



Air Conditioning TODAY



MAY 2020 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 34, No 5

Carrier Becomes Independent, Publicly Traded Company, Begins Trading on New York Stock Exchange

Spin-off complete from United Technologies Corp.

Palm Beach Gardens, Fla. — Carrier Global Corporation (NYSE: CARR) debuted as an independent, publicly traded company after successfully completing its separation from United Technologies. Shares of Carrier, a global leader in creating building and refrigeration solutions that matter for people and our planet, will begin “regular-way” trading on the New York Stock Exchange (NYSE) at market open under the symbol “CARR.”

A leading provider of innovative heating, ventilating and air conditioning (HVAC), refrigeration, and fire & security technologies, Carrier’s products and services are essential for modern life, particularly in today’s global environment. The company has an extensive global footprint with approximately 53,000 employees, offering solutions in more than 160 countries. Carrier has leading positions in critical segments, including North American residential HVAC, commercial HVAC equipment in major markets, global fire detection and suppression, global access controls for security systems, and refrigerated equipment for the North American and European truck trailer and container businesses.

Century A/C Supply & Air Management Supply Announce New Partnership

Houston, TX - Century A/C Supply, a leading HVAC distributor in the state of Texas, and Air Management Supply, the Midwest Rheem HVAC distributor, are pleased to announce a new partnership with Rheem. Century A/C Supply has been a distributor of Ruud products in the Houston area since 1988 and its sister company, Air Management Supply, is a Rheem distributor with six locations in the Midwest originally founded in 1964.

With this new partnership, Rheem will become a minority shareholder in Century A/C Supply and Air Management Supply with the companies’ founder Dennis Bearden retaining a majority of shares. “This partnership presents a strategic opportunity for long-term growth and reinforces the strong supplier relationships we have built over the last several

decades,” says President Rick Luke. Branches within Century A/C Supply’s York territory will be phased into a new company, Century HVAC Distributing, owned entirely by Bearden. The businesses will continue to operate independently under the existing leadership teams.

Century A/C, Century HVAC Distributing, and Air Management Supply will continue to provide the same exceptional service and products that they have always offered, keeping employees’ and customers’ best interests at the center of their strategic decisions.

Mike Branson, President of Rheem’s Air division, stated that “Rheem is committed to the success of its distributors and contractor customers, and this new partnership allows us to further support one of our long-term channel partners. We look

forward to the opportunities ahead with Century A/C Supply and Air Management Supply.”

About Century A/C Supply & Air Management Supply

Century A/C Supply is a leading wholesale distributor of heating, ventilation and air conditioning equipment and parts with 28 locations throughout the state of Texas. Founded in 1973 in Houston, Century has been repeatedly recognized by the Houston Chronicle as a Top 100 Private company and a Top Workplace. Learn more about Century A/C Supply at www.CenturyAC.com.

Air Management Supply is a leading wholesale distributor of heating, ventilation and air conditioning equipment and parts with 6 locations throughout the Midwest from Minneapolis to St. Louis. Acquired by the

Century Companies in 1994, Air Management Supply has been meeting the needs of Midwestern HVAC contractors since 1964. Learn more about Air Management Supply at www.AirManagementSupply.com.

About Rheem (www.Rheem.com)

Founded in 1925, Rheem® innovates all-new ways to deliver just the right temperature while saving energy, water and supporting a more sustainable future. The company’s portfolio of premium brands include Rheem®, Ruud®, Raypak®, Eemax®, Richmond®, Splendid®, Solahart® and EverHot™ as well as commercial refrigeration brands Russell®, Witt®, ColdZone® and Kramer®, which are part of the Heat Transfer Products Group (HTPG®) division.

ASHRAE Epidemic Task Force Established

Atlanta – ASHRAE announced a Society-wide effort to respond to the current global COVID-19 pandemic and provide guidance on how to ensure that buildings are prepared for future epidemics.

The ASHRAE Epidemic Task Force has been established to help deploy ASHRAE’s technical resources to address the challenges of the current pandemic and future epidemics as it relates to the effects of heating, ventilation, and air-conditioning systems on disease transmission in healthcare facilities, the

workplace, home, public and recreational environments. The task force will also provide recommendations for setting up temporary field hospitals in convention centers, arenas and indoor stadia to deal with surges.

The primary role of the task force is to maintain communication with members, industry partners, building owners, facility operators, government agencies and the general public. Specific responsibilities of the task force include:

- Serving as a clearinghouse to review all

technical questions and requests for technical guidance submitted to ASHRAE

- Coordinating activities of ASHRAE’s internal resources

- Partnering with and monitoring the activities

of external organizations, including the more than 60 members of the ASHRAE Associate Society Alliance (AASA) of organizations related to the HVAC&R industry around the world

SEE ASHRAE PG.2

INSIDE

- Consultants’ Corner 6,9,10,18
- Product News..... 13,14,17,21
- TACCA- Trade Talk 14,B4,B5
- Software Programs / Classified..... B 11
- HARDI News..... B 5
- ASHRAE News B 6
- Spotlight on People B 7

WWW.AC-TODAY.COM

PRST STD
U.S. POSTAGE
PAID
AC TODAY LLC

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

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

☐

ASHRAE con’t

- Reviewing, organizing, consolidating and publishing clear and concise summaries with citations of the most relevant information available to the built environment

2013-14 ASHRAE Presidential Member William Bahnfleth, Ph.D., P.E., will chair the task force.

“We have assembled an outstanding group of experts to serve on the task force,” said Bahnfleth. “They are high-level building professionals with collective experience in design, construction, operations and research, who are well qualified to offer guidance on how to protect building occupants and support healthcare facility needs during the uncertainty of an epidemic.”

Leading experts in medicine and public health will serve as consultants to the task force.

“ASHRAE is a global, grassroots organization of more than 57,000 members in 130 countries, so we have boots on the ground around the world. Our members and chapters take the initiative to help wherever they are and are already addressing the COVID-19 pandemic,” said Bahnfleth. “That is also true of our technical and standards committees. When called upon by circumstances to assist in situations such as the COVID-19 pandemic, they act within their spheres of competence to do whatever they can to help.”

Questions and requests for technical guidance and interpretations should be submitted to the following email address: COVID-19@ashrae.org. For more information on the ASHRAE Epidemic Task Force including resources and updates, visit the ASHRAE COVID-19 Preparedness Resources webpage at ashrae.org/COVID19.

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

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

Serving the HVAC/R Industry Since 1986

P.O. Box 311776 New Braunfels, Tx. 78131-1776
(877) 669-4228
www.ac-today.com

Publisher AC Today
Editor & Ad Director Lance Lackey
llackey@ac-today.com

Advertisers Directory

TACCA	14,B4,B5
ACES AC Supply	13,B12
Attic Tent.....	23
Baker Distributing	16
Barsco	7
Castillo Training.....	B11
Central AC Supply	10
Century A/C Supply	3, B3
Coburn Supply	2
Comfort Products	5
Complete Curb	21
Construction Data	23, B7
Duct Saddle	B10
Elite Software	B11
FTL Finance	17
Glass Master Repair	B10
Global The Source	4
Hunton Distribution	21
Insko Distributing	24
Johnson Supply	8
Johnstone Supply	17, B1
Johnstone Supply South	19
Live Oak Bank	14
Locke Supply	11
McDaniel Metals	22
Mitsubishi Electric	9
MORSCO	20
NATE	15
Pipe Prop	B2
Pro Lift	23
Searco	B11
Team Management Systems	B11
Transtar AC Supply	6
United AC Supply	22
Venstar	12
XCI Zoning	5
Yellow Jacket	18

Air Conditioning
TODAY

Reaching Over
20,000
Industry Professionals Monthly

Texas, Louisiana, Oklahoma,
New Mexico and Arkansas

You Can
Depend on Us

Coburn’s is ready to serve. With curbside pick-up available, you have safe access to the supplies you need. Our team is also here to answer any questions, assist with quotes and handle orders — all to keep your business prepared for the next project.

GIVE US A CALL
TODAY!



Coburn Supply Company

TEXAS | LOUISIANA | MISSISSIPPI | TENNESSEE | ALABAMA

COBURNS.COM

WE'RE HERE TO HELP MAKE YOUR JOB EASIER

*Experience the Century Difference
plus Industry-leading dealer benefits*

Dealer Program Offers:

- ✓ CashBack Rebates
- ✓ 0% for 60 months Financing Program
- ✓ Second-Chance Consumer Financing Program



Experience exceptional service at any of our 26 conveniently located branches today.

EXPERIENCE THE CENTURY DIFFERENCE:

- ✓ Privately-owned business
- ✓ Fast, friendly service
- ✓ Dedication to Exceptional Service
- ✓ Easy Ordering: Online, by Phone, In Person
- ✓ Knowledgeable staff
- ✓ Free Same-Day Delivery
- ✓ Thousands of parts and supplies in stock
- ✓ Dedicated Technical Support Team
- ✓ Hands-On Training Center



YES, WE ARE OPEN AND READY TO SERVE YOU DURING THE COVID-19 PANDEMIC

We're taking measures to protect employees and customers while continuing to serve you. There are several ways to place an order and minimize person to person contact:

Call for Will Call or Delivery • Order Online • Request Curb-Side Pick Up • Text Your Local Branch • Order via our Mobile App

As always, you can visit your local branch to place and pick up your order.

CENTURY
A/C SUPPLY™



Angleton • Barker Cypress • Bay City • Beltway • Conroe • Lufkin • Gulfport • Humble • Katy • League City • *Coming Soon!* Rosenberg • Stuebner • West 43rd • Winkler
Cedar Park • Dallas • Fort Worth • La Feria • Lewisville • Mansfield • Mesquite • Richardson • South Austin • San Marcos • San Antonio • Waco • West San Antonio

Shop Online 24/7 at [CENTURYAC.COM](https://www.centuryac.com) 



STOP KILLING YOUR COMPRESSOR

USE THE ONLY PROVEN
KILL SWITCH
That Protects!

NEW
Compressor Protector Terminal (CPT™)



NEVER LOSE ANOTHER COMPRESSOR TO HARD-START OVERRIDE

The Turbo 200® and 200®X are now not only truly universal, but are the best choice capacitor to use with any hard-start! When a motor-run capacitor fails in a hard-start system, the hard-start keeps kicking on the compressor without the capacitor regulating. This will cause overheating and a shorter compressor lifespan.

The Compressor Protector Terminal (CPT™) prevents this by acting as a kill switch to take the hard-start out of the system in the event of a failed capacitor.



Use the **CPT™** with ANY Hard-Start Kit to Protect Your Compressor!

* The Turbo series of capacitors have an extremely low failure rate (.0001%).



**WE BELIEVE IN SUPPORTING AMERICA,
AMERICAN MANUFACTURERS AND THE AMERICAN WORKER!**



Mitsubishi Electric Trane HVAC US Celebrates Distributors at Annual Diamond Leadership Conference

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, recently recognized the outstanding performance of distributors with 2019 Diamond Leadership Awards at its Diamond Leadership Conference held March 6-10, 2020 at the Del Coronado Hotel in San Diego, California.

The 2019 Diamond Leader of the Year Award was presented to The Granite Group of Concord, New Hampshire located in the Northeast Business Unit. Mike Kelly accepted the award on behalf of the company.

“Each year, we look forward to hosting our distributors and honoring the great work they’ve done throughout the year,” said Mark Kuntz, chief executive officer, Mitsubishi Electric Trane HVAC US. “This year we recognize The Granite Group for their active promotion and support of our Residential and Light Commercial products which resulted in their sales growth of



METUS Team Members and 2019 Diamond Leader of the Year. From left to right: Eric Dubin, Dave Hazel, Steve O'Brien, Mark Kuntz, Rick Nortz, Mike Kelly (The Granite Group of Concord), Patty Gillette, Steve Scarbrough and Tom Dowling

over 45%. The Granite Group expanded their reach to include six New England states and opened six new branches in 2019 all while being fully engaged with METUS marketing, sales and training programs. With this award we salute their accomplishments.”

METUS regional business units presented Diamond Leadership Awards to residential and commercial channel leaders. The following companies were recognized for their growth in 2019:

Residential:

- Ferguson-Lyon Conklin, King

of Prussia, Pennsylvania, Mid-Atlantic Business Unit

- Johnstone Supply-The Ware Group, Jacksonville, Florida, South Business Unit

- Munch's Supply, Hillside, Illinois, Central Business Unit

- O'Connor Company, Lenexa, Kansas, Southwest Business Unit

- Gensco, Inc., Tacoma, Washington, West Business Unit

Commercial:

- Homans Associates, Wilmington, Massachusetts, Northeast Business Unit

- ABCO, Long Island City, New York, Mid-Atlantic Business Unit

- Johnstone Supply-The Ware Group, Jacksonville, Florida, South Business Unit

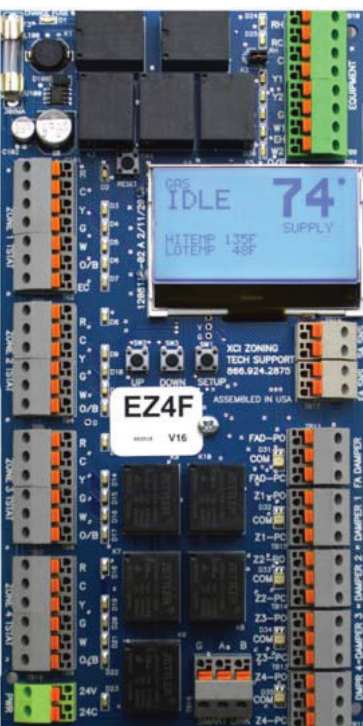
- Trane Chicago, Willowbrook, Illinois, Central Business Unit

- Texas Trane District, El Paso, Texas, Southwest Business Unit

- Trane Southern California, Brea, California, West Business Unit

For more information about Mitsubishi Electric Trane HVAC US, visit www.metahvac.com.

XCI EZ SERIES ZONE CONTROLLER



EASY TO INSTALL—NO SCREWDRIVER NEEDED!

EASY TO CONFIGURE—NO CONFUSING DIP SWITCHES. INTERACTIVE STEP-BY-STEP MENU.

EASY TO TROUBLESHOOT—LED'S SHOW ALL CALLS FROM THERMOSTATS, TO EQUIPMENT AND DAMPER POSITION.

BRIGHT, BACKLIT LCD SCREEN SHOWS SYSTEM MODE, SUPPLY AIR TEMPERATURE AND RETURN AIR TEMPERATURE.

ALL MODELS ARE 3 HEAT/2 COOL. NO NEED TO STOCK MULTIPLE MODELS.

WORKS WITH ALL GAS/ELECTRIC, ELECTRIC HEAT PUMP AND DUAL FUEL SYSTEMS.

ON BOARD SMART STAGING ELIMINATES THE NEED FOR EXPENSIVE 2-STAGE THERMOSTATS.

ON BOARD FRESH AIR OR ECONOMIZER CONTROL.

EXPANDABLE TO 40 ZONES.

WORKS WITH ALL 2-WIRE AND 3-WIRE DAMP-

Questions?

Contact Mark Evans
806-776-4713

ASK YOUR DISTRIBUTOR FOR THE XCI EZ SERIES ZONE CONTROLLER!



C°mF°rt PLENUM™ INSTALLED KITS

2 Zone Kit with Bypass Damper

ALL ELECTRONICS ARE MOUNTED AND WIRED ON TOP OF THE ComfortPLENUM as Shown.

INCLUDES:

- 21"x21"x35" - 3 Damper ComfortPLENUM with Power Open/Power Close Motors
 - XCI Zoning 2 - Zone Controller
 - Static Pressure Controller
 - 40 VA Transformer
 - Fresh Air Control on board
- THERMOSTATS NOT INCLUDED



3 Zone Kit with Bypass Damper

ALL ELECTRONICS ARE MOUNTED AND WIRED ON TOP OF THE ComfortPLENUM as Shown.

INCLUDES:

- 21"x21"x50" - 4 Damper ComfortPLENUM with Power Open/Power Close Motors
 - XCI Zoning 4 - Zone Controller
 - Static Pressure Controller
 - 40 VA Transformer
 - Fresh Air Control on board
- THERMOSTATS NOT INCLUDED

4 Zone Kit with Bypass Damper

ALL ELECTRONICS ARE MOUNTED AND WIRED ON TOP OF THE ComfortPLENUM as Shown.

INCLUDES:

- 21"x21"x53" - 5 Damper ComfortPLENUM with Power Open/Power Close Motors
 - XCI Zoning 4-zone Controller
 - Static Pressure Controller
 - 40 VA Transformer
 - Fresh Air Control on board
- THERMOSTATS NOT INCLUDED



Questions???
Call Greg Talley
817-937-9740

C°mF°rt PRODUCTS, Inc.
Verifiable Comfort and Energy Savings

Reducing Employee Turnover

If you have employees, sooner or later you will need to address employee turnover. It is a natural part of owning a business, people will come and go for a variety of reasons. Somethings you can't control (a spouse is transferred out of state or the employee is recruited by a firm that will pay 1-1/2 times what they make with your firm). The trick in reducing employee turnover is to focus on things you can control.

Improve company culture

One of the best ways to reduced employee turnover is to create an environment where people want to work. Many times it is the little things like remembering to say thank you, empowering people to make decisions, giving them the flexibility to set their own hours, and even occasionally work from home. Look for individual training and personal development opportunities for your team members.

Be selective about who you hire

Take your time, even if it feels like forever, to find people who have

the right skill and the right attitude to raise your culture up. The flip side of that is addressing toxic individuals head on. You know the type, kind of like Eeyore from Winnie the Pooh, but not as lovable. Everything is always bad and never their fault. They seem to thrive on stirring up a little trouble.

I actually asked one of my problem employees a number of years ago if she really wanted the job. My directness took her by surprise and I was able to explain how her energy was bringing the rest of the team down. Once she was aware of how she was being perceived by others, she made changes in her behavior that had a positive impact on the culture.

But sometimes, they can't change so you need to. It may seem counter intuitive to let someone go or encourage them to transfer to another department when you are struggling to retain employees, but their negative energy may very well be a contributing factor in your employee retention. The longer they stay around, the more people they will drive off.

Take responsibility for your team's satisfaction

Ask open ended questions and really listen to answers in exit interviews. Have meetings with small groups of employees and build a wish list of changes they would like to see. Be careful to set realistic expectations. Every time I have done this I have been surprised how many simple and easy to implement suggestions surfaced. Seeing their suggestions become reality builds confidence in you as a leader. It will also buy you time to make some of the larger changes too.

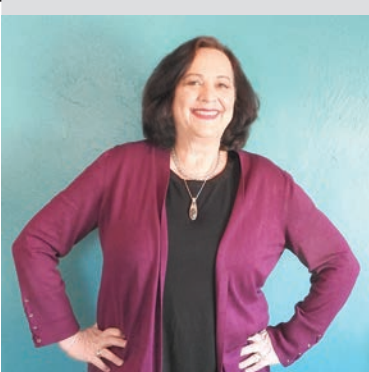
Create a structured on-boarding process. Starting a new job is awkward and uncomfortable. Help employees start off on the right foot with a structured process to review procedures and get familiar with all members of the team.

Employee turnover will happen

This is especially true if you hire lots of new grads so be proactive. Have

conversations with team members about their career goals, both inside and outside the company. The more open and supportive you are, the more likely they will give you advanced warning when they are ready to move on.

Many of you remember Peter Wolfgram. For almost seven years he sat in the web design seat at Roundpeg. I knew he was reaching the end of his time with us, and broached the subject with him. We talked about his job interviews and he even had a prospective employer call me for a reference while he was still working with us. The open exchange worked for both of us. He felt comfortable spending time on his job search, even as he continued to put his heart and soul into the work he did for Roundpeg and our clients. We were able to talk about the qualifications and skills we would need in a candidate to replace him and he helped document many of his routine task so Britt could slide easily into the role.



Lorraine Ball

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

Ready to take your marketing up a notch? Request a marketing audit today. 317-569-1396

Always be recruiting

Even if you don't have an opening, make sure your job descriptions are up to date and always collect resumes. Things can change quickly and the more prepared you are the less stressful the hiring process will be. Take your time, find the right people, train them correctly and you will be well on your way to reducing employee turnover.

Concord and Airease are wholly owned subsidiaries of Lennox International Inc.

Ask one of our friendly Transtar Associates how you can save up to \$15k over the next 24 months with our new Concord and Airease Dealer instant rebate programs!

COVID-19 UPDATE: We are open regular hours! In attempts to limit the spread of the virus we are taking extra precautions to promote social distancing and are frequently sanitizing common areas. Call ahead for curbside orders if you prefer to stay in your truck.
Thank you for your business! Stay safe!

STAFFORD 3535 S. Main Stafford, TX 77477 281-499-3377	AIRLINE 4315 Airline Drive Houston, TX 77022 713-681-9787	BRENHAM 1700 Buchanan Street Brenham, TX 77833 979-830-5056	1960 10509 FM 1960 W Houston, TX 77070 281-890-2108
I-10 10814 East Freeway Houston, TX 77029 713-671-0114	ALVIN 225 West Coombs Drive Alvin, TX 77511 281-585-2600	GULF FREEWAY 8485 Gulf Freeway Houston, TX 77017 713-920-2222	VISIT OUR WEBSITE FOR MORE INFORMATION www.transtaracsupply.com

NOW HIRING
EXPERIENCED
COUNTER SALES AND
WAREHOUSE POSITIONS



PROFITABILITY^o

Achieve a whole new degree of profitability with LG Air Conditioning Technologies

Easy to sell, install and service

- Strong brand recognition and consumer loyalty
- Powerful marketing, training and incentives for LG Excellence Contractors
- Flexible system designs with ducted and duct-free options
- Rebates available on many energy efficient systems



Corporate Office

4309 N. Beltwood Pkwy
Dallas, TX 75244
(972) 934-1900

Fort Worth

2100 Handley Ederville
Ft Worth, TX 76118
(817) 595-7922

Longview

1715 E. Young St.
Longview, TX 75602
(903) 753-7665

Waco

700 Schroeder, Ste A
Waco, TX 76710
(254) 751-1125

Wichita Falls

106 Elm St.
Wichita Falls, TX 76301
(940) 767-2571



Arlington

3411 Ave D
Arlington, TX 76011
(817) 652-0026

Austin

9715-A Burnet Rd.
Suite 100, Bldg 6
Austin, TX 78758
(512) 485-2579

Dallas

10940 Shady Trail
Dallas, TX 75220
(214) 350-6631

Denton

1210 Duncan St Bldg C
Denton, TX 76205
(940) 891-1909

Plano

1401 Summit Ste 10
Plano, TX 75074
(972) 231-8206

Redbird

4660 Mint Way
Dallas, TX 75236
(214) 339-2125

San Antonio

10011 Broadway
San Antonio, TX 78217
(210) 822-3050

Tyler

1902 Capital Dr
Tyler, TX 75701
(903) 939-0826

ALLIEDTM
Commercial

DucaneTM
AIR CONDITIONING
AND HEATING
OMNIGUARDTM

JOHNSON SUPPLY
OUR SUPPORT - YOUR SUCCESS HVACR DISTRIBUTORS SINCE 1953

Johnson Supply is a proud supplier of the product lines shown, as well as, many other reliable and quality brands for all of your Residential and Commercial HVAC/R needs.

magic-pak[®]

ARMSTRONG AIR[®]
The Professional's Choice

Johnson Supply is the leading Air Conditioning, Heating and Refrigeration wholesale Distributor in Texas and Louisiana. With 24 locations, Johnson Supply represents Armstrong Air, Ducane Air Conditioning/Heating and Allied Commercial products. Contact us today to learn about our industry leading dealer incentive programs on Armstrong Air and Ducane.

**Call us today
toll free at:**

**1(800) 833-5455
1(800) 664-9840**

www.johnsonsupply.com

ALLEN | AUSTIN | BEAUMONT | BRYAN | CARROLLTON | CLUTE | CORPUS CHRISTI | FORT WORTH | GARLAND | HUMBLE
HUNTSVILLE | JENSEN | LAFAYETTE | LAKE CHARLES | PASADENA | PHARR | ROXBURGH | SAN ANTONIO | STAFFORD
STELLA LINK | STONEY BROOK | WACO | WEBSTER | WOODLANDS

The Duct-Free Zone

What is a GREE? Who is a GREE? Where is a GREE? This seemed like the perfect opportunity to answer some common questions we in the world of GREE get asked fairly often ... at least those of us in the United States.

So, what is a GREE?

I have to admit, I myself have often wondered what is the meaning of the name GREE. Is it a word or a name?

I went to two very qualified people to find the answer ...

Becky Xu is the GREE Regional Sales Manager for North America and is based in Zhuhai, China at GREE's corporate headquarters. Becky tells me that "the GREE word comes from Green, we want to bring green life to the world. Also, GREE means Great and we bring people great air conditioner products."

I like that ...

I also asked Yuwen Huang, presently, Yuwen is the Global Business Development Manager for UL in Chicago, but I worked with Yuwen for the past five years and prior to that, Yuwen worked for GREE in China.

Yuwen tells me the word GREE

in Mandarin translates to, "extremely powerful".

I like that too ...

The dual sentiment of a gentler, "green" environment yet with a "powerful" force pushing that narrative forward is exactly what the world of HVAC needs right now... what the world as a whole needs right now!

Next, who is a GREE?

The following comes from GREE's own LinkedIn profile ...

The company has its headquarters in Zhuhai, a beautiful coastal city in the south of China, with over 80,000 employees. GREE has established 11 production bases around the world, 9 are located in China, with another 2 in Brazil and Pakistan.

GREE products are sold widely in more than 160 countries and regions, to more than 300 million users all across the world.

I have had the honor of visiting my friends at GREE in Zhuhai, China and I can tell you first hand, that GREE is made up of people who care...not only about the product they produce but also the people who install and service them and ultimately, the end user as well.

I have been told that I have become the face of GREE here in the U.S. I'm flattered by the statement, but if there is one person who truly personifies the spirit of GREE, it is GREE's Chairwoman, Dong Mingzhu.

In 1990, at age 36, recently widowed, Dong left her three-year-old son to his grandmother and quit her job at the government research facility in order to move to the more economically developed Shenzhen in Guangdong province and to find a new job. She soon moved again to Zhuhai. She joined GREE in 1990, just one year after its inception, as a salesperson. By 2001 she was company president and in 2012 she was named company chairwoman...that is a meteoric ascent by any standard!

I had the honor of meeting Madame Dong when I was in Zhuhai the summer of 2018. Henry Ford was before my time, so was Willis Carrier...Madame Dong is in that league of visionary and entrepreneur and I have to admit I was a bit star-struck!

During her tenure, Madame Dong developed GREE Electric into the world's largest household air conditioning manufacturer, and China's largest household appliance maker. GREE Electric's company



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

stock has risen 2300% during her tenure. Under her leadership, GREE Electric developed solar energy, China's smartphone market, robotic technology, recycled treatment centers nationwide, and acquired electric car maker, Yinlong in March 2016.

Here in the United States, Tradewinds Climate Systems has taken GREE to #4 in the inverter mini split marketplace with 12% of the US market now owned (earned) by GREE!

SEE WAGNER PG.23



CEILING CASSETTES NOW EASIER TO INSTALL EVERYWHERE

From installation through service, our sleek MLZ EZ FIT™ ceiling cassettes make it easy to provide your customers with multi-zone cooling and heating solutions that fit their lifestyle.



- Fits between standard 16" ceiling joists
- Built in condensate lift mechanism (21")
- Perfect for new construction and retrofits
- Sleek design panel complements any home style
- Serviceable from the bottom with no additional access panel required
- Can be installed on a home's first floor

Learn More At MitsubishiComfort.com



After Covid-19, What?

Covid-19—the very term causes dread and fear now. (Covid-19 got its name from the way CDC names viruses. In this case, it was the Coronavirus virus disease of 2019, hence CoViD-19.) Everyone is shaken up, many people in abject fear about what may happen next. And while this could easily be a political column this month (as I could rant and rail about how we are having our civil liberties usurped without due process), I will avoid the politics and finger pointing for now. There will be more than enough time

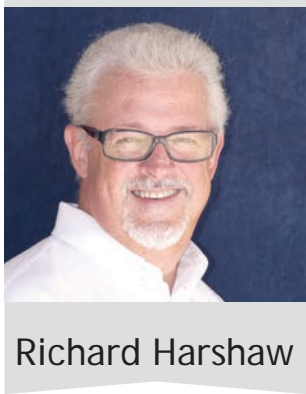
for that later. **Perspective May Help** But let’s put things in perspective first. I did some research on humanity’s worst pandemics (using the web site www.visualcapitalist.com/history_of_pandemic_deadliest) and found some startling statistics. Here is a summary of my findings in chronological order. So as you can see, CoVid-19, while bad, is not nearly as bad as many of the other deadly plagues of the past (especially the Black Death

PANDEMIC	YEAR (APPROX)	DEATH TOLL	MORTALITY RATE
Antoine Plague	180 AD	9 million	Unknown
Plague of Justinian	540 AD	30-50 million	40%
Bubonic Plague (the Black Death)	1350	200 million	11%
Smallpox	1400	56 million	~2.8%
Great Plagues of the 18 th Century	1700's	600 thousand	Unknown
The Spanish Flu	1918-19	40 to 50 million	10-20%
HIV/AIDS	1981 to now	25-35 million	Unknown
SARS	2002	770 thousand	15%
Swine Flu	2009-10	200 thousand	?
MERS	2012	850 thousand	?
Ebola	2014-16	11.3 thousand	50%
CoVid-19	2019 to now	122 thousand	3.4%
Regular flu	Today	1 billion get it annually, only 1 million die	0.1%

plague). In normal parlance, “We’ve had worse—a *lot* worse!” So let’s not panic. This is not going to end humanity. It will barely put a dent in the global population (but of course, that is of no comfort if you or your family have had CoVid-19 or, worse yet, had a fatality in your family). Here are some stark facts: CoVid-19 is going to be around for a long time—perhaps millions of years. If you don’t get it this year, you will probably get it in the future (but by then, we hope we have a vaccine that will either prevent you from getting it in the first place or cure you of it). Doctors tell us (and my daughter, being an ER doctor in Phoenix, AZ confirms it) that 80% of those who get CoVid-19 don’t even know they have it. Only 20% suffer strong symptoms, and of them, a few (mostly those with compromised immune systems) don’t make it. Sad,

but one of those grisly realities about life—the “survival of the fittest” and “nature red in claw and tooth” thing. Eventually, humanity will develop immunity. Once you have this stuff and survive, you are immune to it from then on as your body has built effective antibodies and “remembers” that in your genetic code. (Of course, if CoVid-19 mutates from year to year—as it appears to be doing in some parts of the world—then you need to have THAT strain to be immune going forward, and so on. In fact, did you know that there are about 400 varieties of the common cold, and that once you get a cold, you are immune to it from then on? The problem is, of course, you won’t live 400 years to build up immunity to every cold virus out there.) (By the way, if you have Amazon Prime and a Firestick or Fire TV, you may enjoy a miniseries made a few years

ago called “Pandemic”. Very chilling tale that is scarily close to what we are seeing now. Also, if you are a reader, try Robin Cook’s medical techno-thriller “Vector.” A roller coaster ride about bio-terrorism and heroism!) **So What Can We Do?** As individuals, you can only control what you do and how you respond to the situation. You can’t control others, and as someone pointed out recently on Facebook, you can’t quarantine Stupid either. So what can I as an *individual* do? Here is a short list (because I am running out of space): ✓ I don’t know if you are a fan of Dave Ramsey or not (I am neutral on him) but he does have some good advice about a “rainy day fund”. He suggests you have at least six months of expenses (mortgage or rent, utilities, insurance, food, fuel, car payments, etc)



Richard Harshaw

in the bank and to never let it drop below that level except in times of emergency like right now. Personally, I did this even before I heard of Dave Ramsey (I heard it from the other Dave Ramsey, my dad), and when I ran my consulting practice, I even did that for my business, having six months of business expenses (other than salary) saved up. Of course, if you are like the *median* American, your savings account shows only about \$4,380 plus a lot of moths; and if you are *average*, you have about \$16,420 in the bank; and neither figure will carry you for six months, unless you live in a monastery. **SEE HARSHAW PG.23**

YOUR ONE STOP SOLUTION!

CENTRAL AC SUPPLY
1101 UVALDE RD
HOUSTON, TX 77015
(713)451-8800

CENTRAL AC SUPPLY
10561 TELEPHONE RD
HOUSTON, TX 77075
(832)940-1501

SUMMER HOURS:
8AM - 7PM
MONDAY - SATURDAY

BEST CUSTOMER SERVICE, GUARANTEED.

Don't Buy From Just Any HVAC Supplier!

Partner with Locke Supply Company.

An Employee owned supply company that is dedicated to helping you profitably grow your business.

We offer:

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



We have been deemed as a essential service and our all of our locations are open to take care of your HVAC needs.

We offer Walk-in, Curbside and deliveries at all of our locations.

We are maintaining high standards of hygiene and cleanliness, upholding a safe environment for all by:

- Increasing the frequency of cleaning
- Safe hygiene practices
- Maintaining social distancing



Character, Customer Service, Employee Owned

Amarillo

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

Bedford

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

Benbrook

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

DeSoto

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

Arlington

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

Denton

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

Plano

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

Terrell

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

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

Big Features. Small Price.



3.2" w x 3.2" h x .9" d (Shown at actual size)

The Explorer Mini® is the most affordable WiFi thermostat on the market today.

- ▶ Easy to install
- ▶ Built-in WiFi
- ▶ 7-day programmable and multi-stage control
- ▶ Small, compact size
- ▶ Global changes w/Skyport®
- ▶ Free Skyport Mobile App
- ▶ Dry contact equipped
- ▶ Compatible with Venstar WiFi temperature sensors
- ▶ Title 24, OpenADR 2.0b compliant
- ▶ Full API available
- ▶ Residential and commercial available in gas/electric, heat pump, and fan coil models



Introducing
NEW
Fan Coil Models

- ▶ 2 or 4 pipe configurable
- ▶ 3 speed fan control



VENSTAR®
www.venstar.com



Find Venstar products at the HVACR distributor below.

www.inscohvac.com

Texas								
Abilene	1810 Pecan Street	325-673-2660	Garland	3775 Marquis Drive #101	972-276-5532	San Angelo	914 Arroyo Drive	325-224-4276
Arlington	3210 Dalworth	817-649-7866	Georgetown	40110 Industrial Park Circle	512-863-0525	San Antonio	1302 S. Alamo	210-223-2681
Austin	2929 Longhorn Blvd, Ste 103	512-837-3091	Grapevine	1300 Minters Chapel, Ste 500	682-223-6700	San Antonio	15938 University Oak	210-581-7350
Austin	6301 E. Stassney Lane	512-441-9893	Harlingen	401 N.T. Street, Ste B	956-425-1120	San Antonio	222 Recoleta	210-824-9551
Brownsville	224 Industrial Drive	956-546-8800	Houston	10460 S Sam Houston Pkwy West	713-335-5475	San Antonio	2403 Freedom Drive	210-828-9981
Corpus Christi	5439 Greenwood Drive	361-851-8821	Houston	14820 North Freeway, Ste 500	713-358-3737	San Antonio	6896 Alamo Downs Pkwy, Ste 900	210-523-1244
Dallas	10490 Shady Trail, Ste 100	214-350-7913	Houston	14900 Hempstead Rd., Ste 300	713-462-3737	Tyler	3805 Timms Street, Ste 300	903-561-8080
Del Rio	2307 N. Main	830-774-1545	Houston	5921 South Loop East	713-645-6726	Victoria	3803 N John Stockbauer	361-576-4101
Denton	1706 Shady Oaks	940-380-9199	Kerrville	1905 Junction Hwy	830-895-2800	Wichita Falls	206 Waco Street	940-766-0225
De Soto	640 E. Centre Park Blvd	214-467-8130	Laredo	6301 McPherson Road	956-726-0541	Oklahoma		
El Paso	11500 Rojas Dr., Ste A & C	915-779-3475	Lubbock	702 E. 46th Street	806-762-4088			
Ft. Worth	399 North Beach Street	817-834-5542	McAllen	1218 East Laurel Ave	956-686-3786			
			New Braunfels	1223-B Industrial Drive	830-625-7743	Oklahoma City	3407 E. Reno	405-670-1326

Product News

Fieldpiece Instruments Introduces an Easier Way to Measure Static and Gas Pressure with New Job Link® System Wireless Manometer

Single, Dual, and Multi-Port Measurements are Integrated in Tool

Orange, Calif. -- Fieldpiece Instruments, the only company solely dedicated to creating tools and test instruments for HVACR professionals, introduces a new dual-port wireless manometer that works with the Fieldpiece Job Link® System App for taking pressure measurements quickly and easily. The JL3KM2 dual-port manometer allows the HVACR professional to document readings in the Job Link® System app from up to 350 feet away.

The Fieldpiece Job Link® System app is a robust app used with compatible HVACR test instruments for troubleshooting, diagnosing, and evaluating HVACR systems. Because the probes are not tethered - single, dual, and multi-port measurements are not limited by the length of the hose and can be placed in the perfect locations on the system (multi-port will be available this summer). The measurements are more accurate because the probes can be placed behind closed doors and in tight locations.

Technicians can take inlet gas pressure, outlet gas pressure, and total external static pressure of a furnace with multiple probes hooked up and view them all at the same time in the Job Link® System App. An indicator switch on the manometer automatically tells the Job Link System which side is being tested with the color-code switch (Blue is for P1 and Red is for P2).

View real-time return static, supply static, and total external static pressure all at once with just two probes. The system allows for up to eight individual manometers at one time in the Job Link App. This is helpful when measuring real-time pressure drops between blowers, filters, and coils with multiple probes (more than two readings up to eight will be available this summer). The results will display at the same time on the mobile device using Job Link® System App.

“Pair these probes with the other Job Link Probes and you have a powerful set of tools that give you a total snapshot of the equipment

all in a small form factor,” said Russ Harju, Product Manager Fieldpiece Instruments. Harju added, “We made these tools so easy to deploy at a job site that there is no excuse not to measure your static pressure at every job.”

Other features include a rugged housing; sturdy, rotating magnet to hold the manometer in place; gas adapter and static pressure accessory comes standard; and strong metal barb tips. In addition, the JL3MN measurements can be zeroed on the tool itself so there is no fumbling with the app.

The JL3MN is sold as a single pack and includes the JL3MN, slide-on Gas Adapter, extra hose with Brass Screw Fitting, and a Static Pressure Probe. The JL3KM2 is a double pack dual manometer and includes two JL3MNs, a case, two slide-on Gas Adapters, extra hose with two Brass Screw Fittings, and two Static Pressure Probes.

For more information please visit our website www.fieldpiece.com

Taco's Near-Boiler Trim Kit



Taco Comfort Solutions'® Near-Boiler Trim Kit provides a quick and convenient way to purchase all the accessories needed for near-boiler piping.

The Near-Boiler Trim Kit comes in premium, advanced and select configurations, and is available in 1" and 1-1/4" sizes so installers can select the kit that fits their needs. All versions of the kit include air separators, boiler feed and backflow preventer, 4.5-gallon expansion tanks, and all fittings and connections.

The trim kits are designed for easy installation and are ASSE listed.

For more information, visit www.TacoComfort.com

MAKE YOURSELF COMFORTABLE

Mitsubishi Mini-Splits Available

ACES A/C Supply Inc. is your source for Mitsubishi product, training, and technical information.

We're here to help you get it right.

5801 South Loop East Houston, Tx 77033 713-738-3800	420 East Tidwell Houston, TX 77022 713-691-5170	5248 Brittmoore Rd. Houston, TX 77041 713-849-4070	601 Spring Hill Drive Spring, TX 77386 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

Product News

Boys & Girls Club of Camarillo Uses Venstar Free Skyport Mobile App to Remotely Control Indoor Comfort

Venstar's Skyport Cloud Services Enables Remote Changes in Minutes

Chatsworth, Calif. — Venstar® announced that its Explorer® connected Wi-Fi® thermostats, Wireless Temperature Sensors and Skyport® Cloud Services are being used at the Boys & Girls Club of Camarillo, Calif., to remotely control indoor comfort and help control energy costs.

“Being able to remotely control our thermostats helps us reduce energy costs while keeping our club comfortable for all our visitors,” said Roberto Martinez, CEO Boys & Girls Club of Camarillo. “Using Venstar’s free Skyport Mobile App, I can easily check to make sure the HVAC is not left running when the facilities are unoccupied.”

Challenge: Remotely Control Thermostats and Control Energy Usage

Serving the Southern California community of Camarillo since 1967, Boys & Girls Club of Camarillo provides activities and programs for kids ages six to 18. Located north of Los Angeles, Camarillo has a daytime temperature range from lows in the 50s in the winter to highs in the 90s during the summer, so maintaining indoor comfort is very important.

The club’s 30,000-square-foot facility consists of a large auditorium, gymnasium, classrooms, a teen center and staff offices. In addition to being used daily by the club’s members, the facilities are also used by local service clubs, sports teams and other groups. Because it is used by so many



organizations, the air conditioning and heating were often inadvertently left on, sometimes overnight or even over the weekend.

Solution: Venstar's Explorer Thermostat

Roberto Martinez, the club’s CEO, chose Venstar’s Explorer thermostat (Model T4900) to control the club’s 10 rooftop HVAC units. Using Venstar’s Skyport Cloud Services, he and other authorized users remotely control the Explorer thermostats. They can turn the thermostats on or off, change the temperature settings and view usage, all from virtually anywhere they have Internet access.

Explorer thermostats met Martinez’s requirements for:

- Easy installation, programming and usage;
- Extensive programming option;

- Wi-Fi compatibility; and
- Remote control using Venstar’s free Skyport Mobile App.

The thermostats’ easy-to-read display has red and green indicator lights that show when the system is heating or cooling, making it easy to instantly see that the thermostats are doing their job to maintain indoor comfort.

Results: Remote Thermostat Management to Control Energy Use

Using Venstar’s free Skyport Mobile App, Martinez and his team can remotely control the thermostats, ensuring indoor comfort while managing energy usage and costs. Martinez especially appreciates the ability to remotely check the thermostats to make sure they are properly set for unoccupied periods.

Whether he is at home, in his truck or at the club, he can easily monitor and change the temperature settings using the mobile app on his phone. Having remote control of the 10 rooftop HVAC units also gives him an increased ability to ensure the health of the equipment by making sure they are not left running unnecessarily.

Martinez said, “Best of all, I can make sure that the club provides indoor comfort for the boys and girls and other groups who spend their time here.”

LIVE OAK BANK®

**BUSINESS LOANS FOR
HVAC
CONTRACTORS**

Real Estate Purchases • Business Acquisitions • Refinance

Learn more at
910.807.7247 or liveoakbank.com/hvac

©2020 Live Oak Banking Company. All rights reserved.
Member FDIC. Equal Housing Lender.

Texas HVAC/R License Prep

Fewer than 4 out of 10 people pass the Texas Air Conditioning and Refrigeration Contractors Exam. Our time-tested prep course, taught by qualified instructors, has a **65% pass rate**. We can’t guarantee you will pass (no company can), but you don’t have time to take a test like this twice, so let us show you proven strategies you can use to help you pass the exam the FIRST time!

\$475 TACCA Member \$575 Non-member
Discounted book package with class registration.

May 15-16 D/FW Area

June 27-28 San Antonio

July 25-26 Houston

Aug 7-8 D/FW Area

Aug 22-23 Austin

All 2-day classes 8am—5pm

Limited seating
Register early!

TACCA
Texas Air Conditioning Contractors Association

education@tacca.org
800/998-HVAC(4822)
www.tacca.org

LIVE ONLINE PROCTORED EXAMS



NATE exams now available online!



NATE now offers remote Live Online Proctored Exams for the EPA 608 Exams, HVAC Support Technician Certificate exam, and the NATE Certification exams.

Live Online Proctored Exams give technicians the opportunity to take their exam from the comfort of their own home or office, at a time that fits their schedule.

This live online proctoring option will not replace our in-person proctored handwritten and online exams that you can take with one of NATE's Testing Organizations.

For more information or to register for an exam visit:

NATEX.org

NATE is the leader in **developing** and **recognizing** professional HVACR technicians.

North American Technician Excellence (NATE) is the largest non-profit certification organization for heating, ventilation, air conditioning and refrigeration technicians.

CUSTOMER SERVICE: 877-420-6283 | EMAIL: asknate@natex.org



Baker
Distributing Company



We have Solutions that enable you to continue your day-to-day transactions efficiently and productively:

ORDERING

- Online at Bakerdist.com
- Online through the Baker Mobile App
- Orders can be placed over the phone
- Orders can be emailed

DELIVERY / PICKUP

- Delivery
- Curbside Pickup
- Bakerdist.com Express Pickup

ONLINE PAYMENTS

- Payments can be made online with BakerPay

AFTER HOURS

- 24/7 After Hours service available (800) 217-4698

ARLINGTON

2350 E Arbrook Blvd
(469) 540-7050

DENTON

3923 Morse St
(940) 382-9622

KILLEEN

2931 Atkinson Ave
(254) 554-6046

MCKINNEY

330 Industrial Blvd
(972) 548-9706

SAN MARCOS

4794 Transportation Way
(512) 396-4076

AUSTIN

3203 Longhorn Blvd
(512) 836-9351

FORT WORTH

2300 Franklin Dr
(817) 625-1562

LAREDO

2822 E Bustamante St
(956) 727-0928

NACOGDOCHES

2816 South St
(936) 560-0565

TEXARKANA

1009 N Robison Rd
(903) 794-2616

BAYTOWN

4104 Allenbrook
(281) 420-1120

HOUSTON

13903 Muscatine St
(713) 453-8129

LEAGUE CITY

214 Newport Blvd
(281) 332-0614

PLANO

624 Krona Dr
(972) 398-6292

TEXAS CITY

831 Hwy 146
(409) 948-2800

BROWNSVILLE

1931 Anei Circle
(956) 546-4501

HOUSTON

6605 Roxburgh Dr
(832) 626-1462

LEWISVILLE

845 N Mill St
(972) 434-3648

ROSENBERG

1117 Avenue G
(281) 342-9752

TYLER

13225 Kallan Ave
(903) 534-9086

BRYAN

405 Dellwood
(979) 822-1334

HUMBLE

451 Artesian Plaza Dr
(281) 540-1044

LONGVIEW

420 A Enterprise St
(903) 759-3722

SAN ANTONIO

7007 Fairgrounds Pkwy
(210) 987-5501

WACO

630 Texas Central Pkwy
(254) 757-3737

CORPUS CHRISTI

217 44th St
(361) 904-0921

KATI

1231 Price Plaza Dr
(281) 578-5275

MCALLEN

517 East Cedar
(956) 686-9561

SAN ANTONIO

523 Urban Loop
(210) 222-8007

www.bakerdist.com

Product News

Rheem's EcoNet Smart Thermostat

Rheem spent three years researching and developing its next-generation EcoNet® Smart Thermostat, which builds off the company's extensive work in sensor technology that began in 2012.

In designing its new thermostat, Rheem's mission was customer valued innovations and contractor service optimization. Rheem performed extensive research with contractor focus groups, homeowner surveys, training demonstrations, and field tests during product development. Unique to the category, the EcoNet Smart Thermostat is the only thermostat proven to control a home's air conditioning, heating, and water heating appliances while managing 65 percent of the energy used in a typical home. Paired with Rheem's patent-pending zoning technology, the thermostat maximizes energy efficiency, cost-savings and sustainability.

For HVAC contractors, the EcoNet Smart Thermostat streamlines installation, set-up and service by providing in-depth system diagnostics and automatic equipment configuration. Adding to convenience, the Thermostat's advanced sensor technology actively monitors Rheem's connected smart heating and cooling equipment simultaneously, giving end-users full control of system settings at the palm of



their hand. The Thermostat's maintenance reminders and diagnostic notifications paired with the technology's real-time service alerts make Rheem's EcoNet Smart Thermostat a formidable force for issues prevention and user peace of mind.

Furthermore, the ultra-thin programmable thermostat has five operating modes – Heat, Cool, Auto, Emergency Heat and Fan Only – along with a full-color glass capacitive touchscreen and is also equipped with features such as humidity control and hands-free voice control with Amazon's Alexa. Additional features include built-in Wi-Fi and a six-day weather forecast. For optimal energy savings, Rheem's EcoNet Smart Thermostat's vacation scheduling allows users to program or adjust settings while away.

For more information, visit www.rheem.com.

Bosch Thermotechnology Corp. Expands Versatile Ductless Series with New Climate 5000 Mini-Split Gen 2

Watertown, Mass. — Bosch Thermotechnology announced the release of its Climate 5000 Mini-Split Gen 2, a ductless system suitable for both residential and light commercial applications. The new, second-generation mini-split lineup expands the first generation lineup with enhanced performance, redesigned wall-mounted units; new four-way cassettes; and concealed ducted systems.

The Climate 5000 Mini-Split Gen 2 is a versatile heating and cooling option that is easy to install, easier to use, and delivers consistent temperature and humidity levels throughout desired spaces by making a series of automatic adjustments. An ENERGY STAR® rated single-zone and multi-zone system, it uses a combination of efficient technologies to achieve up to 25 SEER, significantly exceeding the 14 SEER requirement for ductless systems set by the Environmental Protection Agency.

Unique to the Climate 5000 Ductless System 2.0 Series, the mini-split offers a HyperHeat System – a heating and cooling function that does not require additional accessories to maintain comfortable temperatures even when outdoor conditions dip as low as -22 degrees Fahrenheit.

“The second generation of our Climate 5000 series provides on-demand comfort that is flexible,

simple to install and easy to maintain,” said Andrew Archambault, senior product manager for Bosch Thermotechnology. “The reduced ductwork offerings comprise a smaller footprint, and some models allow for longer refrigerant piping than traditional systems. These improvements maximize contractors' efficiency by enabling them to quickly complete new installations.”

The Climate 5000 Mini-Split Gen 2 is equipped with advanced energy-saving inverter drive technology that minimizes expenses while maintaining sound levels as low as 20 dBA when silence mode is activated. Each unit features a turbo function that offers faster cooling and heating than traditional systems to deliver optimal comfort. The redesigned, wall-mounted Indoor units are available in new four-way cassette and concealed ducted options.

Optional wired wall thermostats and 24V interfaces are also available. The 24V interface will allow the Climate 5000 Mini-Split Gen 2 to work with 24V thermostats such as the Bosch BCC100 and BCC50, as well as various standard thermostats on the market. The wired-wall thermostat works in all indoor environments and offers a “Follow Me” feature that detects room temperatures.

For more information, visit www.boschheatingandcooling.com

Our South Loop Store Is Moving



5935A South Loop East, Houston, TX 77033

Find Us at the Front of the Business Park May 2020!



Scan Here to Save Our New Address!
Visit us online at
www.JohnstoneSupply.com/39, on
our Johnstone OE Touch app
or call us at 713-645-0085

FREEDOM ^{to} MANAGE THE PROJECT, NOT THE FINANCING.

With FTL, contractors close 30-50% more jobs, write bigger tickets, and grow their business like never before – all without adding more to their to-do list.

- ☞ Simple, free registration
- ☞ Free to the contractor programs
- ☞ Dedicated support and training
- ☞ Online account tools
- ☞ More approvals with options for credit-challenged homeowners

**REGISTER ^{at} FTLFINANCE.COM
OR CALL 800.981.9032**

FTL FINANCE

It's On My Heart: My Heart: Uncharted Waters

We are in the midst of a storm of biblical proportions. Comparing it to anything in the past is useless, we have never seen anything that moved this fast across the world like this Pandemic. What are we to do? Seems like some are doing this: rant and rave on social media to anyone who will engage (this is political, global warming, fulfillment of Bible Prophecy) and you will find those willing to engage rather quickly. Or perhaps we are to watch the news channels 24/7, leave them on all night, so ya don't miss anything. And we should eat copious amounts of food (have a goal to gain 100 lbs) so you are ready when they start to ration food. None of the above.

I am confident that worrying about this will not do anything to slow the progress of this disease, that will only decrease your mental energy needed to plan for the days ahead. I believe that now, more than ever we need to focus on

one thing, and one thing only. That would be to be in the best possible condition physically, mentally and emotionally for when we exit this current situation. My plan, focus on a strategy to get thru this epidemic, to be as strong as possible when we have "flattened the curve".

So here are some ideas for staying strong. Stop spending. Now. Or, only spend on the essentials, products needed to sanitize your team and the work spaces. Gloves, masks, booties, sanitizer, drop cloths, a great texting program since that is how we will communicate going forward. These are the essentials. Going forward, cash is king. The banks may have to stop lines of credit, the government is rushing to print money to help us thru this crisis, so step up and get involved. Apply for the Paycheck Protection Plan and Economic Injury Disaster Loan.

Second, plan on putting together a Covid-19 Protocol for installs and service. Make

that available on social media, would be great to have a video of how you are doing things differently these days to protect homeowners. Video can be on cell phone, 30 – 60 seconds, could be sent to each customer who calls about service or IAQ, everyone! Show the team actually doing what needs to be done to keep them and the homeowner safe! Remember, you have an obligation to the employees as well as the customers.

Thirdly, train your team. Constantly. Let them know what is expected when they interact with customers today. If they are not reminded on a regular basis, they will revert to habit, start shaking hands again, even hug a customer, not good things. Train the CSRs on what to say, what not to say. Let them share the Covid-19 protocols you have in place when that customer calls to cancel or reschedule their service.

Fourth, advertise. I just

heard a smart man tell me that when times are good you should advertise, when times are tough you MUST advertise. Thanks Lance Lackey! Imagine you are in a room full of competitors, all talking about their business at the same time. Loud, and you can't understand what anyone is saying. Now, same room, but everyone has shut up but you, your message now sounds clear, and gets thru. That is where we are today, everyone has stopped marketing and advertising. A great reason to keep doing those two things. And the other reason is that when everyone quits, there is a chance your dollars will go further.

Finally, motivate your employees. They are facing the same challenges that the customer is, not sure what the future holds. Motivation is key today; use Zoom or Facetime to get visual contact with the team. It will pay dividends later.

Thanks for listening, stay healthy!



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

INTRODUCING YJACK.TM FOR A MORE CONNECTED TECH.

**REMOTE SENSORS AND MEASUREMENT TOOLS FOR
FASTER, MORE ACCURATE SYSTEM DIAGNOSTICS.**

YJACKTM Series sensors work together to provide total system diagnostics with wireless convenience. They use Low-Energy Bluetooth[®] (BLE) technology to link with any Android or iOS device running the YJACK VIEWTM app, or with our P51-870 Series Digital Manifolds.



**YJACKTM REMOTE SENSORS WITH
YJACK DEWTM EXTEND THE REACH
OF YOUR SYSTEM TESTING.**



To learn more, connect at
www.yellowjacket.com.





JOHNSTONE SUPPLY

STAY HEALTHY & WASH YOUR HANDS!



Brownsville
4635 Mar Street
(956) 838-0542

La Feria
13422 E. Expressway 83
(956) 797-2035

College Station
12201 State Hwy 30
(979) 731-5700

Laredo
4114 Airpark Drive, #4A
(956) 727-2235

Corpus Christi
2701 Agnes Street
(361) 882-8896

Pharr
3107 North Sugar Road
(956) 783-1036

Corpus Christi
8051 South Padre Island Dr.
(361) 986-0613

Victoria
3704 Billy Drive
(361) 574-8349

 **Nu-Calgon**



Supplier
of the MONTH

 **Nu-Calgon**

Products shown can be found in our May flyer



Spray Nine® Cleaner & Disinfectant
G80-736
G80-737



Ice Machine Sanitizer III
B82-548



Rx11® flush Starter Kit
B85-710



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

Introducing the game changer in home comfort.

FEATURING SMARTSENSE™ TECHNOLOGY

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



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



smartsense
TECHNOLOGY

Comfortmaker®
Air Conditioning & Heating

Comfort with Confidence.

Product News

Fresh-Aire UV® Introduces PLP-LED Air Filtration for HVAC Systems

The Purity Low Profile LED is the industry's first combination of biological contaminant disinfection, VOC removal and particulate capture in a one-inch replaceable filter format.

Jupiter, Fla.—Fresh-Aire UV®, Jupiter, Fla., a leading manufacturer of indoor air quality (IAQ) products, introduces the Purity Low Profile LED (PLP-LED) the HVAC industry's first one-inch-thick (24-mm) replaceable filter that combines biological contaminant disinfection, VOC removal and particulate capture. The PLP-LED offers high efficiency filtration with minimal static pressure loss and is designed to fit the most common one-inch filtration rack sizes in residential and commercial air handlers.

The PLP-LED is the 2020 Air Conditioning Heating and Refrigeration (AHR) Expo Innovation Award winner in the IAQ category. Fresh-Aire UV also won the same award in 2011 for its APCO® combination UV, carbon-media and photocatalytic oxidation air purifier.

The PLP-LED is a three-stage filter using mini LED light arrays, advanced photocatalytic-coated reactive chemical adsorption media, and polarization technology to disinfect biological contaminants, remove VOCs and collect particulates, respectively.

The PLD-LED consists of three filter

layers held together inside a corrosion-resistant, latched aluminum framework/mesh grill clamshell. The top and bottom blue layers are a particulate-capturing, UV reactive fiberglass media treated with Nanotech™ antimicrobial and photocatalytic coatings. They're sandwiched between a black carbon core for improved VOC removal. The frame's grill, which includes two UV LED disinfecting arrays, opens easily for quick media replacement every four to six months. The PLP-LED also employs low-voltage negative and positive polarization to charge, attract, impinge and agglomerate particulates into the fiberglass media.

The three stages are:

- The UV-reactive media adsorbs household odors from chlorine, acetones, formaldehyde cooking odors, pet smells and other VOCs from the air.

- The polarized media capture 97-percent of particulates as small as 0.3-microns (.00001-inch). The polarization, activated by a 24V connection or optional plug-in transformer, electrically charges particulates so they attract to polar opposite counterparts and agglomerate in the

fiberglass media. Unlike electrostatic technology where collector plates need periodic cleaning to continually attract contaminants, the PLP-LED polarized media requires only replacement.

- The LED disinfecting light field, the first in the HVAC industry to appear on a one-inch polarized filter, disinfects biological contaminants, such as viruses, bacteria, mold and mildew, that agglomerate into the fiberglass media.

The PLP-LED performance can be enhanced with an optional installation of a Fresh-Aire UV's renowned Blue-Tube UV® or APCO system for keeping the evaporator coil, air handler interior surfaces and airstream free of mold and other biological contaminants.

Other PLP-LED features include:

- Doesn't create ozone, which has been defined by ASHRAE, UL-Spot.com, the Environmental Protection Agency (EPA), California Air Resources Board (CARB) and other organizations as harmful to human respiratory systems.

- Fresh-Aire UV's LED array methodology has been found effective in 2017 for surface sanitizing efficacy according to test

standard ASTM E1153 "Test Method for Efficacy of Sanitizers Recommended for Inanimate Non-Food Contact Surfaces" administered by third-party lab, Microchem Laboratory, Round Rock, Texas.

- Lifetime warranty. LED arrays are replaced every five years;

- Unlike other carbon-based filters, VOC adsorption media is replaced and disposed cleanly without loose particles falling into the air stream channel, because its sandwiched between the two fiberglass media;

- Air handler requires no modifications;
- Functions similar to a high efficiency filter, but with the static pressure loss of a conventional filter.

Fresh-Aire UV has been a leader in biological and VOC removal for nearly 20 years; now the third segment of IAQ—particulate collection—gives a comprehensive air cleaning option for residential and commercial spaces.

The PLP-LED will be available at most HVAC wholesale distributors in the first quarter of 2020. For more information on the Fresh-Aire UV products, please visit www.freshaireuv.com


Hunton
Distribution



INDOOR AIR QUALITY

Improving The Air We Breathe In Our Homes And Offices

We're dedicated to providing you with the equipment, parts, and supplies you need to keep your customers comfortable no matter what is going on in the world. From cooling and heating to IAQ, we've got you covered.

The quality of the air we breathe can have a dramatic effect on our overall health and comfort. This is especially important to consider for the places we spend the majority of our time: our homes and offices.

That's why we carry a wide range of products designed to improve Indoor Air Quality for you and your customers. From Media Filters to UV Air Purifiers, we provide what you need to breathe safe and easy.







Call or Text: 281-Hunton-1
One Number for All Your HVAC Needs.

281-HUNTON-1 (281-486-8661)
www.HuntonDistribution.com

NORTH HOUSTON
 16335 Central Green Blvd.

WEST HOUSTON
 10555 Westpark Dr.

SOUTH HOUSTON
 735 FM 1959 (Dixie Farm Rd.)

Curb Adapters Package Curbs Metal Building Curbs Fan Curbs Filter Curbs



Complete Curb Products

If Your Job Requires Metal Building Curbs, in Galvanized, Galvalume, Aluminum or Stainless Steel Construction, Complete Curb Products are the Experts. Call Our Sales Department for Details.



Complete Curb Products

7229 Fairview St.
Houston, TX 77041
Ph 713-690-1622 Fax 713-690-1945
Toll Free 1-866-269-9101
www.completecurbs.com
"Our People Make a Better Curb"

Hoods Equipment Supports Vibration Isolation Rails Spring Isolators



LG Electronics Honored by U.S. Epa as 2020 Energy Star Partner of the Year

LG Recognized for 'Sustained Excellence' in Environmental Sustainability, Strong Promotions and Increased Sales of Energy-Efficient Products

Washington – LG Electronics has been named 2020 ENERGY STAR® Partner of the Year by the U.S. Environmental Protection Agency (EPA). The Sustained Excellence award recognizes LG's continued leadership in protecting the environment through high-performing, energy efficient products loved by millions of consumers across the country.

"Responsible innovation is the foundation of creating Innovation for a Better Life," said Thomas Yoon, President and CEO, LG Electronics North America. "With ENERGY STAR, LG is helping consumers make a difference – with products that deliver energy savings to help save money and the planet without sacrificing performance or style."

Bolstered by its leadership in ENERGY STAR promotions last year, LG helped educate millions of consumers about energy efficiency while increasing sales of

ENERGY STAR certified products. The 2020 award recognizes a number of key LG accomplishments:

- American consumers purchased 3.7 million LG ENERGY STAR certified products in 2019. All told, LG's sales of ENERGY STAR certified products exceeded \$2 billion.
- Heeding the EPA's call for increased attention to ENERGY STAR Most Efficient, LG's unit sales of Most Efficient products increased 27 percent to over 750,000 units.
- More than 80 percent of LG product models across various categories were ENERGY STAR certified in 2019.
- The number of LG ENERGY STAR models increased by 70 percent for mini-split air conditioners, 31 percent for refrigerators, 25 percent for clothes dryers and 12 percent for washing

machines.

- LG raised consumer awareness of ENERGY STAR benefits through retail promotions, social media engagement and advertising on its Times Square billboard in New York.
- Commemorating ENERGY STAR Day, LG partnered with Lowe's on efficiency upgrades (with LG refrigerators, washers and dryers) for deserving families in Charlotte, N.C.

First recognized as ENERGY STAR Partner of the Year in 2012, LG consistently demonstrates "exemplary commitment and dedication to leadership in energy efficiency and the ENERGY STAR program," according to Ann Bailey, chief of the EPA's ENERGY STAR Product Labeling Branch.

"LG continues to be a leader in its commitment to ENERGY STAR as seen

by its ever-expanding ENERGY STAR product offerings. EPA applauds LG for participating extensively in our campaigns, exposing millions of consumers to the value of ENERGY STAR," she said

The ENERGY STAR Partner of the Year – Sustained Excellence Award is the highest ENERGY STAR honor, presented to partners that have already received Partner of the Year recognition for a minimum of two consecutive years and have gone above and beyond the criteria needed to qualify for recognition.

Since its inception in 1992, ENERGY STAR and its partners like LG have helped American families and businesses save nearly 4 trillion kilowatt-hours of electricity and achieve over 3 billion metric tons of greenhouse gas reductions. In 2018 alone, ENERGY STAR and its partners helped Americans avoid nearly \$35 billion in energy costs.

UNITED AC SUPPLY
HVAC WHOLESALER
SERVING THE INDUSTRY FOR 33 YEARS

ONE STOP DOES IT ALL!

ASPEN
Everything's Right Here™

Proudly offering all sizes
of ASPEN COILS



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

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



Call, stop in,
or visit us
online today!

9920 Westpark
Houston, TX 77063
Phone: 713-952-5191
Email: kmintl@wt.net
www.unitedacsupply.com

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

Need a Curb Adapter? Our Rapid Response Team Stands Ready.



When you need a curb adapter we understand that time is of essence. That is why we have a dedicated team ready to spring into action. Get an instant quote and spec sheets from our online PDQuote system, give us approval and rest at ease knowing our talented staff is already building a quality product just for you. Check out our website for details.

PDQuote



McDaniel Metals

Houston • Dallas • Phoenix
281-987-8400 • mcdanielmetals.com

Southwestern HVAC Sales Hires Justin Stainback as Rep in DFW Market



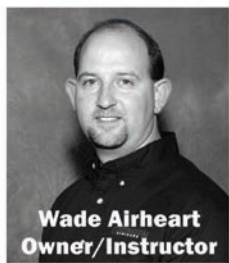
Smithville, TX-

Southwestern HVAC Sales has announced the hiring of Justin Stainback to be a sales rep for them in the DFW market. Justin graduated high school in 2004 and went straight into the Electrical field. In 2012 he was made an offer to become a sales rep and took an offer at

a firm selling plumbing and HVAC supplies. He worked at that firm from 2012-2016. Stainback then went to work for another rep selling HVAC/Electrical supplies from 2016-2020. He has been an independent sales rep in the HVAC industry calling on wholesalers and contractors for 8 years. His passions outside of work include fishing, going to the beach/lakes and spending time outdoors.

CONTINUING EDUCATION

LIVE OR ONLINE



Wade Airheart
Owner/Instructor

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

TDLR Provider #1142



CONSTRUCTION
DATA

(888) 500-PASS

www.airconditioningce.com

Want to SAVE on CRANE costs?



www.pro-lift.com

(972) 939-3231

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

Target your market and ADVERTISE with AC-Today
Over 20,000 readers a month

HARSHAW con't

✓ When consumers deplete their savings (and some already have) they won't be able to buy HVAC service or equipment without credit. I am sure you are set up to make this possible with retail financing programs, but I worry about the rebound effect when the economy does reawaken and folks are now saddled with high interest debt service while barely making ends meet.

✓ You can't control the economy or the government (except through your vote) so stop bitching about them and figure out what you are going to do to stay alive. As General U. S. Grant heard his subordinate generals wringing their hands about how Lee had surprised them during Grant's first encounter with Confederate General Robert E. Lee at the Battle of the Wilderness in 1864, Grant listened for a moment, drawing on his famous cigar while he whittled on a stick, and then said, "I am sick and tired of hearing you guys complain about how Robert E. Lee is going to do a double hand spring with a twist and land behind you! For once, I want YOU to think what YOU are going to do to discomfort HIM!" (Or words to that effect—I am using some poetic license here for dramatics effect. But he did say this.)

✓ This writes much easier than it translates but try to keep your employees through all of this, even if you have to furlough them. I know of no easy way to do this, but for key employees (service manager, installation manager, office manager, etc.) you may want to consider setting up a phantom stock plan. These are pretty complex and beyond the scope of this column but talk to your attorney and financial advisor (and possibly your company's insurance agent) at a meeting and get their input.

✓ Don't buy ANYTHING right now. No trucks, no cars, no sheet metal shears or brakes, no jet skis, no turbo charged golf carts, no 70 foot power yachts. Learn to live on what you have for the moment. (Do as Castro is said to have done during a tough economic

downturn in the early 1960's. He said to Moscow, "Please provide more aid. We are starving." Moscow's reply was, "Tighten your belts." To which Castro said, "Please send belts.")

✓ Expect a long siege. This will not end soon. The virus will now be here for millions of years. Either we will adapt to it or all die off (in which case this column will no longer be relevant). Set your face like flint and ride it out.

✓ But above all else, have hope. Hope in each other, hope in the medical community, and yes—hope in your God (if you have one). As a Christian, I find Psalm 91 to be very encouraging at this time. Here are some of the most powerful lines from it:

*Those who live in the shelter of the Most High
will find rest in the shadow of the Almighty.*

*For he will rescue you from every trap
and protect you from deadly disease.*

He will cover you with his feathers.

He will shelter you with his wings.

His faithful promises are your armor and protection.

*Do not be afraid of the terrors of the night,
nor the arrow that flies in the day.*

*Do not dread the disease that stalks in darkness,
nor the disaster that strikes at midday.*

*Though a thousand fall at your side,
though ten thousand are dying around you,
these evils will not touch you.*

No evil will conquer you;

no plague will come near your home.

My 50 years of walking with God have taught me that He can be trusted, that his word is always solid and rings true. I will not abandon that faith now.

What about you?

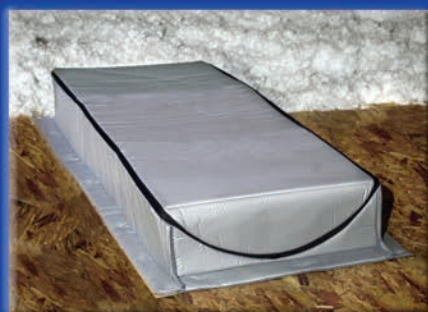
WAGNER con't

Lastly, where is a GREE?

Well, as I mentioned earlier, GREE is headquartered, and the product is produced in Zhuhai, China. Here in the United States, Tradewinds Climate Systems has distribution centers on both coasts with factory employed salespeople and a network of independent manufacturer's representatives, dealers and

distributors covering 50 states and beyond!

I have been a part of this global GREE network for the past five years and hope to continue for many years to come. It's a privilege to be a part of something that is globally recognized as groundbreaking, game changing and market leading...and to have it still keep a level of service and quality usually reserved for small, boutique type companies, well, that is what GREE is!



Always get the best!



Distributor Benefits:

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

Contractor Benefits:

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



Sold at your local distributor!
If not, call:

(704) 892-5399 or
www.attictent.com

In These Unprecedented and Challenging Times,
INSCO REMAINS COMMITTED TO SUPPORTING SMALL BUSINESSES
within the HVAC/R Industry.

We understand that the customers we all serve **ARE VITAL TO OUR COMMUNITIES** and we are proud to have dedicated more than 60 years serving those businesses.

Insko's doors have remained open despite the challenges. We feel it is important to maintain a sense of consistency within these ever-changing inconsistent times. While the **HEALTH AND SAFETY** of our customers, suppliers, employees and their families remain our top priority, we are actively seeking and exploring new ways to maintain the **HIGH LEVEL OF SERVICE, SELECTION & SUPPORT** you depend on.

One should never underestimate the value of a friendly face welcoming you at the door, or the impact of a familiar voice when life presents it challenges. We believe that **WE ARE A FAMILY**, extending well beyond our employees, to our customers, suppliers or anyone within our HVAC/R community needing guidance, training or support. We truly hope that **YOU AND YOUR FAMILIES ARE SAFE**, and that your businesses are persevering.



We believe that during challenging situations **COMMUNICATION IS KEY**. Please, let us know if there is anything that we can do to **HELP YOUR BUSINESS**. We are thankful for each opportunity to serve you. We will continue providing updates via email, social media and on **INSCO.COM**.

Mitigate Risk by Taking Advantage of Our Order and Fulfillment Methods:

- Insko Text to Order
- Call In Ahead of Pickup
- Email Your Order to Support@insco.com
- Place Your Order Online
- Utilize Dockside or Will-Call
- Insko Delivery

Have a Commercial Project?
support@insco.com

Abilene / Arlington / Austin / Brownsville / Corpus Christi / Dallas / Desoto / Del Rio / Denton / El Paso / Fort Worth / Garland / Georgetown / Grapevine
Harlingen / Houston / Kerrville / Laredo / Lubbock / McAllen / New Braunfels / San Angelo / San Antonio / Tyler / Victoria / Wichita Falls / Oklahoma City

INSCO.COM



Best Products. Best Service. Best People.



/inscodistributing
@inscohvac



We've Got You Covered

For All Your Residential, Commercial
and Multi-Family Needs



Goodman
Air Conditioning & Heating



Coleman

HEATING AND
AIR CONDITIONING



BOSCH

With Johnstone Supply, you'll spend less time
on the road and more time making money!

Installing quality products means fewer call backs. That's why Johnstone Supply carries only the best in HVACR parts, supplies and equipment. With over 400 leading suppliers, you'll find everything from branded equipment and OEM parts, to installation and maintenance supplies, and accessories. Plus, over 1 million special order parts: If we don't have it, we can get it.



Visit us online at www.JohnstoneSupply.com/39, on our Johnstone OE Touch app or call us at (713) 868-8967

BEAUMONT

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

HOUSTON

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

HOUSTON

5935A South Loop East, 77033
Phone: (713) 645-0085
Fax: (713) 645-7498

HOUSTON

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

HOUSTON

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

HOUSTON

6630 Roxburgh Dr Ste #175, 77041
Phone: (713) 466-5716
Fax: (713) 466-7530

KATY

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

STAFFORD

10650 West Airport Blvd Ste. 180, 77477
Phone: (281) 988-5584
Fax: (281) 988-9533

Now Open!

CONROE

800 Old Montgomery Road Ste 200
Conroe, Texas 77301
Phone: (936) 230-5040
Fax: (936) 242-0178

**MIAMI-DADE COUNTY, FLORIDA
PRODUCT CONTROL APPROVED**

PIPE PROP Tested & Proven In The Most Severe Weather Conditions From Coast To Coast.

The Pipe Prop Adjustable System is:

- > Affordable
- > Easy to assemble
- > Time saving
- > Adjustable to any height

Pipe Prop Elevates and Secures:

- > Condensate Drain Lines
- > Gas Lines
- > Electrical Conduit



**Proudly Made
in America**



PIPE PROP[®]

The Professional's Choice



**For more information
or to view the video
visit PipeProp.com
1.888.590.0120**

WE'RE HERE TO HELP MAKE YOUR JOB EASIER

Experience the Century Difference plus Industry-leading dealer benefits.

MAY 1 - MAY 31, 2020

ATTENTION LIBERTIES PLUS & CCE DEALERS

10 YEAR FACTORY-BACKED LABOR WARRANTIES

Take advantage of the industry's only factory-backed labor warranty!

STARTING AT ONLY

\$99 **PER SYSTEM**

Don't forget about

0% FOR 60 MONTHS FINANCING
and other low-cost financing options
to help you sell and upgrade systems



Experience exceptional service at any of our 26 conveniently located branches today.

- ✓ Privately-owned business
- ✓ Easy Ordering: Online, by Phone, In Person
- ✓ Thousands of parts and supplies in stock
- ✓ Fast, friendly service
- ✓ Knowledgeable staff
- ✓ Dedicated Technical Support Team
- ✓ Dedication to Exceptional Service
- ✓ Free Same-Day Delivery
- ✓ Hands-On Training Center



YES, WE ARE OPEN AND READY TO SERVE YOU DURING THE COVID-19 PANDEMIC

We're taking measures to protect employees and customers while continuing to serve you. There are several ways to place an order and minimize person to person contact:

Call for Will Call or Delivery • Order Online • Request Curb-Side Pick Up • Text Your Local Branch • Order via our Mobile App

As always, you can visit your local branch to place and pick up your order.

CENTURY
A/C SUPPLY™

YORK®



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!

All Temp Heating & Air Conditioning – Huntsville

Apple Leasing – Austin

Critter Ridder – Austin

Texas Total Comfort Systems - Azle

Johnson Supply – Austin

Chilly Air Services – Round Rock

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.

When COVID-19 started to have an impact, TACCA quickly realized that the onslaught of information was going to be overwhelming and immediately saw the benefit of cutting through to the relevant and accurate information our members would need. If you are reading this, you may have been keeping up with the communications going out from TACCA, including critical and developing information on HVAC as essential workforce, a resource guide, Families First Coronavirus Response Act (FFCRSA), mandatory notice to employees, Small Business Administration loan info and the Paycheck Protection Program.

We continue to monitor for news and information to help our contractors and industry partners and are confident that once we are through to the other side of this crisis, we will be in a good position to continue to serve our members well. For now, I wish you and your families health, happiness and lots of humor.

Truly,
Devorah Jakubowsky, CAE
Executive Director

Questions?

Do you have a question about COVID-19 and how it relates to you as a business owner, employer, technician, employee or industry partner? This has been a rapidly changing few weeks for us all. We don't have all the answers, but we would like to help you get them. Send us your questions and we'll do our best to locate the answers you need.

Federated Insurance Hosting Complimentary Webinars in Early May

Estate Planning

Federated clients have access to a network of independent business succession and estate planning attorneys. At this time, Federated is offering not only their clients but all TACCA members a complimentary review of their plans. Federated's Southwest Region recommended attorney firm, Evans & Davis specializes in business succession and estate planning law which could help you and your business during these very uncertain times. If you and your family and/or business partners are interested, please join us for this informational webinar put on by Evans & Davis.

Friday, May 1 at 10:00 am via Zoom

Business Protection: Disaster Planning, Response, Recovery

Disasters of any type can be costly for businesses, and even result in permanent closure. Taking steps to prepare and plan for potential disasters, both natural and man-made, will help businesses minimize disruption and recover more efficiently. The Insurance Institute for Business & Home Safety (IBHS) offers two programs, OFB-EZ and EZ-PREP, to help owners protect their business's bottom line, their employees, and create a more resilient community. Who should attend this webinar? Risk managers, operations managers, HR professionals and owners/operators.

Tuesday, May 5 at 1:00 pm

Register through the TACCA website under the COVID-19 tab. Click on the TACCA Update April 20.

TACCA Training Opportunities for 2020

Looking for an HVAC CE or license exam 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.

TACCA classroom CE will resume as soon as restrictions are lifted and safe meetings can be held. Thank you for your patience. Our new curriculum will be available online by the end of May. See page B5 for upcoming continuing education opportunities and page 14 for exam prep course dates.

Texas Air Conditioning Contractors Association (TACCA) is your advocate to state agencies and in the Texas Legislature. We are collecting data to submit to the Sunset Commission staff and the Legislature regarding annual municipal registration fees charged to HVAC/R contractors. Your response will help us compile valuable information about municipal registration fees across the state.

Please take a minute to complete a very short survey:
www.surveymonkey.com/r/taccasurvey



Save the Date – Texas HVACR Conference set for October 29-30

TACCA is excited to announce our first conference since 2016! Topics include: Customer Service, Social Media and Digital Marketing, Lessons Learned in a Crisis, Profitability and Performance, Accessing New Workforce Talent, and much more.

**Please save the date and plan to join us
October 29-30, 2020 at the beautiful
Lakeway Resort in Austin.**

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

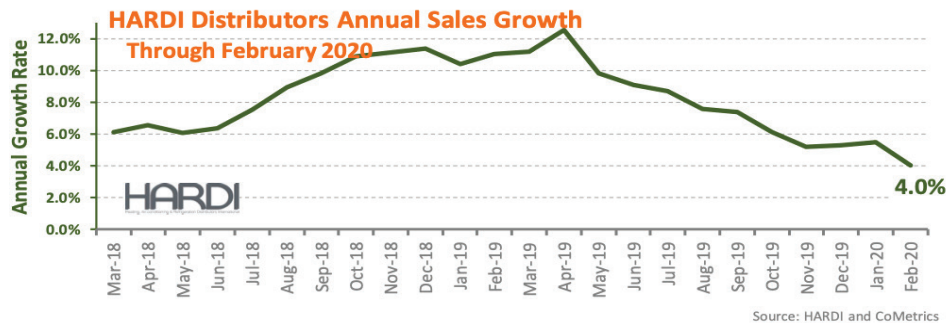
Visit us at www.tacca.org or call 800/998-HVAC (4822) to learn more about TACCA membership, register for a class or sign up to receive news and information.

HARDI

HARDI Distributors Report -0.1% Percent Revenue Decline in February

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was a decline of -0.1% percent during February 2020.

The average annual sales growth for the 12 months through February 2020 is 4.0 percent



“Generally February has not been indicative of the year ahead because it is a short month and at the end of the season,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The sales this month were comparable to February 2019 when five of our seven regions produced low-to-mid teens sales growth. What looked good last year is not as encouraging this year.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 50 days. “The DSO has an annual cycle so we compare it to the comparable prior year. January 2020 was comparable to January 2019,” said Loftus. “December and January were higher than their prior year comparable so we are pleased to see that trend broken, at least before the likely increases in March and April.”

“Our economy created 273,000 new jobs in February 2020. That was 113 consecutive months of job growth and the unemployment rate had been near 3.6% for almost a year. The last time the unemployment rate was that low was the back half of 1969 or 50 years ago,” said Loftus. “That side of the economic cycle is now over. The downside the cycle will be considerably shorter. We are now watching a variety of metrics to see how long this slide will persist.”

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.

HARDI Introduces Weekly Survey to Gauge Impact of COVID-19 on Members

Columbus, Ohio –Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has begun a Weekly Pulse Survey to gauge the impact of COVID-19 and how members’ businesses change week by week.

The first Weekly Pulse Survey was sent to distributor and manufacturer members in HARDI’s Weekly COVID-19 Resources email on Friday, April 10th. The Pulse results were instantly available to members as they completed the survey, giving them a quick view of how their peers are faring during this pandemic. Over 90 distributor companies and 25 manufacturer companies completed the inaugural Weekly Pulse Survey.

The Pulse is not intended to be scientific but rather provide a general “pulse” of where the industry sits. The Weekly Pulse Survey is a complement to HARDI’s statistically sound Monthly Sales TRENDS Reports.

The survey captures sales impacts, employment changes, customer sentiments, product availability and more.

One noteworthy result of last week’s Pulse is that more than half of distributors indicated sales were down more than 5% than the previous week, leading HARDI to adjust the interval levels captured for this week’s survey. Positively, the majority of distributor respondents indicated they have not seen any supply chain disruptions from their suppliers.

To see the full results, visit blog.hardinet.org/member-insights-weekly-pulse-survey-results

The next survey will be sent Friday, April 17th. HARDI will continue The Weekly Pulse until the end of April, and then will reevaluate based on the situation at that time.

For questions about Pulse, or to join HARDI to participate in Pulse or the Monthly Sales TRENDS Reports contact:

Wholesaler Account Manager, Sarah Jilbert at sjilbert@hardinet.org

Supplier Account Manager, Brandin Bursa at bbursa@hardinet.org

Continuing Education

The **LEADER** in
TDLR-approved educa-
tion for the HVAC/R
industry in Texas.

Stay up-to-date with current technology and trends in the industry. Inverter Driven DX Installation classes are available at a location near you—or—online for your convenience. Register today!

FREE for TACCA Members!

May 16—Austin

May 16—Lubbock

May 30—Houston

June 5—Beaumont

June 13—Hurst

June 20—Burleson

June 20—Houston

July 11—Hurst

July 11—San Antonio

Online Continuing Education

TACCA Members
\$49.00

Industry Partners
\$60.00

www.TACCA.org

Classes will resume when the state restrictions are lifted for safe gatherings. Please check our website for updates.

NEW CLASS—Manual J Outcomes & Humidity Mgmt #22269

Expectations from Manual J

- ◆ Envelope, sensible and latent loads
- ◆ Overhangs and windows
- ◆ Insulation

Managing Humidity

- ◆ Components of humidity
- ◆ What influences humidity level in a building
- ◆ Slabs and crawlspaces

Tools for Successful Business

TDLR laws and rules (required one hour)



VISIT US AT
WWW.TACCA.ORG



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

ASHRAE Issues Statements on Relationship Between COVID-19 and HVAC in Buildings

Expanded Guidance Available on ASHRAE's Newly Updated COVID-19 Resources Webpage

Atlanta – ASHRAE has published two statements to define guidance on managing the spread of SARS-CoV-2, the virus that causes COVID-19 disease (Coronavirus) with respect to the operation and maintenance of heating, ventilating and air-conditioning systems in buildings.

“In light of the current global pandemic, it's critically important that ASHRAE responds with guidance on mitigating the transmission of the virus, as well as ventilation and filtration recommendations,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. “ASHRAE has a significant role to play in ensuring safe and healthy building environments and these statements offer the expert strategies needed at this time.”

ASHRAE developed the following statements in response to widening false statements surrounding HVAC systems. ASHRAE officially opposes the advice not to run residential or commercial HVAC systems and asserts that keeping air conditioners on during this time can help control the spread of the virus. The official statements are below.

ASHRAE's statement on airborne transmission of SARS-CoV-2/COVID-19

Transmission of SARS-CoV-2 through the air is sufficiently likely that airborne exposure to the virus should be controlled. Changes to building operations, including the operation of heating, ventilating, and air-conditioning systems, can reduce airborne exposures.

ASHRAE's statement on operation of heating, ventilating, and air-conditioning systems to reduce SARS-CoV-2/COVID-19 transmission

Ventilation and filtration provided by heating, ventilating, and air-conditioning systems can reduce the airborne concentration of SARS-CoV-2 and thus the risk of transmission through the air. Unconditioned spaces can cause thermal stress to people that may be directly life threatening and that may also lower resistance to infection. In general, disabling of heating, ventilating, and air-conditioning systems is not a recommended measure to reduce the transmission of the virus.

HVAC filters, along with other strategies, help to reduce virus transmission while removing other air contaminants that may have health effects.

ASHRAE's Environmental Health Committee also developed an Emerging Issues Brief to support the two above statements:

There is great concern about the real possibility of transmission through the air of various pathogens, especially SARS-CoV-2, among staff and administration in healthcare facilities, office workers, retail workers and patrons, manufacturing workers, and residents in private and public facilities and the general public in outdoor settings and in public transportation.

ASHRAE has created the Epidemic Task Force, comprised of leading experts to address the relationship between the spread of disease and HVAC in buildings during of the current pandemic and future epidemics. The ASHRAE Environmental Health Committee's Position Document Committee also updated a Position Document on Infectious Aerosols.

“ASHRAE, working with its industry partners, is uniquely qualified to provide guidance on the design, operation, and maintenance of heating, ventilation, and air-conditioning systems to the COVID-19 pandemic as well as to prepare for future epidemics,” said ASHRAE Epidemic Task Force chair, ASHRAE Environmental Health Committee voting member and 2013-14 ASHRAE Presidential Member Bill Bahnfleth.

Please visit the newly updated ASHRAE's COVID-19

Resources webpage at ashrae.org/COVID19 for additional details. The page includes frequently asked questions and the latest information on the ETF's guidance for healthcare facilities, residential buildings and other issues related to the COVID-19 pandemic.

ASHRAE Supports World Refrigeration Day 2020

Atlanta – ASHRAE has joined with associations and societies around the world in pledging support for World Refrigeration Day 2020 on June 26.

Called the “Coolest Day of the Year,” World Refrigeration Day is an international awareness campaign created to raise the profile of the refrigeration, air-conditioning and heat-pump sector and focuses attention on the significant role that the industry and its technology play in modern life and society. This year's theme will be Cold Chain 4 Life.

“Since 1904, ASHRAE's contributions to refrigeration research and technology continue to advance the cold chain industry and benefit the public in profound ways,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. “We are proud to partner with other global organizations to support World Refrigeration Day, in this its second year, as we celebrate refrigeration's vital role to the modern world.”

Participation is expected from prominent industry associations and societies, in dozens of countries for a series of refrigeration-related activities to support the day. Governmental officials have also joined in recognizing the event, including issuing letters and statements of commendation.

ASHRAE's refrigeration webpage aligns with World Refrigeration Day by encouraging the expansion of refrigeration technology and its application.

“Refrigeration and the cold chain are part of a growing, worldwide industry,” said Rajan Rajendran, chair of ASHRAE's Refrigeration Committee. “ASHRAE's resources and the work of our members will continue to make a difference in improving the quality of life for people throughout the world.”

Visit ashrae.org/refrigeration for resources, information and publications concerning refrigeration and refrigerants such as standards, design guides and ASHRAE courses.

To join in the World Refrigeration Day celebration connect with ASHRAE on LinkedIn, Facebook, Twitter and YouTube.

For more information about World Refrigeration Day visit worldrefrigerationday.org.

AHRTI Publishes Phase I Refrigerant Sensor Report, Begins Phases II & III

AHRTI Project 9014, Refrigerant Detector Characteristics for Use in HVACR Equipment, is assessing refrigerant sensor and refrigerant detector performance requirements for A2L refrigerants, and the capability of currently commercially available refrigerant detectors to meet the requirements of the major refrigerating system safety standards.

In the recently published Phase I report, contractor Creative Thermal Solutions (CTS) summarized existing and proposed requirements for refrigerant detectors in major safety standards, and evaluated 11 sensors against the requirements. Six sensors with four different sensing

principles – including Micro Machined Membrane, Non-Dispersive Infra-Red, and Thermal Conductivity and Metal Oxide Semiconductor – were selected for the experimental assessment. Testing included step-change tests and time-varying tests under the typical leakage scenarios.

Under AHRI members' guidance, CTS will assess and develop test protocols and conduct testing to assess the reliability and robustness of refrigerant sensors in the next two phases of the program. A kick-off meeting between the AHRTI Project Monitoring Subcommittee and CTS was held on April 8.

2020 RSES Cowtown Chapter Officers



Jerry Clark, CM Region 10 Director swears in 2020 officers. Left to right: Cameron Taylor, CM President; Jim Malone, CMS; Vice President; Jill Malone Secretary; Alfredo Delgado Sgt. At Arms

The spotlight



The National Air Duct Cleaners Association (NADCA), also known as the HVAC Inspection, Cleaning, and Restoration Association welcomes Hugo Hernandez and Paul Keller, Jr. to its Board of Directors.



Fujitsu has named Erin Mezle Vice President of Marketing



Fujitsu has promoted Dennis Stinson to VP of Sales



Fujitsu Promotes David Trautman to Director of National Accounts



Oatey Co. Promotes Brian Suriner to VP, Wholesale National Accounts



NAVAC Hires Bryan Schwartz as Western Regional Sales Manager

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



**CONSTRUCTION
DATA**

**TEXAS
HVAC/R
TEST PREPARATION**



3 DAY LIVE INSTRUCTED

SCHEDULE

**IRVING
HOUSTON**

**May 14 - 16
June 11 - 13**

**HELPING TEXANS SUCCEED
FOR OVER 20
YEARS**

888-500-PASS

www.constructiondatainc.com

Jeff "Coach" Huckaba



Jeff "Coach" Huckaba, Regional Sales Manager (South Central) for Packard passed away unexpectedly at his home in McKinney, Texas the first week of April.

Jeff was a native of Texas but had deep roots in Missouri and Kansas. Growing up as a dependent of a Senior Master Sergeant in the US Air Force, Jeff grew up all over

the world. In 1977, his father retired, and his family moved to Marshfield, Missouri. While at Marshfield, he was active in athletics lettering in both football and baseball. After graduation he went on to play college football and baseball at Central Methodist University where he earned his Bachelor of Science degree in Education, graduating in 1985.

Jeff started his career teaching and coaching in Fayette, Missouri and continued in that field until 2008.

In 2008, Jeff entered the HVAC industry taking the position of Territory Sales manager with a sheet metal manufacturer, Standex

ADP (Snappy). In his first full year with the company, 2009, he was named the "Salesman of the Year". After leaving Standex ADP, Jeff went to work for Goodman Distribution as the Regional Parts Manager in Carrollton, Texas. After this he took a job as Regional Sales Manager for a start-up manufacturer, Evolve Composites, who was then sold to Diversitech in 2013. In December of 2013, Jeff accepted the position of Regional Sales Manager with Packard.

Jeff is survived by his ex-wife Kristi Huckaba, and his two daughters, McLaren (16) and Taylor (24). Jeff was 58 years old.

Bobby Alderson CE South Texas



With a heavy heart, CE South Texas announces the passing of our gentle giant, Mr. Bobby Alderson. Bobby left a lasting impression on

everyone he encountered. He truly had a heart of gold. Bobby was our trainer, our coach, our uncle, and our brother, but most of he was our friend. Bobby genuinely loved his CE family and would go to any lengths to support the vision of the company. Bobby's wealth of knowledge in the HVAC industry set him apart as one of the top resources for Coils, Compressor and Motors

for not just CE, but all in the industry.

Earlier this year Mr. Bobby Alderson was awarded a **50 Years of Service** plaque for his outstanding leadership, exceptional service and professional commitment.

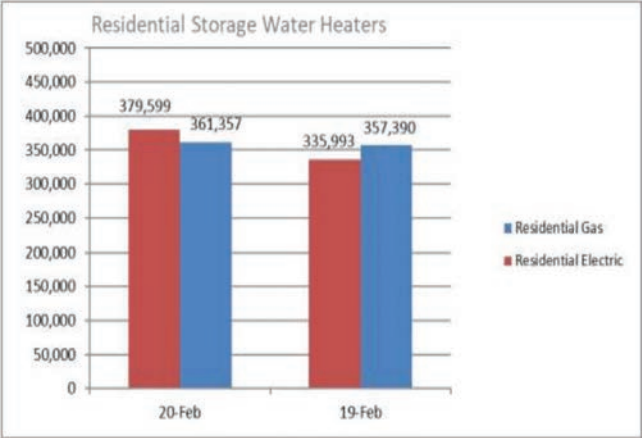
Thanks to our friend for encouraging us and challenging us for greatness.

"As Iron sharpens iron, so one person sharpens another." – Proverbs 27:17

AHRI Releases February 2020 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for February 2020 increased 1.1 percent, to 361,357 units, up from 357,390 units shipped in February 2019. Residential electric storage water heater shipments increased 13 percent in February 2020 to 379,599 units, up from 335,993 units shipped in February 2019.

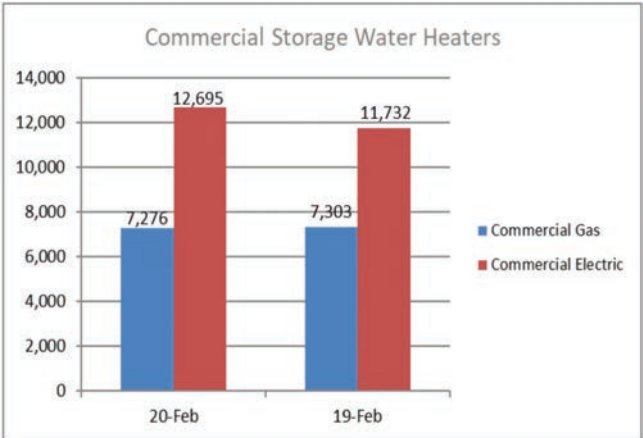


Year-to-date U.S. shipments of residential gas storage water heaters decreased 5.7 percent, to 745,570, compared to 790,654 shipped during that same period in 2019. Residential electric storage water heater shipments increased 3.2 percent year-to-date, to 765,890 units, compared to 741,921 shipped during the same period in 2019.

Year-to-Date	Feb 20 YTD	Feb 19 YTD	%CHG.
Residential Storage Gas	745,570	790,654	-5.7
Residential Storage Electric	765,890	741,921	+3.2

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 0.4 percent in February 2020, to 7,276 units, down from 7,303 units shipped in February 2019. Commercial electric storage water heater shipments increased 8.2 percent in February 2020, to 12,695 units, up from 11,732 units shipped in February 2019.

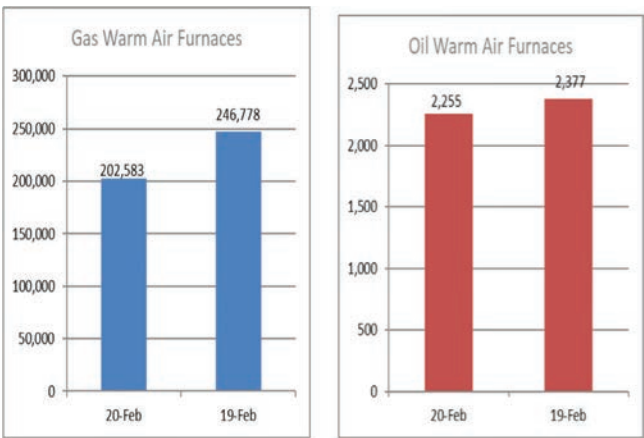


Year-to-date U.S. shipments of commercial gas storage water heaters increased 3.1 percent, to 14,483 units, compared with 14,045 units shipped during the same period in 2019. Year-to-date commercial electric storage water heater shipments increased 6.7 percent, to 25,321 units, up from 23,723 units shipped during the same period in 2019.

Year-to-Date	Feb 20 YTD	Feb 19 YTD	%Chg.
Commercial Storage Gas	14,483	14,045	+3.1
Commercial Storage Electric	25,321	23,723	+6.7

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for February 2020 decreased 17.9 percent, to 202,583 units, down from 246,778 units shipped in February 2019. Oil warm air furnace shipments decreased 5.1 percent, to 2,255 units in February 2020, down from 2,377 units shipped in February 2019.

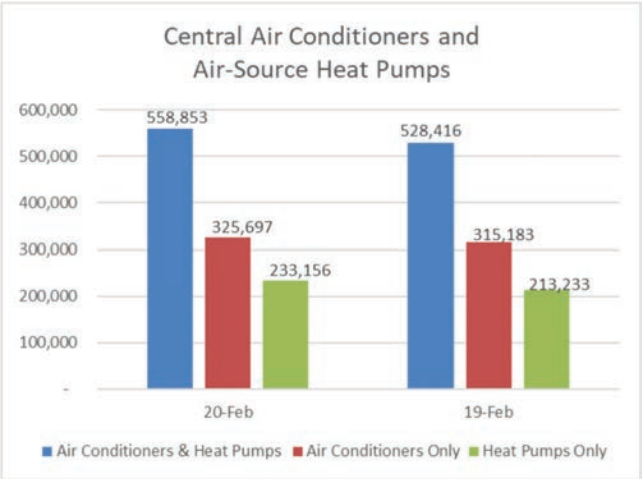


Year-to-date U.S. shipments of gas warm air furnaces decreased 10.2 percent, to 430,289 units, compared with 479,099 units shipped during the same period in 2019. Year-to-date U.S. shipments of oil warm air furnaces decreased 21.7 percent, to 4,653 units, compared with 5,945 units shipped during the same period in 2019.

Year-to-Date	Feb 20 YTD	Feb 19 YTD	% Chg.
Gas Warm Air Furnaces	430,289	479,099	-10.2
Oil Warm Air Furnaces	4,653	5,945	-21.7

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 558,853 units in February 2020, up 5.8 percent from 528,416 units shipped in February 2019. U.S. shipments of air conditioners increased 3.3 percent, to 325,697 units, up from 315,183 units shipped in February 2019. U.S. shipments of air-source heat pumps increased 9.3 percent, to 233,156 units, up from 213,233 units shipped in February 2019.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 4.9 percent, to 1,099,032, up from 1,047,404 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners increased 5.9 percent, to 634,008 units, up from 598,681 units shipped during the same period in 2019. The year-to-date total for heat pump shipments increased 3.6 percent, to 465,024, up from 448,723 units shipped during the same period in 2019.

Year-to-Date	Feb 20 YTD	Feb 19 YTD	% Chg.
Air Conditioners & Heat Pumps	1,099,032	1,047,404	+4.9
Air Conditioners Only	634,008	598,681	+5.9
Heat Pumps Only	465,024	448,723	+3.6

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

Month			YTD		
Size Description (000) BTUH	Total	% Change from 2019	Size Description (000) BTUH	Total	% Change from 2019
Under 16.5	26,100	+23.7	Under 16.5	48,250	+0.1
16.5-21.9	57,744	+16.8	16.5-21.9	114,345	+10.9
22-26.9	114,892	+10.1	22-26.9	223,904	+9.3
27-32.9	85,556	+2.2	27-32.9	167,039	+4.5
33-38.9	114,300	+4.1	33-38.9	225,279	+4.8
39-43.9	37,725	-4.4	39-43.9	77,320	-1.9
44-53.9	57,534	+2.8	44-53.9	115,988	+3.9
54-64.9	44,646	-20.2	54-64.9	88,543	+2.7
65-96.9	7,783	+1.6	65-96.9	14,452	-3.4
97-134.9	5,204	-3.2	97-134.9	9,912	-7.0
135-184.9	3,401	+4.5	135-184.9	6,475	-0.4
185-249.9	1,503	+1.8	185-249.9	2,945	-2.0
250-319.9	1,236	+11.8	250-319.9	2,160	-0.5
320-379.9	284	+2.2	320-379.9	547	+4.4
380-539.9	302	-12.2	380-539.9	630	-4.1
540-639.9	234	-9.7	540-639.9	480	+1.5
640-799.9	105	-12.5	640 & Over	196	-15.2
800.0-899.9	62	+5.1	800.0-899.9	122	-11.6
900.0-999.9	95	+35.7	900.0-999.9	183	+51.2
1,000.0-1,199.9	49	+96.0	1,000.0-1,199.9	85	+39.3
1,200.0 & Over	98	-5.8	1,200.0 & Over	177	-10.6
TOTAL	558,853	+5.8	TOTAL	1,099,032	+4.9

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

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

Construction Employment Declines in 20 States and D.C. in March, in Line with Industry Survey Showing Growing Job Losses for the Sector

New Monthly Job Loss Data Foreshadows More Layoffs Amid Project Cancellations and State Cutbacks in Road Projects as Association Calls for More Small Business Relief and Immediate Aid for Highway Funding

Construction employment declined in 20 states and D.C. in March, aligning with the results of a recent survey by the Associated General Contractors of America that found growing layoffs amid new project cancellations and state funding constraints. Association officials warned that these cancellations mean massive job losses are likely to occur soon in even more states unless Congress helps cover rapidly declining state revenues, adds funding for Paycheck Protection Program loans and takes other measures to help the industry recover.

“While construction employment declined in many parts of the country last month, far more states, local governments and project owners have halted construction in the five weeks since the government collected this data,” said Ken Simonson, the association’s chief economist. “Our two latest surveys show a steep rise in cancellations

of scheduled projects, which is leading to furloughs and terminations for both jobsite and office workers.”

The association released an analysis of new government data that showed construction employment decreased in 20 states and the District of Columbia, from February to March, held steady in six states and increased in 24 states. The economist noted the figures represented a rapid deterioration in a previously vibrant job market for construction. Over the 12 months ending in March, construction employment declined in only seven states and D.C., held steady in two states, and increased in 41 states. He added that the data is based on employment as of March 12, before most states or owners began curtailing construction.

In the association’s latest online survey, conducted April 6-9, 53 percent of the 830 respondents reported that a project owner had

ordered a halt or cancellation to a current or upcoming project. The share of respondents reporting cancellations jumped to 19 percent from 7 percent a week earlier, suggesting that the volume of work will shrink rapidly once current projects finish. Another impediment to construction—listed by 27 percent of respondents—comes from state and local officials who have ordered construction shutdowns.

The survey also found that 40 percent of respondents had furloughed or terminated workers by April 9, an increase from 31 percent just a week earlier. While 36 percent of firms reported furloughs or terminations of jobsite workers, layoffs also affected office and other workers at 18 percent of firms.

Association officials warned that construction job losses were likely to accelerate in many states amid the coronavirus pandemic. They added those job losses will get worse now that several

states have canceled or significantly delayed planned highway projects because the pandemic has resulted in dramatic declines in gas tax revenues. They urged Congress and the Trump administration to provide funding to cover the lost revenue to protect existing jobs and make sure roads are repaired at a time when traffic is relatively light. They also urged Washington officials to invest more funds in the now-depleted Paycheck Protection Program and other forms of infrastructure.

“There is a historic opportunity to repair aging roads and other types of infrastructure,” said Stephen E. Sandherr, the association’s chief executive officer. “Without more funding from Washington, government officials will not have the resources necessary to improve the nation’s infrastructure and protect tens of thousands of construction jobs.”

Women in HVACR: Now Accepting Scholarship Applications

Women in HVACR (WHVACR) is now accepting applications for multiple \$2,000 scholarships. Scholarship applications will be accepted through June 1, 2020. Scholarships winners will be selected July 1, 2020 and announced shortly after.

As the opportunities for women in heating, ventilation, air conditioning and refrigeration (HVACR) positions continue to grow and expand, more women than ever before are enjoying positions as technicians, contractor owners, marketers, engineers, managers, dispatchers and others. As part of our mission at WHVACR, an organization specifically serving women in the industry, we want to encourage more to consider these trades as a career. We do so by providing scholarships to women in technical and/or trade school or those seeking a related degree at a college or university.

To learn more about WHVACR scholarships and/or apply, visit <https://www.womeninhvacr.org/scholarships>.

**WOMEN
IN
HVACR**

Networking. Education. Mentoring.

**NOW ACCEPTING
SCHOLARSHIP
APPLICATIONS!**

Johnson Controls supports U.S. Military Efforts in Global Health Pandemic

Temporary structures require HVAC to provide safe and comfortable environments for healthcare professionals and patients combatting COVID-19

Milwaukee – Johnson Controls Ducted Systems HVAC is a critical component to these temporary structures providing comfort to patients in their time of need. In order to meet the demand for the equipment, the Johnson Controls Ducted Systems team in collaboration with the Residential manufacturing facility located in Wichita, Kansas have partnered with the distributor and contractor network to ensure these urgent needs are met.

“Our factory built sixty 5-ton, 14 SEER Package Heating and Cooling Units for these field and pop-up hospitals around the world,” said Randy Wyngard, regional account manager, Johnson Controls. “It’s important that we pivot with our production schedule and ensure the people in need are getting great comfort and reliability coming from our manufacturing facility in Wichita. Our hearts and thoughts are with the healthcare workers on the front lines who are making adjustments around the country to fight COVID-19.”

The product orders were shipped to field hospitals across multiple channels in early April.

For more information, please visit [Johnson Controls](#).

AHRI Stresses Job Creation and Phase-Down Aspects of HFC Bill in Testimony

Also Downplays Preemption Concerns

Arlington, Va. – In written testimony to the Senate Environment and Public Works Committee, the head of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today stressed that when Congress, through S. 2754, the American Innovation and Manufacturing Act, establishes a national structure to phase down the production and use of hydrofluorocarbons (HFCs), the result will be job creation and trade benefits while ensuring the continued availability of the chemicals for those industries and applications for which no viable alternative is currently available.

Representing the more than 320 manufacturers of air conditioning, heating, refrigeration, and water heating equipment, AHRI President & CEO Stephen Yurek provided the testimony as part of a “paper hearing” before the bill’s committee of jurisdiction.

Yurek stressed that the phase down structure created by the bill would not affect equipment currently installed in homes and businesses nor HFC availability for current or future necessary applications. “Importantly, the AIM Act does not prohibit the use of existing equipment, which consumers and business owners remain free to use through the equipment’s lifetime, nor does it mandate the purchase of new equipment,” Yurek stated. “HFCs also will remain available for servicing and maintenance for decades, due to the 15 percent tail at the end of the phase down period and from the provisions in the AIM Act that enhance the recovery, recycling, and reclaim of used HFCs,” he added.

Yurek noted that his industry has invested “several billion dollars in R&D” for next generation refrigerants and seeks “an orderly transition” from HFCs to next-generation refrigerants to create “certainty, stability and predictability” for manufacturers as they create “...33,000 new jobs...\$12.5 billion in direct manufacturing output, [a] positive swing in the balance of trade, and [a] 25 percent boost in exports.”

Yurek testified that “fears of higher costs accompanied past transitions from CFC and HCFC refrigerants, but in fact refrigerant and equipment prices did not increase over the course of those transitions,” noting that in a typical home air conditioning system, “the refrigerant is less than once percent of the cost of the overall system.”

Finally, Yurek downplayed concerns about the legislation not preempting states from enacting more stringent regulations, stating that most companies will completely transition from HFCs by mid-decade because “it is cheaper, easier, and more profitable to transition in one fell swoop.” So, he stressed, “Once a company has transitioned from HFCs, states cannot impose a more stringent standard. There is nothing left for a state to regulate.”

In conclusion, alluding to the national pandemic with which the entire nation is grappling, Yurek testified that “The enactment of the AIM Act would settle the regulatory landscape for HFCs and provide American manufacturers in our sector with greater confidence and greater clarity as they seek to navigate these difficult times and plan for a fast and aggressive rebound. In every sense of the word, the AIM Act would serve as a potent form of economic stimulus for the U.S. HVACR industry – and it would do so without the need to appropriate any new federal funds. The benefits that would follow would be shared broadly by American manufacturers, workers, and consumers.”

Efficiency

- Homeowners want **Energy Efficiency**
- Smart Business Owners want **Labor Efficiency**

Work Smarter NOT Harder
It Doesn't Just Look Better ~ It Performs Better

Ask us how to get your 1st Job FREE





DSB
DUCT SADDLE STRAPPING SYSTEM
www.DuctSaddles.com
Can't Find it? Call ~ 214 407 6100

Pick Some Up TODAY!!

PARTS SERVICE



GLASS MASTER

FACTORY TRAINED
40+ YEARS EXPERIENCE

CALL 210-912-7669

BUY SELL

Focus

CASTILLO TRAINING

•TDLR 8 HR CE CLASSES•

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

Hopefully all classes will resume in May.

Stay Home and stay in touch.

TDLR No. 1362 Class No. 20982

•Load Calculation Workshop•
TBA

•Compressor Workshop•
TBA

• LICENSE PREP CLASSES•

•EPA Exams• 1st Friday of the month

•NATE Exams•

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

silverfox0001@earthlink.net www.castillotraining.com

FROM SEARCO™: "REQUEST THE BEST! BETTER PRODUCTS. BETTER RESULTS!"

1. Bulls Eye (BE1) Universal waterproof Freeze-Stat Goes on suction line at condenser to prevent freezing of A/C system. Wire leads included.



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

PURCHASE at Barsco, TruStar Supply, OR OTHER QUALITY HVAC HOUSES.

Always use with time delay relay to prevent short cycling.

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. FreonLock™ (FL1) "THINKING OUTSIDE THE CAP". Goes OVER the existing cap. For MAXIMUM reduction of liability. **THESE ARE SUPER HIGH QUALITY.**



*PREVENT UNAUTHORIZED ACCESS.
*ALL STAINLESS STEEL.
*20 YEAR WARRANTY.
*PREVENT HUFFING, VANDALS, & STEALING.
*DECREASE INSURANCE LIABILITY.
*WILL NOT CORRODE IN SALT ENVIRONMENT

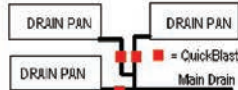
If you want locks that will actually **STOP someone from getting into the system**, get ours. If you are just trying to meet minimum code guidelines, get the cheap plastic ones that can be easily ripped off or opened with a common tool (Allen wrench, etc.). Lawyers will love those when litigating.

6. QB1: My product

It is superior and works far better than other blow out valves. I was first to invent the concept and product for condensate lines.



QUICK BLAST BLOW OUT VALVE. MY ORIGINAL INVENTION: ALL OTHERS ARE JUST COPIES!



BUY AT MOST QUALITY SUPPLY HOUSES! Request the best!

7. Gallo gun brass Adapter: Gallo gun or air gun to gauge hose direct coupling. For QB1 or any other type of blowout valve.

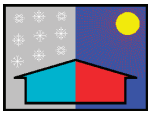


For questions or comments: mikesears061@gmail.com
Cell: 214-597-2067. Land line: 903-527-0412. www.HVACcraft.com

Elite Software

Over 20 Hvac Design Programs!

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



New!

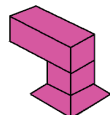
Rhvac Online \$49/up ACCA approved Manual J, D, and S calculations. Works on phones, tablets, iPads, and computers



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

Register for Free Trial Version!

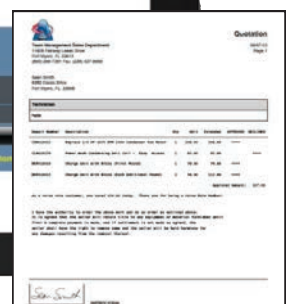
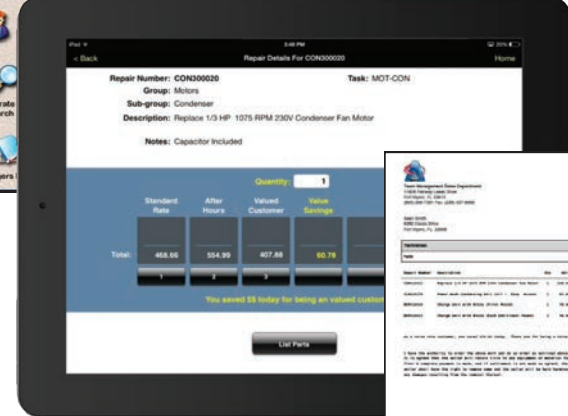
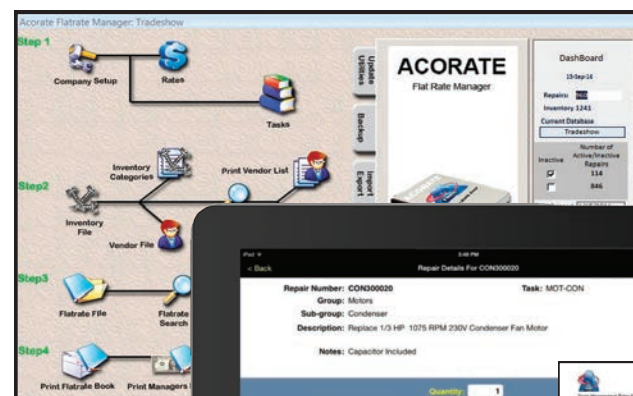
www.elitesoft.com 800-648-9523



ACORATE Flat Rate Software

No ongoing monthly fees required!

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



Team Management Systems, Inc.

www.acorate.com ♦ sales@acorate.com ♦ (800) 299-7351

READ THE NEWEST ISSUE ONLINE!
AC-TODAY.COM

American Standard[®]
HEATING & AIR CONDITIONING



WE ARE FIRST, BECAUSE WE LAST

**KEEP COMFORTABLE WITH THE
#1 VOTED HEATING AND COOLING SYSTEM**

Rated Most Reliable Brand

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



Customer Care[™] Dealers have some pretty big shoes to fill. To earn this designation from American Standard they must demonstrate a strong and enduring focus on customer satisfaction and an unwavering commitment to quality. It's what sets them apart from others, and it's why so many people choose them for home heating and air conditioning.

Our goal is to help you, our dealer, succeed in your business. Don't let another day pass you by without talking with us about joining our ranks of pinnacle dealers.

LET US TELL YOU WHAT WE CAN DO FOR YOU.



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

ACESUPPLY.COM

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

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

CORPUS CHRISTI
1157 HENDRICKS ROAD
(361) 853-5050

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

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

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

SAN ANTONIO
3835 STAHL ROAD
(210) 656-6900

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

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

STAFFORD
10155 MULA ROAD
(281) 977.6980

Texting now available. See your ACES[™] for details.

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