HVACR and Stephen Yurek, AHRI President, as well as industry experts and personalities like HVAC YouTuber AK Greaves (@akhvac on Instagram) and Richard Trethewey, from the PBS show This Old House.

**Brent Ridley with Tool Pros Podcast (@toolprospodcast on Instagram) was also slated to participate but was unable to attend due to injury.*

Product and Technology Presentations

The 2020 Show also featured more 100 Product and Technology presentations given by exhibitors. The twenty-minute presentations were spread out over the three days and drew crowds into three theaters just off the exhibitor floor. Much like the Innovation Awards program, the products and technologies featured showcased real progress in HVACR and gave a preview to some exciting things ahead for HVACR.

Follow ahrexpo.com for updates regarding the 2021 AHR Expo, to be held January 25-27 at the McCormick Place Convention Center in Chicago.

For more information, visit ahrexpo.com and follow @ahrexpo on Twitter, Instagram and Facebook.


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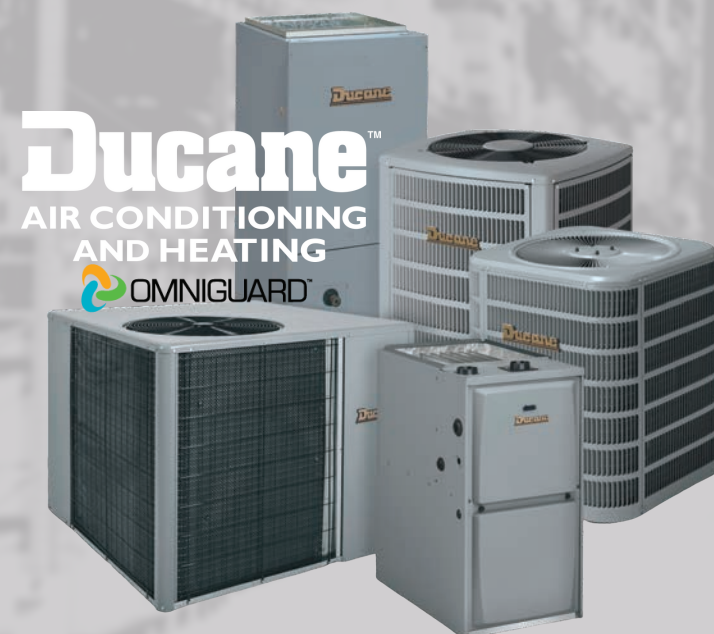
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How to Get to Page One of Google

Every client asks, “Will my website be on page one of Google when it launches?” The short answer is no. The longer answer is not right away, but you can get there if you really work at it. What do I mean by work at it? Here’s how to build an SEO foundation to improve the position of your website on Google and other search engines.

Start with a Good SEO Foundation

SEO is an ongoing project, something you need to pay attention to every week. There is no way to optimize a website today and then ignore it for the next few years. It just doesn’t work that way. The moment you step away, one of your competitors will step in to fill the void. And, on a regular basis Google updates and changes their rules so what worked last week may not be as effective today. You have to stay in the game by making small changes on a regular basis, going back and revisiting a popular page, add new content, link to it from a new blog post, or share it on a different social media platform.

So what’s in your SEO foundation? What kind of things should you be doing on a regular basis? It boils down to the following:

- Don’t guess. Good SEO starts with keyword research.
- Earn your way to the top of the page, but be realistic. In a crowded market, do you deserve to be in the first position?
- If your business is primarily local than focus on your local presence online.
- Make sure there is always something new and interesting for search engines and human visitors. Create a steady stream of rich, recent, and relevant content.
- Online, you will be judged by the company you keep so focus on high quality links.
- Build your reputation with reviews and a responsive social media profile.
- And at the end of the day, remember it is about revenue, not rankings. So make sure as you are chasing keywords and attracting

visitors you have something for them to do when they arrive. Focus on conversion not just SEO rank.

Those are the highlights, if you are looking for a few more detailed SEO tips, read on:

DO THE RESEARCH

Your SEO foundation begins with your keywords. What do you think customers search for when they are looking for a business like yours. Some phrases are likely to be used in the research phase while others are used closer to buying intent. While all are important, experts suggest starting with phrases that are closer to the purchase.

Consider the following example: Men’s hair salon near me or best hair color for middle age men. Which phrase would you choose? The location-based phrase (near me) is likely to be used when someone is close to purchasing, while the search for “best hair” might be used by someone doing research and not ready to buy.

Once you have a preliminary list, hop over to Google’s keyword tool. To

access this you must have an AdWords account. You can set one up even if you never run an ad. Look for words with moderate to high Google search volumes. If no one ever searches for a particular word or phrase, it does you no good to rank highly for that.

BE REALISTIC

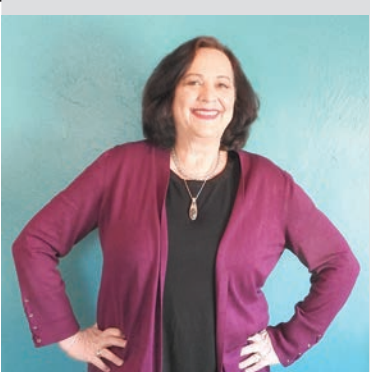
In some industries, the most common terms are very competitive. The page one listings are dominated by one or two large players. For example, it is unlikely a local grocery is going to win a key phrase against Whole Foods. Instead of wasting time hunting a unicorn, it makes sense to narrow the search and select phrases you can win such as neighborhood market, local, family-owned grocery.

GO LOCAL

Have you heard a realtor explain why a property is more valuable by saying, ” location, location, location?.” A property will have dramatically different value depending on where it is located. If you can’t afford the best

neighborhood, you may find a cozy fixer upper just a few miles away. This is similar to trying to rank for popular key words in a very competitive category. Instead of trying to dominate everywhere, narrow your focus and dominate the term for your state, city, or county, adding location based content throughout your website.

SEE BALL PG.B12



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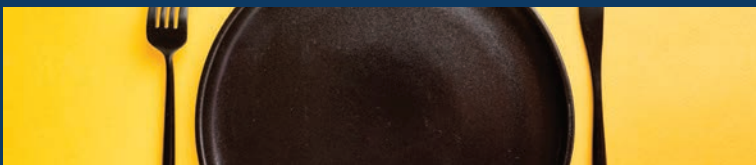


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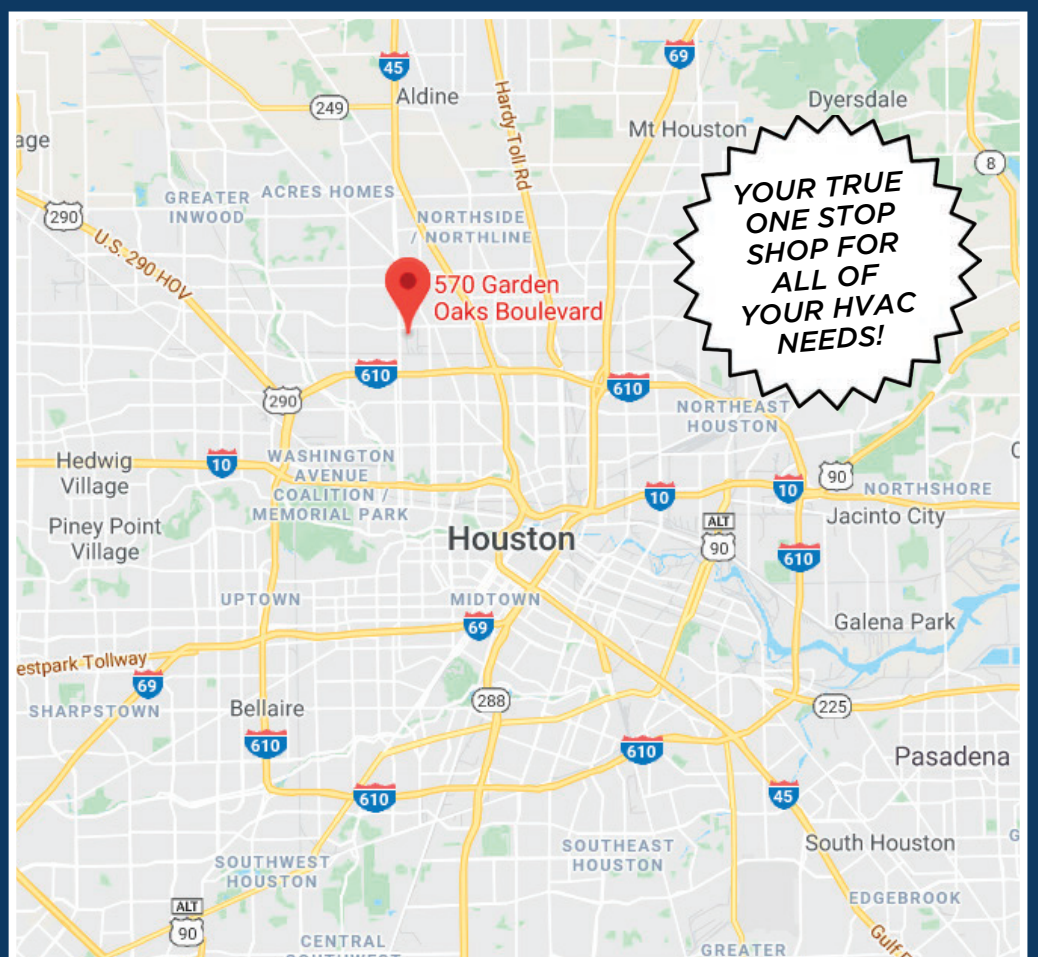


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Product News

Mitsubishi Electric Trane HVAC US M-Series SUZ Universal Outdoor Unit Now Available with Hyper-Heating INVERTER® (H2i®) Technology

Electric heat pump technology for cold climates

Suwanee, Ga. – Mitsubishi Electric Trane HVAC US (METUS), the exclusive provider of Zoned Comfort Solutions® and a leading supplier of Variable Refrigerant Flow (VRF) heating and cooling systems, announces the expansion of the SUZ universal outdoor unit to include Hyper-Heating INVERTER® (H2i®) technology.

The single zone outdoor unit is part of the M-Series product line from METUS, which includes indoor units, outdoor units and controls for residential and light commercial applications. Available in 9,000, 12,000, 15,000 and 18,000 BTU/H capacities, the SUZ with

H2i technology delivers indoor comfort in extreme cold weather conditions maintaining performance at outdoor temperatures as low as -13 degrees Fahrenheit. At 5 degrees Fahrenheit outdoors, the system is designed to deliver up to 100% of its rated heating capacity.

“We’re pleased to expand the M-Series product line and the range of indoor unit options available to our customers by offering the SUZ with hyper-heating performance,” said Mitul Patel, director of residential product management, Mitsubishi Electric Trane HVAC US. “Through the use of H2i technology, our

heat pumps reliably deliver warmth and comfort in cold climates where older heat pumps have struggled. The SUZ works with a broad range of indoor units, giving homeowners in all regions more efficient, all-electric equipment for their indoor heating needs which reduces their dependence on fossil fuels.”

Ideal for residential or light commercial applications, the SUZ outdoor unit is designed with a built-in base heater and Blue Fin anti-corrosion coating over the coils. SUZ with H2i® is now available for use with the following indoor units and capacities:

- SLZ-KF 2’x2’ four-

way ceiling cassette with 3D i-see Sensor® in 9, 12, 15 and 18 KBTU/H

- EZ FIT™ recessed ceiling cassette (MLZ) in 9, 12 and 18 KBTU/H

- SEZ-KD low-static ducted unit in 9, 12, 15 and 18 KBTU/H

- PEAD mid-static ducted unit in 9, 12, 15 and 18 KBTU/H

- SVZ multi-position air handler unit in 12 and 18 KBTU/H

For more information about the SUZ universal outdoor unit and other heating and cooling solutions from Mitsubishi Electric Trane HVAC US, visit www.mitsubishicomfort.com.

Statement from Secretary of Commerce Wilbur Ross on President Donald J. Trump’s Budget: A Budget for America’s Future

President Trump’s dedication to the success of all Americans has fostered an unprecedented period of growth for our economy and created the biggest economic boom in our nation’s history. The President’s 2021 Budget for America’s Future exemplifies his bold leadership and commitment to tackling the big structural issues that will allow every American to have equal and limitless opportunities to succeed.

This budget codifies the President’s commitment to protecting the interest of American taxpayers by putting us on the path to a balanced budget, including making tough choices to balance the budget in 15 years and \$4.6 trillion in deficit reduction over 10 years. By putting more money in the

pockets of American’s through historic tax cuts and eliminating burdensome and unnecessary bureaucratic regulations, we can promote prosperity for all Americans for generations to come.

At the Department of Commerce, we will continue to rout out wasteful and unnecessary spending in our organization. This will ensure that we are supporting and promoting American businesses and communities to reach previously unrealized prosperity in an effective and efficient manner. Combined with this budget’s \$51 billion in regulatory savings across the Federal Government, American’s will continue to have more opportunities for success because of this President than any other.



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More on the Material to Labor Ratio (M:L Ratio)

In my last column, I wrote about an important ratio I call the material to labor ratio (M:L ratio). I defined it as the ratio of material used on jobs to the amount of direct labor used to install that material on jobs. I wrote that it takes a departmentalized income statement to do this calculation correctly, and that the higher the ratio the better.

So What Is Your Average M:L Ratio?

So let us begin with a simple question. What is your material to labor ratio?

I suggest that you take 20 jobs from this year (any 20 will do) and, from the job costing report, jot down the total amount of material (at cost) that you used on that job and the total cost of all of the direct labor on that job. Do this for all 20 jobs. And while you are at it, jot down your net profit percentage on each job as well.

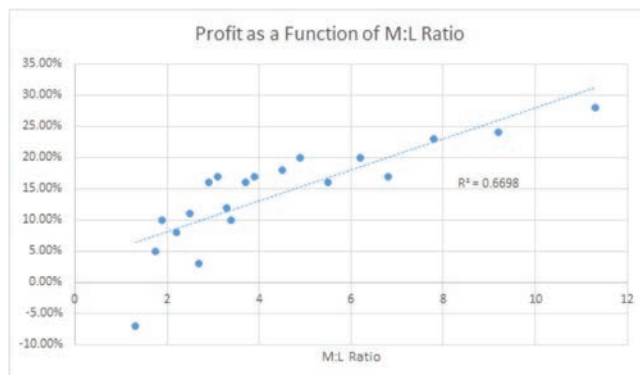
I bet you will find two things that come to light: (1) your M:L ratio is all over the place, and (2) so are your net profits. When I was actively consulting with contractors, one of the first ratios I ran was the M:L ratio. This told me immediately how well the contractor was using his labor to install material. This is vitally important because a contractor stands to make more profit when she sells material then when she sells just time. (And don't throw up the argument to me, "Well, I make a heck of a lot more profit on service than I do installs!" Of course you do, but 24% of what? \$500? Compared to 10% on \$8,000 in sales? Don't get fooled by percentages versus dollars. You put dollars into your bank account, not percentages.)

I have seen M:L ratios on individual jobs as high as 19 to 1 (a straight-out chiller replacement) and as low as 0.75 to 1 (service calls and jobs that go sour).

But here is another dirty little secret: If you graph your

data, I bet you will find a rising line as the M:L ratio gets larger compared to profit. Let me insert an example of what I mean.

Here, we see a gradually rising pattern of the dots as the M:L Ratio increases, and since the vertical axis is profit percentage, the data suggests that as the M:L ratio increases,



so does the job net profit (as a percentage). Here, I have asked Excel to generate a dashed trend line and a "fit" coefficient (0.6698). This is a pretty good coefficient and suggests a fairly strong linkage between the M:L ratio and profit. (And if we toss out that first job, showing a loss, the coefficient rises above 0.75.)

What if My M:L Ratio is Low?

What is a "low" ratio? There is no correct answer, but the higher the ratio, the better. An M:L ratio of 4.25 is better than 2.79 but weaker than 5.93. How high your ratio is will depend a lot on what kind of work you

do most of the time. If you tend to lose by getting lots of labor-intensive jobs that never seem to end and on which you get a bloody nose, your M:L won't look good. If you win lots of fast-turn jobs—in and out jobs, with lots of iron on them—your M:L will look great.

So what do you do to get your M:L ratio higher than it already is?

First, before you bid ANY job, when the take-off is done and is as accurate as you can make it, run the M:L ratio on the job. If the pre-bid ratio is lower than your historical average, the job will make you weaker. I wouldn't take the job, but you have to make your own decisions here. (You only have a fixed pool of labor and you don't want to chase every job in town. You can make a great living on 10% share of market if you know what 90% to leave alone.)

But if the job's M:L ratio is ABOVE your historical ratio, the job will make you stronger. You should go for it!

But here is where it gets tricky, and let's see why.

The Devil is in the Bid Details

Most contractors use a single-factor job



Richard Harshaw

pricing method (if they use any method at all). The single-factor method (SF) has been around for a long time and is easy to use. It is also poison to your business.

Let's take an example. Your historical M:L ratio is 1.93. Not bad, but nothing to brag about either. A job comes along you have been asked to bid. Your takeoff shows material costs of \$12,587 with labor expected to run \$2,056. What is the job's M:L ratio? $12,587 / 2,056 = 6.12$. That is WAY above your historical average so this job will add muscle to your business (and profits).

SEE HARSHAW PG.13

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HARSHAW con't

Now let's suppose your departmentalized income statement (more on that in a future column) shows that your installation overhead runs 36% of sales and you had 6% net profit last year. Furthermore, suppose the ratio of overhead to labor historically has run 1.42. What happens to the bid?

If we use the SF method, we take the total job costs

(assuming material and labor is everything) of \$12,587 + \$2,056 = \$14,643 and divide it by the factor (100% - GM%). Since I only gave you the overhead and historical net profit, we must add the overhead to the *desired* net profit on the job to get the GM% (here it is 46%, assuming 10% net profit goal). So 100% - 46% = 54%. The divisor must then be 0.58. So dividing \$14,643 by 0.54 gives a bid of \$27,116.

Let's now run the bid using overhead as a KNOWN quantity since we know the ratio of overhead to labor. The job costs are now \$12,587 for material, \$2,056 for labor, and \$2,920 for overhead (labor of \$2,056 x an overhead to labor ratio of 1.42). Total costs are \$17,563. To get 10% profit we divide this by 1 - 0.10 = 0.90 and bid the job at \$19,514.

That's about \$7,600 less

than the SF bid. With the SF method, you'll NEVER see high M:L jobs. What will you get? The lousy low M:L jobs.

If you want to get high M:L jobs, you have to run the M:L ratio on every job after doing a good takeoff and using the second method—which I call "COWL" for "Covering Overhead With Labor"—on every bid. COWL helps you win high M:L jobs. It also makes

your bid ridiculously high on low M:L jobs. But then, you want those jobs to go your competition anyway! (And if you DO happen to win a low M:L job with COWL pricing, at least you'll make money on it.)

Try It—But Only If You Dare

So try using COWL on every job bid and see if your M:L ratio does not start to steadily

rise. If you have the courage.

Or play it safe and keep bidding with SF—and winning those horrible low M:L jobs. After all, somebody in town must take them!

Enjoy your success. Warning: You may have to pay more income taxes this year because of this. Don't say I did not warn you!

Until next column, wear your COWL like a good monk.

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AHRI Mourns the Passing of Dave Pannier



The entire HVACR and water heating industry mourns the February 1 passing of former ARI Chairman, former Interim NATE President, and former President of Trane Residential Systems David R. Pannier. Dave was an industry stalwart who contributed to its success in ways large and small, always ready to lend his keen insights and energy for the betterment of the many organizations for which he was a part. Dave served with distinction in many roles within ARI/AHRI, including serving as Chairman of ARI's Board of Directors in 2004.

Following his retirement in 2009, Dave agreed to serve as Interim President of North American Technician Excellence in 2010, after the departure of longtime president Rex Boynton. AHRI presented Dave with the association's highest honor - the AHRI Distinguished Service Award - in 2009.

Dave's obituary expressed his wish for no funeral or memorial service, but his family will receive friends and colleagues at an open house on February 9 from Noon to 4:00pm. Donations in Dave's memory can be made to the organizations listed in the obituary. Pictured L to R: 2009 AHRI Chairman Keith Coursin presents Dave Pannier with the AHRI Distinguished Service Award.

Service Roundtable Will Host the International Roundtable in San Diego March 11th and 12th

Coppell, Texas— Service Roundtable, an organization founded by a collaboration of leading contractors, will host the 4th annual International Roundtable in San Diego at the Mission Bay Resort on March 11th and 12th. The event is for Service Roundtable members only, but guests can attend if they buy a ticket and join for \$10 for their first month.

Attendees will have the opportunity to network with residential contractors and experts in the HVAC, Plumbing, Electrical and Remodeling industries who have built their businesses from the ground up and now dominate their markets. Hand-selected group of speakers who are at the top of their respective industries will share how to gain the tools and resources successful contractors use to grow their companies. Speakers will touch on the mistakes they've made and the opportunities they've leveraged to achieve success.

"We are excited to put on this exclusive event," said Matt Michel, President of Service Roundtable. "All of our members are entrepreneurs. They are business owners who constantly strive to improve their business knowledge so they can become better leaders

and lead their companies to better performance year after year."

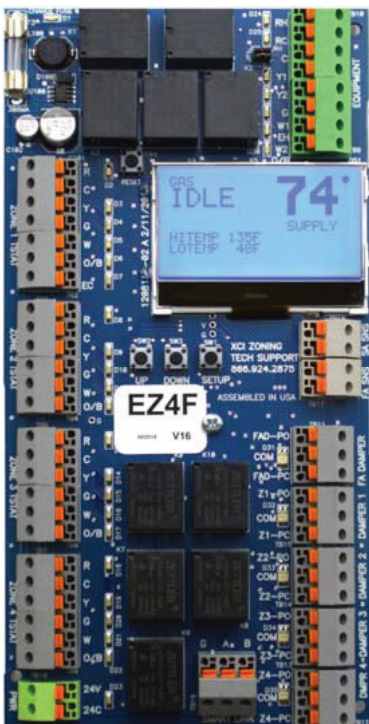
Keynote speakers include Ken Goodrich, CEO of Goettl Air Conditioning & Plumbing; Mark Eaton, best-selling author and Teamwork Expert who went from auto mechanic to NBA All-Star; and Jim Hinshaw, President of Sales Improvement Professionals Inc., a sales training company.

"The International Roundtable has always been a members-only event but this year we are encouraging non-members to buy a ticket and join for just one month," said David Hiemer, Senior Vice President of Service Roundtable. "This is a great opportunity to get a sample of what Service Roundtable has to offer and how we can help their businesses grow."

The 2020 San Diego InterRoundtable will take place on March 11 and 12 at Mission Bay Resort at 1775 East Mission Bay Drive, San Diego, CA 92109. To register for the show, visit <https://irtshow.com/irt-san-diego>

For more information on Service Roundtable, visit www.GoServiceNation.com or email succes@serviceroundtable.com

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Product News

Johnson Controls Introduces Integrated Wrap-Around Heat Exchangers for Compact Air-Handler Footprint

Wrap-around heat exchangers now available on YORK® Solution™ Indoor and Outdoor units

Milwaukee — Johnson Controls announced that it has added fully integrated, factory-built and installed wrap-around heat exchangers (WAHX) to its YORK® Solution™ Indoor and Outdoor air-handling units, meeting a growing need for energy-efficient dehumidification methods in a compact footprint.

Integrated WAHX offer dehumidification benefits for many HVAC air handling system applications, including schools, hospitals, laboratories and gymnasiums. They're manufactured on the same line as YORK AHRI 410-certified air handler coils. Johnson Controls guarantees the performance and reliability of the entire system, without need for onsite installation or additional manufacturing lead time.

YORK Solution Indoor and Outdoor units with WAHX possess all the industry-leading innovations for which Solution has become known, including:

- AMCA-certified fan systems, including both AC induction and EC motor options to meet project requirements for performance,

efficiency, acoustics, size, footprint, serviceability and redundancy.

- Service-friendly features such as slide-out coil stacking racks with removable coil pull wall panel, raised coil supports for easy drain pan access, motor removal rails, inward-swinging doors and inside door handles.

- Standard Building Information Models (BIMs) to aid in design and engineering.

YORK Solution Outdoor units are engineered specifically for use in outdoor environments and feature a patent-pending zero-penetration membrane roof system backed by the confidence of a 10-year roof warranty. They also include an exterior two-layer coating system with a salt spray test rating that exceeds 2,000 hours – up to four times longer than other paint systems. YORK Solution Outdoor units are the first semi-custom air handlers to offer a full-length integral factory-installed service vestibule, providing convenient, safe service access with full protection from inclement weather conditions.

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→ 40 VA Transformer
→ Fresh Air Control on board
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The Duct-Free Zone

Mini split installation / service aids and accessories I consider necessities: Mini splits have become so popular that their sales and installations increased annually by double digits and as a result, an onslaught of mini split installation / service aids and accessories have hit the market...some good, some not so much, but a few I consider necessities.

Here are some that I consider to be necessities...

First has to be a surge protection device. I'm always shocked (pun intended) when I'm conducting a GREE mini split class and I bring up my strong recommendation for surge protection, many installers and technicians never considered it and / or heard of it before as it relates to HVAC equipment.

A surge protection device will protect equipment and the control boards within equipment from damaging voltage surges whether it is man-made in the form of something internal to the grid or an act of God like a lightning strike.

In my own home, I have an older inverter mini split that heats a four-season room (a glass enclosed deck if you will). The compressor fried on its own not long ago but because I had a surge protector on the system, it did not take out the board along with it.

How do I know the surge protector saved

the board? Easy, the surge protector has a little green LED light that illuminates as long as the surge protector is not spent (most are one and done). In my case, the surge protector was spent, clearly sacrificing itself in order to save the board when the compressor fried.

Pretty impressive!

Those of you who know me or read this column regularly know that I preach as small business people we always must do everything we can to limit our liability...to isolate and insulate ourselves and our businesses from liability. A surge protector, a component that in most cases nets out to you for less than \$100.00, can save you thousands of dollars in lost equipment and liability expenses.

What are liability expenses? A lawyer!

We all put little stickers on equipment that we have installed that says, "when you need service, call ACME Heating & Air." It's how we get repeat business...it's something all contractors have done since time immemorial but that sticker has the potential to take you from being the installer to the defendant when that equipment is destroyed by a power surge.

We live in the GREATEST country in the world...we do! The problem however, is that we have a very flawed judicial system that allows for people to make false and fraudulent claims against our little mom and pop HVAC companies

and we need to protect ourselves from that potential...a surge protector does just that!

I have used the Intermatic AG3000 for many years and recently used the new Rectorseal RSH-50. I see where my friends at Diversitech have introduced the Surge-Trap surge protector. Any one of these products should be included in every mini split installation no matter where that installation is taking place. Lightning strikes are most predominant in Florida and Texas but they are not limited to those states and internal surges can, and do happen everywhere, so surge protection is NOT a specific geographic need...its needed EVERYWHERE!

My second item would be a proper flaring tool. I spoke to this in my October, 2018 edition of this article. You can see all my previous articles at this address: <https://espcotraining.com/posts/hvac-news/>

The next item I want to address is a service related item...a product that makes cleaning the mini split evaporator coil and blower wheel relatively simple and easy.

The SpeedClean Mini Split Bib Kit and the Rectorseal Desolv Cleaning Kit both allow for the cleaning of the indoor unit coil and blower wheel WITHOUT extensive disassembly of the indoor unit and WITHOUT any damage to finished walls and finished floors.



Gerry Wagner

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

They are both very similar in that they provide what I call a mini split diaper...the diaper essentially creates a basketball hoop effect around the bottom of the indoor unit. The bottom of the diaper is then directed into the 5 gallon bucket in which it was packaged and then the cleaning process begins. The two products are a bit different in how the diaper attaches but they both provide a water tight seal that allows power washing of the coil and blower wheel with all fluids being directed into the bucket...INGENIOUS!

SEE WAGNER PG.B12



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It's On My Heart: Big Event!

Just put into motion a big event! May has a good friend who happens to be one of the top realtors in the nation. Actually #7 in the nation for Berkshire Hathaway a couple of years ago. Out of about 45,000 nationwide. She is based out of AZ, routinely lists and sells multi-million dollar homes. Just to be clear, our home is not in that category, as I said she is a GOOD friend. Some may ask, why are we selling? We want to be more out in the country, with some land. Wait, we did that in Colorado. It was perfect except for the winter, which lasted almost 6 months. But this is not about us. It is about a professional salesperson, Dee Dee Nadler.

Dee Dee started real estate sales in 1987 with Coldwell Banker, staying there over 9 years. By year three she had her own office, specializing in executive relocations. She quickly became one of the top

three agents in Arizona. From there she moved to Realty Executives, where she worked for over 16 years.

She then looked at the market, decided to move to another company, interviewed 7 before deciding on Berkshire Hathaway. I asked her why she settled on them, she said they were owned by Warren Buffett, one of the smartest and wealthiest men on the planet, seemed like it made sense. She has now been at Berkshire Hathaway for 7 years, again as a relocation specialist.

Remember the savings and loan meltdown a couple of decades ago, which led to people sending their keys to their home back to the bank. Then they did not trash the home the way they do today, but the banks found themselves in a position of home ownership that they not only did not want, but did not expect. Dee Dee worked with a lot of the major banks

in Arizona as well as other financial institutions, helping them to clear out the unwanted inventory. Another specialty she created when the market needed an expert in that area.

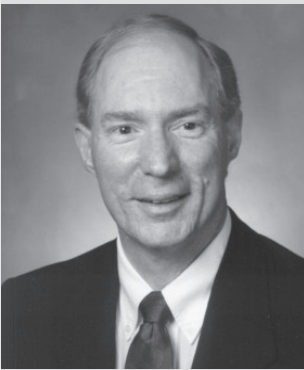
So I asked Dee Dee what it takes to be a great sales person, not limited to real estate. She answered quickly, being a good listener! Wow, I share that from the front of the room often, good to hear it from another source. Secondly, know your inventory, what is available. Get up to speed on the marketplace, where the good schools are, become an expert. And finally, realize women are the decision makers. She told me she had only sold a couple of homes in the last decade to men, almost always the woman was the decision maker.

How does this apply to us? First, start with the listening concept. I have said many times, one mouth, two ears, use them in that same

relationship. Listen more than you talk. We used to say, we can talk them into a sale. Not true today, today we listen them into a sale. Listening will set you apart and builds trust, which is critical for the sale. Until they like, believe and trust you, it ain't happening.

Secondly, know your products, and the marketplace. Know what systems make sense in your area, who has rebates available, what the utilities are offering (anything from a rebate to reduced costs for specific installs), and in addition know what the competition is offering. There may a new box from a brand that you don't sell that may be a game changer, be sure you know how it works and what to say in response to the customer who is asking about it. You and I know the install makes all the difference in the system, the consumer doesn't.

SEE HINSHAW PG.B12



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!"

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

For more information please contact him at Sales Improvement Professionals, Inc., 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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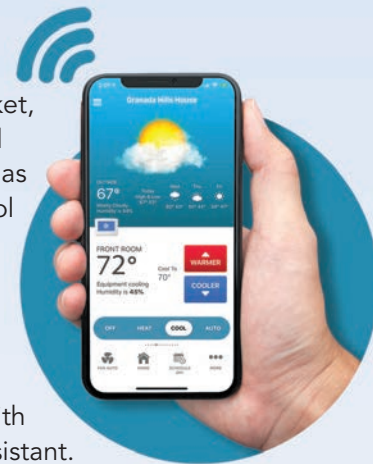
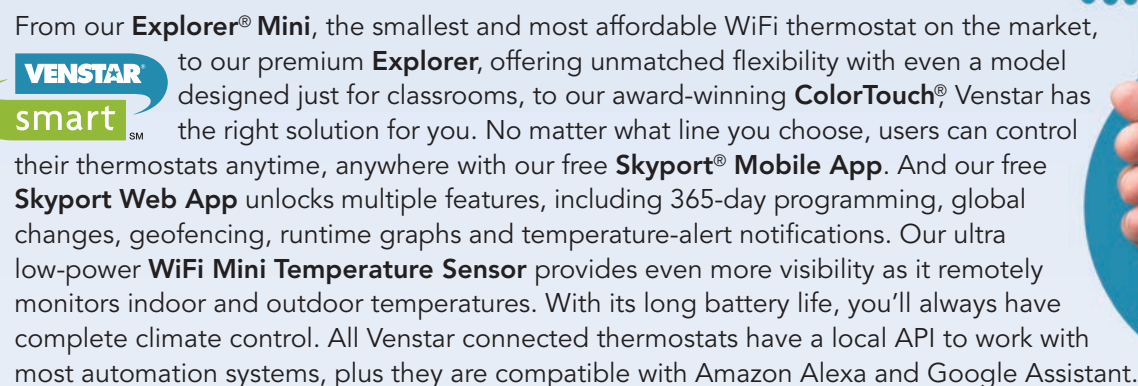
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Construction Employment Increases by 44,000 in January and 142,000 Over 12 Months as Industry's Unemployment Rate Sets New Low for January

Average Hourly Earnings in Construction Top Private Sector Average by 9.7 Percent as Construction Firms Continue to Boost Pay and Benefits in Effort to Attract and Retain Qualified Hourly Craft Workers

Construction employment increased by 44,000 jobs in January and by 142,000 over the past 12 months, as the industry's unemployment rate hit a new January low, according to an analysis of new government data by the Associated General Contractors of America. Association officials noted that the employment gains are happening at a time when most construction firms expect demand for all types of construction to remain strong.

"Construction accounted for one-fifth of all jobs added in January, even though the industry makes up less than five percent of total employment," said Ken Simonson, the association's chief economist, noting that the industry's increase was the largest in a year. "Some of the gains may reflect unusually mild winter weather in much of the nation, but contractors are unquestionably optimistic about the year and plan to continue hiring."

Total construction employment climbed to 7,593,800, the highest level since August 2007, with gains in both residential and nonresidential employment. The 1.9 percent growth in construction employment between January 2019 and January 2020 outpaced the 1.4 percent increase in total nonfarm payroll employment. Average hourly earnings in construction – a measure of all wages and salaries – increased 2.9 percent over the year to \$31.19. That figure was 9.7 percent higher than the private-sector average of \$28.44.

Simonson observed that both the number of unemployed workers with recent construction experience – 515,000 – and the unemployment rate for such workers – 5.4 percent – were the lowest ever for January in the 21-year history of those series. He said these figures are consistent with reports from contractors as part of the association's annual outlook that experienced construction workers are hard to find.

Association officials said construction firms report they plan to continue adding jobs in 2020 amid what it expected to be strong demand for all types of commercial construction services. But they cautioned that 81 percent of contractors also report having a hard time finding enough qualified workers to hire. These workforce shortages could impact construction schedules and costs, the officials warned. They called on Congress and the Trump administration to boost funding for career and technical education, expand Pell Grant eligibility and enact immigration reform to help address labor shortages that threaten the sector's future growth.

"As these figures make clear, the construction sector is making an outsized contribution to overall economic growth," said Stephen E. Sandherr, the association's chief executive officer. "But if construction firms can't find enough people to hire to keep pace with demand, then future economy growth could be at risk."

Johnson Controls announces North American Rooftop Unit Roadshow

"Game On" Roadshow will travel to more than 25 states in 2020, featuring Johnson Controls HVAC solutions

Milwaukee —Johnson Controls announced its 2020 "Game On" Roadshow, featuring rooftop HVAC systems from Johnson Controls, TempMaster® and YORK®. Beginning March 4th in Richmond, VA, this tour will bring the comprehensive and newly extended rooftop unit portfolio to locations across North America, including Los Angeles, Toronto, Atlanta, and more.

As part of the tour, the 53' "Game On" trailer will house full-size displays of Choice 15-27.5T and Select 27.5-50T units to give visitors hands on interactions with the equipment. The agenda will also include engaging interactive experiences featuring the Premier 25-50T rooftop platform, Variable Air Volume Products (VAV), the Verasys Building Controls System and the Rooftop Center of Excellence for design and manufacturing.

With events held in more than 25 states, the "Game On" Roadshow is part of Johnson Controls overall commitment to customer success and innovation, including the recent opening of their Norman, OK Rooftop Center of Excellence, a 900,000 square foot laboratory and manufacturing space.

For more information and to register for the "Game On" Roadshow, visit: www.johnsoncontrols.com/gameon

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Product News

Friedrich Introduces Wi-Fi Technology for Ductless Split Systems

Ductless products with built-in Wi-Fi marks a first for the U.S. A/C industry

San Antonio, Texas—Marking a first for the U.S. air conditioning market, Friedrich Air Conditioning Company, a leading U.S.-based manufacturer of heating, cooling and other room air conditioning products, is unveiling built-in Wi-Fi capabilities for its Floating Air® Series ductless split systems. Available in March for the company's Premier and Pro wall-mounted and Pro ceiling cassette models, Friedrich is showcasing its latest Wi-Fi-enabled ductless products at the AHR Expo 2020 held in Orlando, Florida, Feb. 3-5.

Friedrich's latest efforts to pioneer integrated Wi-Fi capabilities will help drive even greater demand for ductless among U.S. residential and commercial customers looking for

the ultimate in air conditioning convenience and control. With Friedrich Wi-Fi-enabled Floating Air Series models, users can control their system from anywhere anytime using the FriedrichGo™ app to easily adjust settings or power their units off and on using their smartphone or other connected device. FriedrichGo also is compatible with Amazon Alexa or Google Home for voice-controlled convenience.

Already, ductless has taken the market by storm as an effective way to heat and cool indoor environments that allows for more precise temperature control, greater efficiency and quiet operation. While ductless systems have traditionally been used in spaces that don't have existing ductwork, such as attics and

basements, their popularity as a whole-home solution and for mixed-use commercial spaces continues to show strong growth. Flexibility to scale and "right size" ductless systems to the needs of a space along with cost saving of room-by-room control is driving interest among customers who view them as a smart solution when compared to all-or-nothing central air systems.

"In many circumstances, ductless is simply the wisest choice and now we've just made it that much smarter," said TJ Wheeler, Friedrich Vice President of Marketing and Product Management. "Friedrich's integrated Wi-Fi technology takes the convenience, efficiency and control that customers already love about ductless to a whole new level."

Built-in Wi-Fi capability is just the latest ductless system innovation spearheaded by Friedrich. Last year, the company unveiled a number of advancements benefiting the HVAC trade, including introducing FastPro® technology designed to make ductless system installation, cleaning and servicing up to 50% faster, easier and more convenient for its Floating Air Pro and Premier Series. For more information about Friedrich's complete offering of ductless split system solutions, visit <https://www.friedrich.com/products/professional/ductless-split-systems>.

Fujitsu Introduces New VRF DX-Kit for Air Handling Applications

Fujitsu General America, Inc., has introduced new DX Kits, enabling installers of Fujitsu Airstage VRF systems to incorporate third-part air handling units and fan coils into a VRF system or connect them to a dedicated Fujitsu VRF outdoor unit as a 1:1 system.

Various control strategies are available such as control by air discharge sensor or return air temperature sensor when connected to air handling unit or fan coil unit. The system can also be controlled via Modbus interface for integration into a BMS system.

The new DX-Kit supports a wide range of capacity classes, from 18,000 to 168,000 BTU/h. Two EEV units can be connected in parallel for up to 168,000 BTU/h large capacity units.

There are a variety of control options to match the application. Central control can be achieved using the Airstage VRF controllers or central management (BMS) controller. External, third-party controls can also be used.

The system provides many inputs and outputs, and is connectable to Airstage VRF series J-IIIIL, J-IIS, J-II, V-II and VR-II.

For more information, visit www.FujitsuGeneral.com or contact your local Fujitsu rep/distributor or your Fujitsu sales engineer.

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Coburn Supply Sure Comfort Dealer Meeting

Coburn Supply held their Sure Comfort Dealer Meeting at the Royal Sonesta Hotel in New Orleans on January 17th-19th. The Dealer Meeting had a vendor fair, hospitality suite, meeting, dinner and awards.



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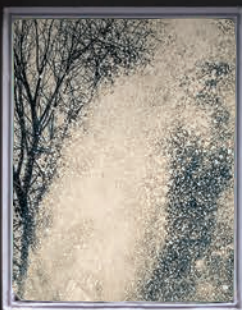
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Service contractors finally have a bank on their team who not only understands their business but has created an entire department dedicated to lending money to HVAC, plumbing and electrical service businesses. Live Oak Bank is a unique financial institution that specializes in lending to privately held businesses by way of the Small Business Administration's (SBA) 7(a) lending program. By utilizing the SBA 7(a) program and establishing industry focused lending divisions, Live Oak Bank has been successful in establishing themselves leaders in SBA lending. The Live Oak Bank service contracting department was created in 2018 in order to provide capital to what has historically been an "under banked no man's land."

Up until now, service contractors have had extreme difficulty convincing traditional banks to lend them money. Service contracting businesses, by design, do not own vast amounts of expensive assets, such as machinery and equipment, of which traditional banks can use as collateral. Without sufficient collateral, traditional bankers are not going to lend money. This is where the combined expertise of Live Oak Bank and the SBA 7(a) lending program come into play. The

SBA 7(a) lending program enables the SBA to provide government guaranteed loans and lessen the exposure for banks. Backed by the SBA, Live Oak Bank is able to make loans to privately held businesses that lack collateral. Should a loan go bad, the bank is protected and therefore can place significantly less emphasis on collateral.

With Live Oak Bank's focus on service contractors, an owner of a business can actually cash out on the day of the sale now that the buyer can borrow the money needed to buy the business. This ends the age-old dilemma of the seller being forced to carry a seller's note and hoping the buyer continues to pay. In addition, owners are now able to purchase other businesses by borrowing the money without having to dip into their capital. The financing that Live Oak Bank offers under the SBA 7(a) lending program is a game changer for buying and selling service contracting businesses whether the sale is to an employee, family member or third party.

In addition to lending money for business transactions, Live Oak Bank understands that growing a service contracting business requires working capital or capital to expand into a larger facility. The service contracting department lends working capital and real

estate loans to HVAC, plumbing and electrical contractors. Additionally, some service contractors may find themselves struggling under unfavorable terms associated with pre-existing loans. Refinancing pre-existing debt is also an option with Live Oak Bank.

The SBA 7(a) lending program was created to aid privately held businesses and is administered by the United States Small Business Administration. There are myths and half-truths that exist regarding the SBA including the time involved to secure a loan. The reality is that the process could be cumbersome to a bank that is unfamiliar with the program. Live Oak Bank is a part of the Preferred Lender Program, meaning they were approved by the SBA as a partner and has the authority to make final credit decisions, which can both simplify and speed up the loan process. Like an HVAC contractor that does a lot of full system replacements, they understand the process and know how to get loans approved efficiently. In 2019, Live Oak Bank was the highest volume SBA 7(a) lender. If you have any questions regarding Live Oak Bank's service contracting department, call Brandon Bolen at 910-550-2858. Brandon is the vice president of the division and speaks with contractors all day long. He not only

understands SBA lending, he understands your business as well and would be happy to discuss your financing needs.

Brandon Jacob's career as a CPA for 30 years includes extensive experience in business valuations, exit strategies and business transactions. Specific to the contracting trades, Brandon has over 20 years of assisting in the valuation, sale and purchase of contracting businesses of all sizes. Brandon currently operates Contractors Financial Opportunity, LLC (www.Contractorscfo.com) a financial consulting firm specializing in businesses valuations, exit strategies and transactions for contracting businesses of all sizes. Brandon has had numerous industry speaking engagements and multiple articles published within his area of expertise and has published two contracting specific books: For What It's Worth (www.Forwhatitsworthbook.com) which explains in detail how to value air conditioning and plumbing businesses and Operation Exit Strategy (www.Operationexitstrategy.com) which goes beyond valuations and explains what a business owner must in order to successfully sell a business. Brandon can be reached at 713-443-8311 or by email at Brandon@contractorscfo.com.



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HVAC Industry's Nortek Air Solutions Partnership with Local Charity Grows Stronger in Oklahoma

Equipment, expertise and other volunteer efforts help modernize the Center of Family Love's HVAC air filter fabrication plant for the charity's disabled adult workers.

Kingfisher, Okla.- After a typical morning working at the HVAC industry's largest manufacturer of custom air handling equipment on Feb. 4, 30 Nortek Air Solutions (NAS) executives, engineers and factory employees finished their work day handling paint brushes and brooms at the Filters For Life (FFL) center, Kingfisher, Okla.

The community service effort to spruce up the 10,000-square foot air filter fabrication facility was just another checklist item in NAS' ongoing corporate volunteer partnership with the FFL's non-profit charity owner, Center of Family Love (CFL), Okarche, Okla.

The partnership illustrates NAS' corporate philosophy "To Create a Better Tomorrow Every Day." It also mirrors a growing U.S. trend where businesses aren't just workplaces, but also functioning community support organizations.

CFL provides direct-care for more than 130 adults living with intellectual and physical disabilities, many of whom reside at the 39-year-old organization's 11-building, 20-acre Okarche campus. Believing that everyone has talents, abilities and a true purpose in life, regardless of the challenges they face through their disability, CFL has created career opportunities for residents in viable, self-sustaining businesses, such as the FFL and Kristy Lyn's Flowers & Gifts, the charity's retail giftshop and garden center that also received NAS' updates on Feb. 4.

It's the FFL where the budding partnership blossomed. NAS' Kevin Flynn, vice president of engineering and a parent with a disabled child, volunteered engineering expertise to convert the FFL from handmade pleated air filters to an automated shop using high technology equipment donated and commissioned by



Center of Family Love (CFL) resident Allen K. (left) paints a new filter fabrication station area yellow with Nortek Air Solutions (NAS) Group President, Buddy Doll on Feb. 4.

NAS. Consequently, the FFL, which has a contract with the Oklahoma's Office of Management and Enterprise Services (OMES) to provide replacement air filters to

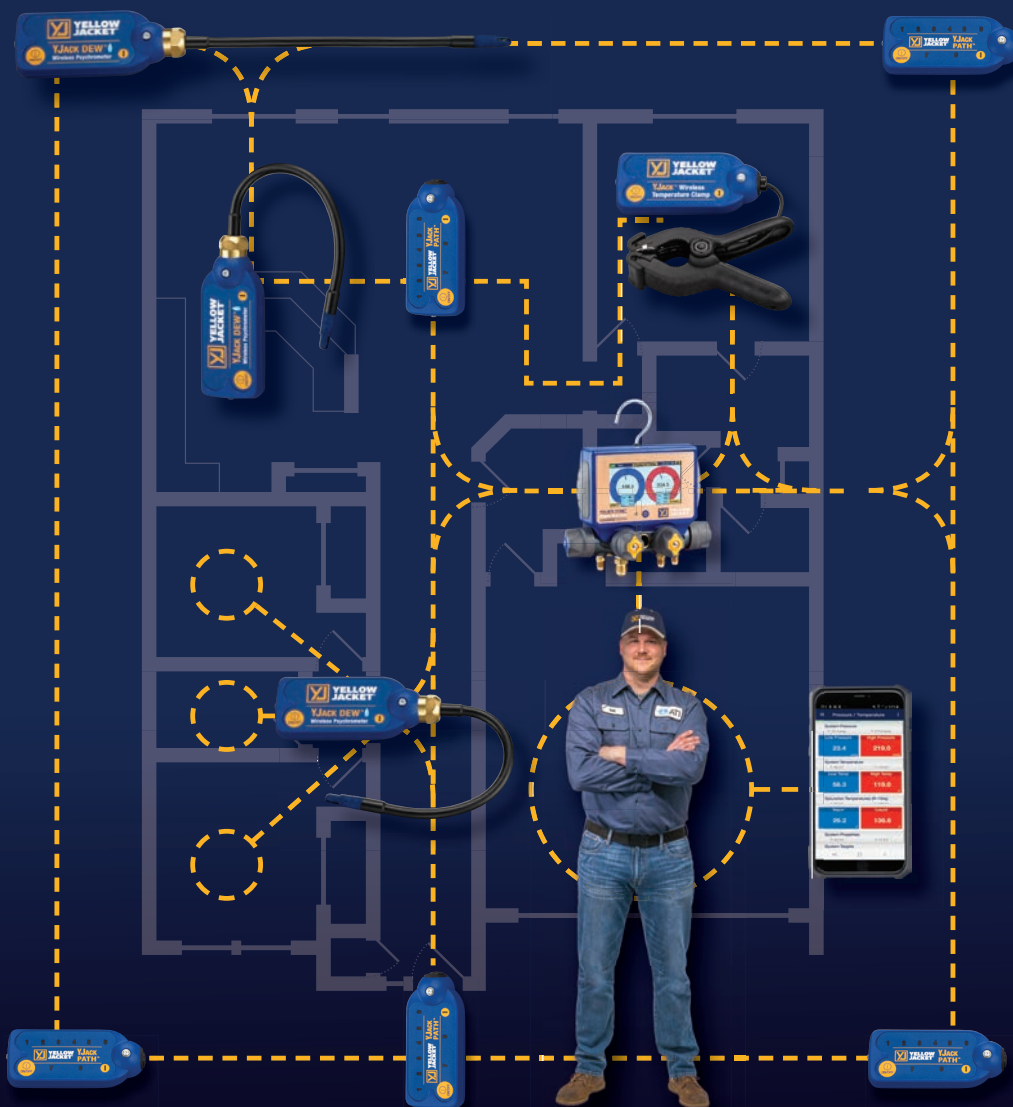
all state building HVAC systems, will easily meet its quotas with the ensuing productivity increases. Furthermore, the 22 FFL workers have replaced strenuous labor tasks with more push-button automation. The uptick in production will soon allow NAS to also purchase FFL's surplus pleated fabric air filters for its Temtrol® commercial air handlers it manufacturers at its nearby 300,000-square-foot Okarche plant.

Flynn eventually introduced Buddy Doll, NAS' group president to CFL; now many employees volunteer at CFL in various levels including mentoring. Consequently, NAS is the charity's most influential partner. "Our partnership with NAS is one of the biggest blessings to our ministry. Not only are they helping us improve facilities; they are truly fulfilling every aspect of what a partnership can be between a corporation and a charity," said Debbie Espinosa,

CFL's President and CEO. "We are beyond grateful for the financial support and expertise provided by NAS, and while they could've just left it at that, they continue to share their time and energy, playing a crucial role in our community and in our residents' lives. NAS' actions demonstrate what a partnership is truly about."

"When two great organizations come together, they can make a difference for people who just need the opportunity to do great things, too," said NAS' Doll. "The CFL partnership has also changed the lives of our employees too. Giving back to such a worthy cause, has left a lifetime impression on our employees."

The community service day, which is one of many planned for 2020, concluded with a fellowship reception attended by NAS, CFL employees and CFL residents on the



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- Use on Primary or Auxiliary drain pans
 - Adjustable height
 - Stainless Steel clip fits most drain pans
 - Sealed Switch with 6ft of 18AWG lead wire
 - Stainless steel clip





Texas Air Conditioning Contractors Association

13706 Research #214

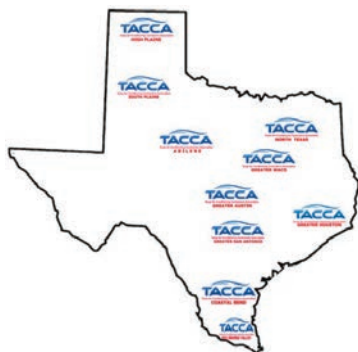
Austin, Texas 78750

800.998.HVAC (4822)

www.tacca.org

TACCA Local Chapters

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



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

Johnson Supply – Austin

Chilly Air Services –
Round Rock

B & MS Construction, Inc. –
Dickinson

J&S A/C and Heating Service –
Lancaster

Thermal Heating and Cooling –
Spring

Triple D Heating and
Air Conditioning – Houston

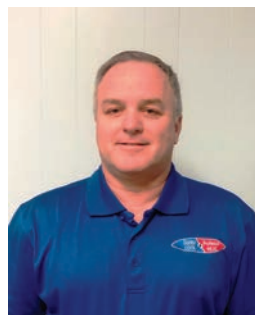
The Texas Air Conditioning Contractors Association (TACCA) is a contractor-focused organization committed to assisting its members be licensed, quality contractors recognized for professionalism, excellence and superior customer service in their communities. With more than 50 years' experience helping 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 2020 Board of Directors

TACCA's Board of Directors elected new officers on February 7, 2020. We are thankful for this group of volunteer leaders and are looking forward to a great year! Congratulations and thank you for all you do for the HVAC industry!



President James Barry with Doctor Cool & Professor Heat
Vice President Nick Watkins with Air-Tech Heating & Air Conditioning
Treasurer Roland Arrisola with Stan's Heating and Air Conditioning
Secretary Mark Gatewood with ABC Home & Commercial Services – Austin
Immediate Past President Roy Jones with Armstrong Mechanical
Region Directors: Merle Aaron, Jr. – Aaron Mechanical, Rob Elolf – Environmental Air Systems, Allison Hale – SOS Mechanical, Mike Krause – Paradise Air, Justin Lauten – Total Air and Heat, and Gregg Zinsmeyer – A/C Technical Services
Associate Directors: Richard Lockard – INSCO and Brad Merchant – Standard Supply



Getting to know TACCA's 2020 President James Barry

Curious about our new president? We were, too. We caught up with him recently and had a chance for a little Q&A.

TACCA: What started your pathway to become a licensed contractor?

JB: My mom and dad started Doctor Cool & Professor Heat in 1979 (I was 9 years old). I started working with my dad during the summers and really enjoyed the challenges in this industry. I also got to spend a lot of time with my dad while he mentored and taught me important life skills. I took the state test at 24 years old and passed it on the first try.

TACCA: As a career HVAC contractor, what are the biggest challenges that you face today that you never expected to encounter early on in your career?

JB: Great question. I actually never thought I would be where I am now. I find that what I am now is more of a motivational position. I spend a lot of time on our team keeping them all focused. I learn the personal side of all the teams and work at knowing about their families. I am always available for them to talk or mentor if needed. Our people are one of the most important assets in our organization.

TACCA: What makes TACCA membership valuable to you as a contractor?

JB: The most valuable part of TACCA is the friendships that I have built with other contractors. We openly help each other and exchange our ideas.

TACCA: What objectives do you hope to see TACCA accomplish in your years as President?

JB: I would like to see us grow membership and start getting some of the younger generation into our association. I feel like we need to connect with more interactive communication to entice them with the benefits and knowledge that can be shared.

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.

See page B14 for the next continuing education opportunity for each area.

License Exam Prep Classes for 2020

TACCA recently sent out a survey to all students who took the exam prep course in the last two years. Preliminary results reflect a pass rate of 70-percent, almost double the TDLR reported overall pass rate of 38-percent. Read what students have said after taking our course.

"The instructor was awesome and I passed the exam on my first try with an 89."

*"The most valuable information was the test taking strategy discussion.
That made all the difference in taking the test."*

"I just thought I would let you know that after taking your weekend preparatory class last weekend I had both class A tests scheduled for Monday and Tuesday. I passed environmental air with an 87.5 and commercial refrigeration with a 93.3! Your class was extremely helpful."

"I want to thank you for your expertise on your class. I do believe it makes the difference in passing the State HVAC/R licensing examination."

Mapping out your pathway to licensure? See the next classes on page B13.

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.


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Product News

Rheem Partners with HGTV's Extreme Makeover: Home Edition

Popular Series Returns to Help Deserving Families Rebuild



Atlanta – Rheem will partner with HGTV's Extreme Makeover: Home Edition as the air and water heating product provider for the upcoming 2020 season. The series will premiere February 16 at 9:00 p.m. EST and spotlight local heroes who give back to their communities despite personal challenges. HGTV produced the series (formerly on ABC) and will air 10 episodes, each with a custom home renovation for a deserving family.

Each renovation incorporates design, technology and customization to create an environment that offers positive and life-changing impact for the homeowner and their families. Designers, builders, plumbers and volunteers worked around-the-clock to complete construction of each home within

four days. ABC's "Modern Family" star Jesse Tyler Ferguson hosts the series. Home design experts and celebrity guests, including former "Extreme Makeover: Home Edition" host Ty Pennington, will appear throughout the season.

"Extreme Makeover: Home Edition is a beloved show that helps families rebuild and thrive," said John Fitzgerald, Executive Vice President of Operations for Rheem. "We want to honor these families and provide innovative HVAC and water heater products to fit their individual needs, keep costs down and minimize their carbon footprint."

The 2020 season will spotlight smart home advancements, sustainability and responsive design. Rheem's line of connected HVAC and water heaters are among the most efficient on the market and provide advanced protection, savings and convenience. With a single app on their phone or through their new EcoNet® Smart Thermostat, each family will be able to control settings, view product alerts and maintenance reminders, and monitor energy and water usage to manage consumption.

LG Component Solutions Usa Unveils Revolutionary R1 Variable-Speed Compressor

Atlanta— LG Electronics USA's Component Solutions division has launched the cutting-edge R1 Variable Speed Compressor™.

"The LG R1 variable speed compressor combines LG's dedication to high-precision performance and energy-saving technology, providing OEMs and their customers with a durable, cost-efficient solution designed to meet the needs of most residential or light commercial applications," said Minhee Jang, Director of Engineering and Quality, LG Component Solutions USA.

Introduced at the 2020 AHR Expo, the compressor features improvements influenced by feedback from OEMs and leading service technicians looking for advanced performance and reliability. The R1 compressor will be launching exclusively with a distinguished manufacturer in late spring.

The R1 compressor, jointly designed by the LG Component Solutions Engineering and Quality center in Farmers Branch, Texas, and LG's R&D Center in South Korea, is engineered for smooth, energy-efficient operation in residential and light commercial applications such as single-family homes, apartments and

multi-family residential units. It has evolved from LG's traditional scroll compressor and rotary compressor, providing efficiency improvements including a hybrid scroll wrap and a mid-bearing scroll assembly that reduces tilting movement thereby reducing energy use.

Suited for a wide variety of demanding environments, the R1 family of compressors (from 2- to 5-ton models) offers temperature and humidity control across and can be paired with VFDs from various OEMs and LG. The compressors provide longer run cycles, which allows opportunity for improved air quality. The simplified structure also provides a shorter oil path to the upper bearing surface, decreasing the likelihood of oil loss.

Designed specifically for the North American residential market, the compressor has a wide operation range of 10-150HZ, offering a 15:1 turn-down ratio. With LG's ultra-high mechanical efficiency, it features an overload protector that prevents damage in abnormal conditions, copper stubs for easy brazing, and precision-calibrated bypass valves that facilitate a smoother, easier start-up by relieving pressure and protecting against over-compression.



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Houston, TX 77041
713-849-4070

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281-907-5000

10155 Mula Rd.
Stafford, TX 77477
281-977-6980

3835 Stahl Road
San Antonio, TX
78217

6814 Alamo Downs Pkwy
San Antonio, TX 78238
210-457-5272

2845 Business Park Drive
Buda, TX 78610
512-441-8998

1810 Rutherford Lane
Austin, TX 78754
512-832-7881

1157 Hendricks Rd.
Corpus Christi, TX
78417

AHR EXPO 2020 in Orlando



The Heyden Stanley Group



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Southwestern HVAC Sales



Recapco and Fieldpiece



Ritchie Yellow Jacket



Women in HVACR Board



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ATCO Rubber Products



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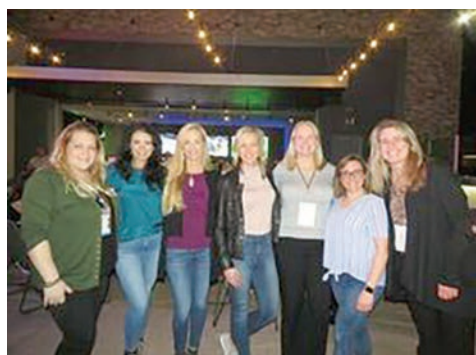


Arkema



Pro 1

The Women in HVACR Mixer at Top Golf in Orlando



HARDI

HARDI Distributors Report 7.4% Percent Revenue Growth in December

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 7.4% percent during December 2019.



The average annual sales growth for the 12 months through December 2019 is 5.3 percent.

“Sales growth for the month was helped by an extra billing day and it needed it because heating degree days were well below normal in five of our seven regions,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The dollar weighted annual growth was also near 5%, so that looks like a fair assessment of the year versus the unusually strong 2018.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 50 days. “The DSO was a bit higher than the recent Decembers,” said Loftus. “This is the second consecutive month that the DSO has been about a day or more higher than the prior year.”

“The economy has been growing in the 2% area. The consensus expectation even before the coronavirus disruption, was for some modest easing of that pace in the new year,” said Loftus. The latest HARDInomics quarterly indicates only a few states are experiencing a noticeably slower pace. The lack of excesses in the economy despite the duration of the expansion supports the soft-landing consensus expectation.

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.

Why does this election year make it so important to attend HARDI's Congressional Fly-In?

- The HFC phasedown has received bipartisan support from current elected officials. This bill needs to be completed and passed to provide the industry certainty and maintain global leadership in the HVACR industry.

- During election years Congress is forced to spend time campaigning in their home districts and spend less time working on important legislation, a major push now can help us pass the HFC phasedown before Congress leaves DC.

- The end of a Congress means any accomplishments made towards getting a bill passed could completely go away. We need to urge Congress to pass the HFC phasedown Bill – the AIM Act – BEFORE the election season, in order to ensure it will be done.

It is more important than ever to attend HARDI's Congressional Fly-In. We need you in DC to fight for the AIM Act to pass so your businesses are not adversely affected.



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

ASHRAE Releases Schedule of Popular HVAC Design Training

Atlanta—ASHRAE Learning Institute, provider of high-quality, authoritative and credible training backed by real world applications, announced the release its 2020 HVAC Design and Operations training schedule.

“ASHRAE has the most advanced professional development program in the industry, offering practical training that incorporates solutions to improve today’s building

performance issues,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. “ASHRAE’s HVAC Design training is a mainstay within the industry that further represents our commitment to providing avenues of development to the professionals who impact the built environment.”

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

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

In addition to record attendance at recent sessions held in Atlanta and Las Vegas, ASHRAE will offer nine more training sessions through June, including a session at ASHRAE’s Global Training Center in Dubai.

The schedule is as follows:

City	Level I	Level II	Instructors
Austin, TX	March 23–25, 2020	March 26–27, 2020	Donald Brandt, Life Member ASHRAE BEAP, CEM; Dennis Wessel, P.E., Fellow/Life Member ASHRAE, LEED® AP
To register, visit the HVAC Design and Operations page on ashrae.org .			

ASHRAE Announces Nominees for 2020-21 Slate of Officers and Directors

Atlanta—ASHRAE announced its nominees for the 2020-21 slate of officers and directors during its 2020 ASHRAE Winter Conference in Orlando, Fla.

Nominations for officers and directors were made by the ASHRAE Nominating Committee from a list recommended by individual members and from Chapters Regional Conferences.

The 2020-2021 nominees are as follows:

- President-Elect: Michael “Mick” Schwedler
- Treasurer: Farooq Mehboob
- Vice Presidents: Bill Dean, Don Brandt, Tim McGinn and Bill McQuade
- Directors and Regional Chairs: Chris Gray (Region VII), Randy Schrecengost (Region VIII), Tyler Glesne (Region IX), Devin Abellon (Region X), Andres Sepulveda (Region XIV)
- Directors-at-Large: Ken Fulk, Wade Conlan, Adrienne Thomle
- Alternate Director-at-Large: Art Giesler

ASHRAE members will vote on the nominees via electronic ballot in late April.

Chuck Gulledge will serve as ASHRAE President for the 2020-21 society year.

For more information on the 2020-21 slate of officers and directors, visit ashrae.org.

BALL con’t

And if your business is national, or even international, narrow your focus by selecting specific niches. You will show up only in a few Google searches each month, but when you do, you are more likely to dominate, having less competition for your keyword position. As you focus on more specific keywords you have a higher chance of being considered relevant when a potential customer is ready to make a purchase.

RICH, RECENT, RELEVANT CONTENT

When a person (or a Google search bot) follows a link to your website, the expectation is that there will be high quality content at the end of the link. If they have a question, they want answers, the more detailed the better. These days Google is looking for a minimum of 500 words per page. So find your best blog post. The one that is already attracting lots of organic traffic and add more. Another paragraph of information, a new picture or link to another page.

Just make sure you are adding real value. Stuffing keywords to raise your word count may improve your rank temporarily, but sooner or later it will catch up with you.

Search engines also value “new information.” That’s why your blog is so important. It allows you to create a steady stream of relevant, keyword rich content using primary words and related alternative phrases. A heating and air conditioning company, for example, might alternate between the phrases air conditioner service, AC repair, and cooling system repair. That way no matter what term a prospective customer uses to find them, their site is likely to show up in the search results.

LINKS AND REVIEWS

Backlinks are not as important as they once were, but high quality links to your site still send strong signals to search engines that other sites find your content valuable. Regularly commenting on posts on other sites, sharing information on social media, and posting content to high authority sites like PR Web and YouTube create invaluable links that drive both people and search engines to your site.

Take time to cultivate reviews. As people write positive comments about you on Google Review, Facebook Review, Yelp, Trip Advisor, Angie’s List, and other review sites, search engines notice. Ask customers to write positive reviews, thank them, and share the love with companies you work with.

GOOGLE SEARCH IS ABOUT REVENUE NOT RANKINGS

SEO is a means to an end, not the end itself. A page one ranking by itself is irrelevant. The more important measure is if your overall organic traffic is increasing. As you add content you will begin indexing for multiple long tail key words you had never considered. The ultimate objective is lead generation, so if your SEO is working but you don’t convert visitors once they arrive, what’s the point of your website. Be sure your content answers their questions and then clearly tells them what they are supposed to do next. Link to related information, offer a download, a video, or an opportunity to talk to someone to learn more.

WAGNER con’t

I have heard horror stories from service techs of how they essentially completely disassembled a mini split indoor unit in order to clean it...no more! These products are very inexpensive and a single kit allows for multiple uses. The SpeedClean product as many as ten times and the Rectorseal product can be used infinitely but the bag (diaper) is single use.

Another difference between the two products is that the Rectorseal Desolv Cleaning Kit comes with a bottle of

Desolv non-corrosive and biodegradable cleaning solution.

The exponential growth of the mini split market here in the United States provides an opportunity for service companies to find new revenue streams...like mini split evaporator cleaning. Mini splits are the fastest growing segment of the HVAC market and all those installations will require service someday...and our friends at Rectorseal, Diversitech, SpeedClean and others are producing low cost service products to help us reap some of the benefits of this extraordinary growth.

HINSHAW con’t

Dee Dee’s final point, women make the decisions, is accurate. Even if we men are not comfortable with that concept, it is true. So when you are in the home, make sure the woman is involved, and pay close attention to how she answers questions and shares her thoughts. She probably spends more time in the home than the male, so she may in fact know what areas are not comfortable better than anyone else. And having been married over 50 years (yep, most people on the planet are not that old!), I can tell you one thing for sure. If my wife wants something, plan on it happening.

Final thoughts: make sure you know your marketplace, know what works and what doesn’t. Know the rebates utility companies and manufacturers are offering.

And even know what the competition is selling. Become an expert in what you do for a living. One area that is important to our industry is IAQ. Was in a meeting yesterday, listened as an employee of a company share with his boss how he had been in the ER the night before, has a young child with a viral infection in his lungs. His boss said we need to get some IAQ into that home now! To be clear, the child may still have gotten sick even if they had IAQ products, but the chances would have been less.

Most importantly, listen to the customer, talk less than them. Take notes, may not happen today. Be relationship focused, not transaction focused. And do what is right for the customer, the company and you. Thanks for listening, we’ll talk later.

Johnson Supply Sales and Operations Meeting

Johnson Supply held their Sales and Operations Meeting at The Woodlands Resort on February 20-21.

Management, Sales and Vendors attended the two-day event in The Woodlands TX.

The awards pictures will be run in the April Issue of Air Conditioning Today.



Solar Supply Western Region Sales Meeting

Solar Supply held their Western Region sales meeting the week of February 20th in Galveston TX. The meeting was led by Western Region Sales Manager Quitman Moon.



Steven Walston of Texarkana Tx receiving Award from Comfortstar



Will Atkins Brenham TX Ray L Dingler Award 2019



Ronnie Dingler receives a Comfortstar Award from Maria Hernandez



Coy Queen of Early Tx receiving Award from Comfortstar



Larry Taylor Leesville Western Region Manager of the Year



Paul Brame Lake Charles Most Improved Branch Western Region 2019

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Next class at each location:

March 28-29 Houston

April 25-26 San Antonio

May 2-3 Austin

May 15-16 Red Oak

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March 14—Austin

March 14—Corpus Christi
(next one is Sept 19)

March 21—Houston

March 28—Hurst

April 4—Austin

April 4—Denton
(next one is Oct 3)

April 18—Hurst

April 18—Waco

April 25—Burleson

April 25—Harlingen
(next one is Oct 3)

April 25—Houston

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Industry Partners
\$60.00

www.TACCA.org

March is the last month for the Inverter Driven DX Installation

- ◆ Inverter design & technology
- ◆ How loads are effected
- ◆ Best methods/best results
- ◆ Installation support and transitions
- ◆ Most effective use of inverter technology
- ◆ Technical dos and don'ts

New class begins in April:
Manual J Sizing and Managing Humidity



VISIT US AT
WWW.TACCA.ORG
TDLR Provider #1126



Solar Supply and Luxaire make a difference for Make-A-Wish

Luxaire Heating and Air Conditioning and Solar Supply Inc. have been partnering with Make-A-Wish for at least 15 years. Solar Supply is located in 6 states with 64 sales locations. Quitman Moon, a representative of Solar Supply in Lake Charles, LA, speaks about the impact Make-A-Wish has had on their organization, “Being able to grant a child’s wish is something we feel good about and enjoy doing. Making a difference in a child’s life is a very amazing and unique feeling. Our relationship with Make-A-Wish has had a positive impact on everyone involved. Giving is much more rewarding than receiving.” Quitman thanks President and CEO of Solar Supply, Ron Dinger, for his commitment to supporting the Make-A-Wish mission.

The below pictures are from a Make-A-Wish trip for Evan Chauvin from Sulphur, Louisiana to meet his idol Stephen Curry, sponsored by Solar Supply.



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CALENDAR OF EVENTS



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MARCH 2020 TRAINING CALENDAR

For info call Juan Vilella at 210-829-1934 Ext. 155 - or email to: juan.vilella@johnstonesupply.com

Broadway - 9311 Broadway Suite 200 / Downtown - 30 Essex St. Ste. 101 / Alamo Downs - 6900 Alamo Downs Ste. 140

DATE	DAY	TIME	LOCATION	CLASS	REGISTRATION CODE	COST
3-Mar	Tu	8:00am - 10:30am	Broadway	Brazing for HVACR Technicians - Hands On Training	TRAIN20-41-20	\$40
3-Mar	Tu	5:00pm - 7:30pm	Broadway	Friedrich Advantage Dealer Program - You Gotta See It	RSVP	FREE
4-Mar	W	8:00am - 11:30am	Broadway	TDLR Rule & Law Review / TDLR Rep - Jeff Nielsen	RSVP	FREE
5-Mar	Th	8:00am - 10:30am	Broadway	Commercial Refrigeration - Low Temp Defrost Timers	TRAIN20-41-21	\$40
10-Mar	Tu	8:00am - 10:30am	Broadway	Liberty / Goodman AC System Installation & Startup	TRAIN20-41-22	\$40
10-Mar	Tu	5:00pm - 7:30pm	Broadway	Friedrich Fast Pro Series - It's a Game Changer	TRAIN20-41-23	\$40
11-Mar	W	8:00am - 11:00am	Broadway	NU-HVAC HVACR Tools & Equipment	RSVP	FREE
12-Mar	Th	8:00am - 11:00am	Broadway	Elite Load Calculation Software Training -	TRAIN20-41-24	Call
17-Mar	Tu	8:30am - 12:00pm	Broadway	Airflow - Chris Van Rite	RSVP	FREE
18-Mar	W	2:00pm - 4:30pm	Broadway	ESCO EPA Review & Exam	ESCO-CLASS&EXAM	\$165
18-Mar	W	8:00am - 10:30am	Broadway	ESCO EPA Exam Only	ESCO EXAM	\$90
19-Mar	Th	5:00pm - 7:30pm	Broadway	Liberty / Goodman AC System Service & Troubleshooting	TRAIN20-41-25	\$40
20-Mar	F	9:00am - 12:30pm	Broadway	Certification Exam Day - NATE, HVAC Excellence Exams	TRAIN20-41-26	Call
24-Mar	Tu	8:30am - 11:30am	Lubbock	Using Electric Meters: Take Out The Guesswork	TRAIN20-41-27	\$40
25-Mar	W	8:30am - 11:30am	Lubbock	Compressor Diagnostics & Troubleshooting	TRAIN20-41-28	\$40
26-Mar	Th	8:30am - 12:30pm	Lubbock	Ductboard Fabrication - Hands-on Machine & Hand Cutting	TRAIN20-41-29	\$80
31-Mar	Tu	5:00pm - 7:30pm	Broadway	Liberty / Goodman External Static Pressure & Airflow	TRAIN20-41-30	\$40

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Johnstone Supply Petit Group Liberty Dealer Meeting

Johnstone Supply Petit Group held their 1st Annual Liberty Dealer Meeting and Vendor Show at the Crowne Plaza Hotel in San Antonio on February 20th. Select dealers were awarded incentive checks at the event. Mark Matteson was the keynote speaker following the dinner.






Texas Air Conditioning Contractors Association
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Sporting Clay Shoot

Thursday, March 19, 2020
National Shooting Complex

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12:30pm Registration & Lunch
Shoot Starts at 1:30pm
Awards Dinner Immediately Following

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CALENDAR OF EVENTS

Insco's March Events Schedule

TDLR TEXAS DEPARTMENT OF LICENSING & REGULATION

This message is provided to notify you of changes to TDLR's Enabling Statute.

House Bill 2452 passed by the 86th Texas Legislature, amended Occupations Code, Chapter 51, relating to complaints filed with the Texas Department of Licensing and Regulation. House Bill 2452 and the changes to Chapter 51 became effective May 29, 2019.

Senate Bill 619 passed by the 86th Texas Legislature, amended Occupations Code, Chapter 51, relating to the sunset review process and certain governmental entities subject to that process. Senate Bill 619 and the changes to Chapter 51 became effective June 10, 2019.

House Bill 1342 passed by the 86th Texas Legislature, amended Occupations Code, Chapter 51, relating to a person's eligibility for an occupational license; providing an administrative penalty.

House Bill 2214 passed by the 86th Texas Legislature, amended Occupations Code, Chapter 51, relating to a report by the Texas Department of Licensing and Regulation concerning license applicants who are military service members, military veterans, or military spouses.

House Bill 2847 passed by the 86th Texas Legislature, amended Occupations Code, Chapter 51, relating to the licensing and regulation of certain occupations, activities, and agreements; providing a civil penalty; authorizing fees; requiring an occupational registration and an occupational license.

House Bills 1342, 2214, 2847, and the changes to Chapter 51 became effective September 1, 2019.

TDLR encourages all persons interested in TDLR's Enabling Statute to review the updated Occupations Code, Chapter 51.

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, March 3rd – Top Tech H1P-T-V Air Handlers from 8am – 12pm located at Insco's Grapevine Training Facility | Only \$75

Tuesday, March 17th – Troubleshooting the Refrigerant System (Superheat/SubCooling) from 8am – 12pm located at Insco's Grapevine Training Facility | Only \$50

Houston

Tuesday, March 3rd – Troubleshooting the Refrigerant System (Superheat/SubCooling) from 8am – 12pm located at Insco's Houston Training Facility | Only \$75

Tuesday, March 10th – York Commercial Controls SSE from 8am – 12pm located at Insco's Houston Training Facility | Only \$75

San Antonio

Tuesday, March 10th – Top Tech Ruud AC Condensing Units from 8am – 12pm located at Insco's San Antonio Training Facility | Only \$75

Tuesday, March 24th – Top Tech H1P-T-V Air Handlers 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, March 4th – Fieldpiece Job Link 11:30am – 1:00pm located at Insco's Grapevine Training Facility | FREE

Wednesday, March 11th – Aluminum Brazing Basics from 11:30am – 1:00pm located at Insco's Grapevine Training Facility | FREE

Wednesday, March 18th – Proper Coil Cleaning from 11:30am – 1:00pm located at Insco's Grapevine Training Facility | FREE

Wednesday, March 25th – Selling Surge Protection from 11:30am – 1:00pm located at Insco's Grapevine Training Facility | FREE

Houston

Wednesday, March 4th – Understanding Bosch Inverter Equipment from 11:30am – 1:00pm located at Insco's Houston Training Facility | FREE

Wednesday, March 11th – Venstar Skyport from 11:30am – 1:00pm located at Insco's Houston Training Facility | FREE

Wednesday, March 18th – Total System Protection from 11:30am – 1:00pm located at Insco's Houston Training Facility | FREE

Wednesday, March 25th – Nu-Calgon Product Line Review from 11:30am – 1:00pm located at Insco's Houston Training Facility | FREE

San Antonio

Wednesday, March 4th – Azure Motor Training from 11:30am – 1:00pm located at Insco's San Antonio Training Facility | FREE

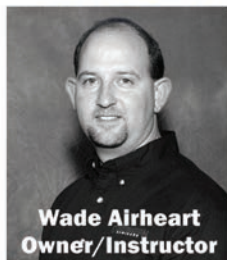
Wednesday, March 11th – Mitsubishi Electric Diamond System Builder from 11:30am – 1:00pm located at Insco's San Antonio Training Facility | FREE

Wednesday, March 18th – Total System Protection from 11:30am – 1:00pm located at Insco's San Antonio Training Facility | FREE

Wednesday, March 25th – Basic Digital Multimeters from 11:30am – 1:00pm located at Insco's San Antonio Training Facility | FREE

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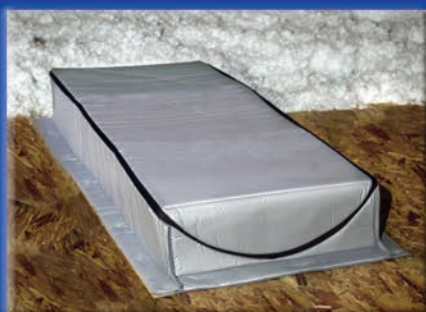
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Hanna Leigh Dawson at Kristen Ottea Ranch in February 2020

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Upcoming Events

21st Annual BBQ Cook-Off April 3rd & 4th
KC Hall 607 E Whitney St, Houston, 7702
Registration Is Open
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!



TICKET

1 Stretch \$20
3 Stretches \$50
Win * Prizes

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

BOOTS BREWS AND BBQ

Friday Night:
Corn Hole Tournament for Cash!
Saturday 11-3pm
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

Event Sponsors:



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

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

Focus

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•TDLR 8 HR CE CLASSES•

Law, ECM, Thermo Ref, Codes, Osha & Safety

Wednesday March 4, 2020 April 8, 2020

Location: **Mechanical Reps** 9407 Middlex Drive

Saturday March 21, 2020 April 18, 2020

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

TDLR No. 1362 Class No. 20982

•Load Calculation Workshop•

Friday March 13, 2020 Location: SCI

•Compressor Workshop•

Friday April 10, 2020 Location: SCI

• LICENSE PREP CLASSES•

•EPA Exams• 1st Friday of the month

•NATE Exams•

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2. FREE: Excerpt page from my book (*A/C Made Simple and Practical*): MJEZ (Manual J EZ) form to quickly get a rough estimate of heat load. Send your email address and I'll email it to you.

3. FREE: How to make your own HURRICANE PIPE STANDS and how they are far superior to anything holding condensing lines on a roof presently. My invention. Send your email address and I'll email it to you.

4. FREE: From my book: Wiring diagram that will show you EXACTLY how to wire most common simple unit's control wiring and high voltage wiring. Send your email address and I'll email it to you.

5. Gallo gun brass Adapter (QBA1) Gallo gun, air gun, to gauge hose direct coupling.

LIMITED SALE: \$8 ea.
Includes shipping.

Brass Adapter



Email: mikeseas061@gmail.com

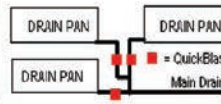
Send check, etc. made out to SEARCO to PO Box 1078, Caddo Mills, TX 75135. Include your shipping address.

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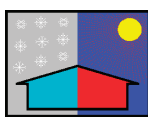


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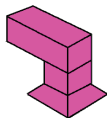
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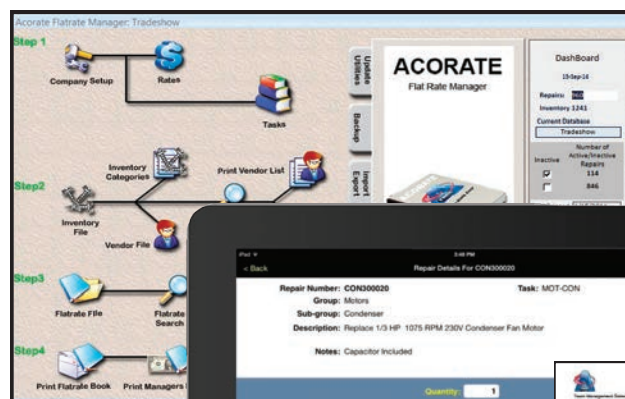
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