

JUNE 2020 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 34, No 6

AHRI Files Motion to Intervene in Support of DOE Process Rule

Arlington, Va. - The Air-Conditioning, Heating, and Refrigeration Institute (AHRI), joined by the Consumer Technology Association and the Association of Home Appliance Manufacturers, filed a motion with the U.S. Court of Appeals for the Ninth Circuit to intervene on the side of the Department of Energy (DOE) in a lawsuit filed by the Natural Resources Defense Council against a rule issued earlier this year governing the Department's rulemaking procedures.

The Procedures for Use in New or Revised Energy Conservation Standards and Test Procedures for Consumer Products and Commercial/Industrial Equipment rule, more commonly known as the Process Rule, outlines rules that DOE must follow when it develops new or updated energy conservation standards. AHRI has been consistent in its support for an updated Process Rule, as the current version was created in 1996 as non-binding guidance, which resulted in its being inconsistently followed by DOE.

"The procedures outlined in the Process Rule will bring much-needed modernization to the DOE rulemaking process, including making them binding on the Department, which is why manufacturers feel strongly enough to intervene in this lawsuit," said AHRI President & CEO Stephen Yurek.

"We would have preferred for the plaintiffs to dedicate their efforts to working with DOE and industry to use the improved Process Rule to develop energy-saving regulations. We are disappointed by their choice to litigate, and we are intervening to represent our members' interests and to support what is ultimately a deliberative and thoughtful rule," said Caroline Davidson-Hood, AHRI General Counsel.

Builder Confidence Posts Solid Gain Following Last Month's Historic Drop

In a signal that the housing market is showing signs of stabilizing and gradually moving forward in the wake of the COVID-19 pandemic, builder confidence in the market for newly-built single-family homes increased seven points to 37 in May, according to the latest National Association of Home Builders/ Wells Fargo Housing Market Index (HMI) released on May 18. The rise in builder sentiment follows the largest single monthly decline in the history of the index in April.

"The fact that most states classified housing as an essential business during this crisis helped to keep many residential construction workers on the job, and this is reflected in our latest builder survey," said NAHB Chairman Dean Mon, a home builder and developer from Shrewsbury, N.J. "At the same time, builders are showing flexibility in this new business environment by making sure buyers have the knowledge and access to the homes they are seeking through innovative measures such as social media,



virtual tours and online closings."

"Low interest rates are helping to sustain demand," said NAHB Chief Economist Robert Dietz. "As many states and localities across the nation lift stay-at-home orders and more furloughed workers return to their jobs, we expect this demand will strengthen. Other indicators that suggest a housing rebound include mortgage application data that has posted four weeks of gains and signs that buyer traffic has improved in housing markets in recent weeks. However, high unemployment and supply-side challenges including builder loan access and building

material availability are near-term limiting factors."

Derived from a monthly survey that NAHB has been conducting for 30 years, the NAHB/Wells Fargo Housing Market Index gauges builder perceptions of current single-family home sales and sales expectations for the next six months as "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

All the HMI indices posted gains in May. The HMI index gauging current sales conditions increased six points to 42, the component measuring sales expectations in the next six months jumped 10 points to 46 and the measure charting traffic of prospective buyers rose eight points to 21.

Looking at the monthly average regional HMI scores, the Midwest increased seven point to 32, the South rose eight points to 42 and West posted a 12-point gain to 44. The Northeast fell two points to 17.

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

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Nominations Open for Lennox' 2020 Feel The Love Program

provides essential HVAC equipment to frontline workers amid COVID-19 pandemic

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workforce who continues to serve the community every day.

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For the past 10 years, benefit first responders and Feel The Love program has installed heating

or cooling equipment at no cost in U.S. and Canadian homes to help those facing physical, mental or social disabilities, financial challenges or job loss. Military and community service are also key factors for choosing HVAC recipients, and

this year, Lennox is dedicating those keeping us safe during even more of its resources to

the COVID-19 pandemic.

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SEE LENNOX PG.2
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LENNOX con't

"As an essential business, it is our honor to provide equipment and services to individuals and families impacted by crises and circumstance," said Stephanie Bond, Director of Marketing at Lennox Residential. "The spirit of Feel The Love is particularly vital this year as the shockwaves of the COVID-19 pandemic reverberate throughout the world, affecting our health and economic stability, and of those we love. We, along with our dealers, are committed to working together to support the local heroes and frontline workers that continuously make courageous sacrifices for their communities."

With an eye toward a more hopeful future, Lennox will supply new high-efficiency heating or cooling equipment for selected nominees during Feel The Love Weekend, October 8 - 11, 2020. As dealers eagerly give back to deserving homeowners, Lennox continues to recommend following

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New Mexico and Arkansas

Centers for Disease Control (CDC)-approved guidelines to ensure everyone stays safe during installations.

Since the inception of Feel The Love in 2009, Lennox and its dealers have completed over 1,000 installations for households throughout North America, with 230 of those occurring last year. In 2020, new challenges to our ways of working and living have us spending more minutes at home, closer to what matters most to us. Lennox and its dealers wants homeowners to enjoy the little moments they have at home right now in perfect comfort, starting with the air they breathe.

Lennox encourages individuals and local organizations across the United States and Canada to nominate deserving families and neighbors in need of a safer, more comfortable home, especially as people spend more time indoors. To nominate a member of your community, visit FeelTheLove. com today through August 31, 2020.

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PHCC Elevates A.O. Smith Corporation To New Executive Sponsorship Level

Joint Relationship Focuses on Education, Workforce Development

The Plumbing-Heating-Cooling Contractors—National Association (PHCC) has elevated long-time Industry Associate A. O. Smith Corporation, a manufacturer of residential and commercial water heating equipment and boilers, as well as water treatment products, to a new Executive sponsorship level. This status was approved by the PHCC Board of Directors to recognize the significant contributions of this strong advocate of the organization.

For more than15 years, A. O. Smith has been a substantial supporter of PHCC's programs with a focus on education and workforce development. The support spans several different PHCC entities, including PHCC—National Association, the PHCC Educational Foundation and PHCC's Quality Service Contractors.

"A. O. Smith's partnership with PHCC has made a tremendous impact on our ability to effectively advance the plumbing, heating and cooling (p-h-c) industry through strong education and training programs," said PHCC President Jonathan Moyer. "This recognition publicly acknowledges the level of support and value this well-respected industry friend extends to help our members grow professionally and to attract and train the next generation, as well."

Examples of A.O. Smith's program support for PHCC include:

• Since 2004, A.O. Smith has provided funding to award 36 scholarships through the PHCC Educational Foundation

• Support for numerous PHCC chapter education programs



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• Support for the annual Plumbing Apprentice Contest and SkillsUSA

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• Thought Leader for PHCCCONNECT education and member webinars

The company also illustrates its commitment to education through support of several other programs, including a diverse range of PHCC's national member offerings and chapter and contractor education sessions during state and local recruitment meetings.

"We are delighted to step up our support of the vital programs and services PHCC provides to our industry," said A.O. Smith Manager Demand Creation Brandon Stepanek. "We look forward to working with PHCC on a shared commitment to provide quality education to professionals in the industry today and develop workforce development programs to attract future leaders for tomorrow."

For more information about PHCC Partner and Sponsorship programs contact Vice President of Business Development Elicia Magruder at magruder@naphcc.org or call 800-533-7694.

Tradewinds Gree Partner with Mitchell Enterprise Inc.

Tradewinds Gree would like to announce Mitchell Enterprise Inc. as there new rep agency covering TX, LA, OK & AR. David and Patti Mitchell founded Mitchell Enterprises, Inc. in 1988. Over the past thirty-plus years, the company has grown with product lines currently serving the HVAC, plumbing, and electrical wholesale distribution channels. The MEI Team provides product information & technical support to contractors, engineers, and architects in support.

MEI's mission is to proudly represent manufacturers and diligently work with them to establish their products and services in wholesale distribution in the territory of TX, OK, LA & AR. There focus is to find ways to bring value to the channel and the ultimate end-user of their products. Locally owned home service companies face several significant challenges when it comes to moving to the top of search results.

• There are always a few well- funded national companies or franchises with very deep pockets. With multiple locations, and large advertising budgets, they can buy their way to the top of the page with advertising.

• Large local competitors have multiple employees who can amplify the company message by sharing content on social media.

• The low barriers to entry mean there are always lots of small companies competing for the same position as well.

Long Tail Keywords For Plumbers, Electricians, and Roofers.

So how does a home service compete with the big guys, the national guys and the little guys? Stop trying to be on page one for the same phrases everyone is searching for. Do your homework and find the long tail keywords that other companies are missing.

What is a long tail keyword?

Long tail keywords are actually phrases, sometimes three or four words, which are very specific to whatever you are selling

What is an example of a long tail keyword a contractor might use?

While a typical keyword or phrase for a contractor might be "contractor near me", good long tail phrases are more specific, identifying the problem a customer is trying to solve.

- Furnace repair
- Second story is too hot
- Bathroom is too cold
- My air conditioner runs all the time

What is the benefit of using long tail keywords?

Home Service SEO

Typically when a customer is ready to make a purchase, they are likely to use the more specific keywords. You won't reach as many people, but the ones you reach are more qualified prospects.

Go Local

One of the other advantages you have as a local company is the ability to be a part of the community.

Use that local connection to your advantage. Be sure to list all the local towns you serve. This doesn't mean creating a service page with essentially the same content for each town. Google sees right through that technique.

Instead use your blog post to create local stories. Feature employees who come from one neighborhood or another. Write case studies and be sure to list subdivisions or neighborhoods by name. These are relevant local hooks which can help you catch the attention of a search engine.

One of the best home service SEO strategies is to take your SEO plans to Google and build out your Google My Business Listing. This is the tool that fuels the map listing. Be sure your profile is complete, add pictures, videos, and special promotions weekly. Sure it takes a little effort, but if you want Google to notice you, play on their field, using their tool.

Be Consistent

SEO is not like a programmable thermostat that you can set once and forget about. It is a marathon. And everyday day your competitors are adding content to their websites, pushing slightly ahead of you. In response



Lorraine Ball

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

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you need to add or update your site as well.

It doesn't always need to be completely new content, a new picture or adding just one paragraph will breath new life into a page, making it interesting for Google to make a return trip to your website. Plan to update something on your website every week.

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The Duct-Free Zone

What a difference two months can make... The two months that have passed since my last article have been nothing less than historic, but not in a good way. The elephant in the room is COVID-19 coronavirus and as I write this, only now are reports starting to show a glimmer...just a glimmer, of light at the end of this frightening tunnel.

I thought long and hard as to what I wanted to say in this month's article. I wanted to be upbeat and offer an alternative to all the doom and gloom. ...but that is not what this article will do.

I feel compelled to address an issue that has

been bothering me throughout the national crisis. I am really turned off by all the advertising on

TV attempting to make a company seem like some guardian angel in the midst of the virus pandemic.

You know the ones I'm talking about...car companies who want to sell cars to those in need of one with deferred payments and low interest rates. Mortgage companies offering to "work with" customers who are affected by the national emergency. Fast-food companies claiming to be "thinking of" their customers even if they aren't thinking about the fast-food company.

I actually thought in the early days of the pandemic, that advertising would cease... yes, I actually thought that no company would spend money for advertising in an environment where people could not take advantage of their products or services.

Boy, was I wrong!

Many companies appear to see the pandemic as an opportunity rather than the

national disaster it is.

I find this rude, distasteful and frankly, gross. I was beyond disappointed when I saw some within the HVAC industry appearing to market indoor air quality products as a way to avoid COVID-19...some more subtle than others. The New York Attorney General's office sent ceaseand-desist letters to several HVAC companies making unsubstantiated claims of products that could help you avoid contracting the virus, one that actually claimed to "prevent" the virus.

Look, I'm not a complete idiot...I do understand the concept of "one man's disaster is another man's pot of gold" but do we need to be taking advantage of a situation as the world is still wrestling with it? There will be time...a more appropriate time, when the general public will be very willing to learn about products that *may* offer some barrier between contaminants and themselves and their loved-ones.

I am so turned-off by these companies that when things do go back to normal...whatever normal will ever be again, I can't imagine myself ever doing business with them.

OK...I will get off my soapbox for a minute and address the other side of this issue.

Those of you who know me personally or who have attended one of my in-person GREE mini split training events know that I love McDonalds unsweetened ice tea. I always have at least four large unsweetened ice teas at the ready at all events. I so often go to McDonalds for my fix that

I have come to know many of the people who work there.

Have you noticed that McDonalds right now is a primary food source for many Americans? No joke, many of us are going to McDonalds, and other fast-food restaurants on a weekly basis...some daily.

McDonalds has never missed a beat... McDonalds employees, young and old, have been providing interrupted service at their drivein windows without (to my knowledge) any advertising that pats themselves on the back and / or claims to be "thinking of" me.

The HVAC industry will play a major role moving forward from COVID-19 in offering products that can help prevent a virus from thriving in our homes and places of business and developing yet unknown products and methods to keep our customers (our citizens) safer from such a pandemic in the future.

I want to be a part of that process...I will be part of that process, but not now.

Right now I want to be more like McDonalds...I want to do my job without fanfare or publicity.

That said...

Doing my job in this unprecedented environment has required this old dog (me) to learn some new tricks. I can no longer travel to a city near you to conduct in-person GREE mini split training events. I have however, been conducting 3 hour GREE mini split training webinars and will continue to offer more events in the webinar / podcast format as long as my travel is restricted. Please follow me on LinkedIn to learn of all upcoming online events.



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

One last thing about McDonalds...

In the past six weeks, I have said a number of times that the people working the driveup windows at fast-food locations around the country during the pandemic should be receiving "combat pay." I mean it... we may never know the risk that these people are taking by working that window, coming in close contact with strangers every few minutes for 8 hours or more a day so that they can remain employed and keeping food on their own family's table.

I hope by the time I write my next article that the world has changed again in an historic way...this time with an immunization and a cure for COVID-19.



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Service Contracting Companies and the SBA

Service contracting businesses require capital to grow. Business owners can re-invest earnings back into their business or they can turn to a qualified bank who participates in the SBA 7(a) loan program. As I wrote about last month, the Small Business Administration created the 7(a) loan program to enable banks to lend capital to small to mid-sized businesses based upon the business cashflows, as opposed to available collateral. By lending through the SBA 7(a) program, banks are insured against default. Borrowers are not borrowing from the United States Government when taking out an SBA loan.

The SBA 7(a) program is ideal for service contractors who typically do not maintain large amounts of collateral in their business. This creates an opportunity for those business owners seeking working capital to invest into growing their business. SBA loans are available to business owners who are investing in marketing, hiring and other uses that will help a privately owned business grow.

In addition to working capital loans, an

SBA loan can be used by a service contractor who plans to grow by acquisition. Acquiring a local competitor to either expand an existing line (HVAC business purchases another HVAC business) or to expand into a new line (HVAC business acquires a plumbing business) is a very common use of an SBA loan. These types of loans are considered expansion loans and can be made without a down payment. Imagine that your local competitor is retiring and he would like to sell you his business. By working with a bank that provides SBA loans, you

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can expand your business without deploying any of your precious working capital.

What about selling? For so many service contractors, selling their business can be a nightmare. The right buyer might be an employee, family member or a third party. The challenge is that many wouldbe buyers lack the money to pay for the business. Historically, sellers had to rely on receiving minimal capital at close and carrying a seller note for the remainder. Hoping that the buyer is able to pay off a seller note is no way to enjoy retirement and for many sellers, the dream of retirement ends when the buyer stops making payments. By coordinating with the buyer, and an SBA lender, the buyer can secure a loan and pay the seller 100% of the purchase price on the day of close. The buyer is expected to have some type of down payment which will be discussed in my next article.

Live Oak Bank www.liveoakbank. com of Wilmington NC understands service contractors and makes working capital and business transaction loans to HVAC, plumbing and electrical contractors within their Service Contracting business vertical. Brandon Bolen, vice president of the service contractor lending group, recognizes the opportunity that exists in assisting in the buying a selling of service contracting businesses. "With the aging of the baby boomers, there has never been more activity in regard to buying and selling service contracting business and with the combination of available capital, willing sellers and qualified buyers, we are excited about 2020."

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

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Grundfos Marks 75 Years of Pioneering Together



Foss 1, often called "the Pig" is Grundfos' first pump, was built in 1945 when founder Paul Due Jensen received an order for an automated waterworks.

Houston– Grundfos, a global leader in water technology, marks its anniversary by celebrating a commitment through generations to strong values, creating a better future and making an impact by pioneering together.

From the very first pump in 1945 to today's digital solutions, Grundfos has been synonymous with a pioneering spirit, social awareness and innovative solutions. The 75th anniversary is dedicated to the shared values of the company's 19,280 colleagues all over the world.

"We celebrate the pioneering and socially responsible spirit that has driven Grundfos since the beginning and continues to drive us today. We carry that mindset forward with a profound commitment to fight the imminent climate and water challenges affecting all of us," said Mads Nipper, Group President and CEO, Grundfos.

The official anniversary date is May 12, where employees will celebrate in their local teams. This will take place digitally for many employees who are working from home due to the coronavirus pandemic. It is an occasion to reflect on the past, present and future.

"I am proud to say that Grundfos is now stronger than ever," added Nipper. "Based on our fantastic heritage, we have an ambition over the coming decade to contribute to bringing safely managed drinking water to 300 million people and to become a climate positive company. Thanks to our talented and diverse global team, we continue to push forward with a constant eye on pioneering solutions that shape our entire industry and beyond."

The pump company's history began at the end of the Second World War, when Grundfos founder and engineer Poul Due Jensen was asked by a local farmer if he could procure a pump. In the aftermath of the war, there was a shortage of almost everything, so he had to develop and construct a complete quality water supply from scratch. The solution proved a great success and, as history shows, the foundation of the organization we know today.

Besides being an innovative spirit, Poul Due Jensen was very conscious of collaboration and made Grundfos an inclusive workplace, stating that everyone has the power to contribute.

"If you're on your own you can do a little, but you can do a lot when you work together to do the job," he said, crediting employees as a key element to the results created.

EVAPCO Names Three New Sales Representatives

EVAPCO, Inc. has grown their Southern US business, so much so that it's taken a single territory and split it into three regions. The three new sales representative firms are: Jackson, MS-based Hydronic Technology, Inc.; serving the Jackson, MS area; Mid-South Equipment Sales & Services LLC, serving New Orleans; and Shreveport, LA-based Mechanical Concepts LLC, serving Shreveport and Northern Louisiana.

Hydronic Technology is led by Scott Dees. The team at Mid-South is led by Shelly Hasney, Kelly Hasney and Allen Laird, among others. Dan Cason leads Mechanical Concepts LLC.

"I'm excited to these firms join the EVAPCO family, said Jamie Facius, vice president of EVAPCO North America sales. "Their expertise in equipment operation, capability and specification, along with their depth of knowledge in the industry will greatly strengthen EVAPCO's exposure in their respective markets."



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Transtar A/C Supply Welcomes Noel Gregory as Territory Manager

Stafford, Texas – Transtar A/C Supply, Inc. is proud to announce and welcome Noel Gregory as the company's Territory Manager. Noel will be responsible for providing additional leadership of the Transtar sales team, developing new business opportunities, building contractor relationships and driving revenue. In addition, Noel will be a valuable contributor in the areas of marketing and overall business strategy.

Noel comes to Transtar with 17 years of industry experience and is a well-known figure in the Houston HVAC distributor market. Noel has a proven track record of creating and facilitating long term business relationships with both customers and industry luminaries alike. Noel's contractor focused attitude and positive personality are assets that well complement his vast industry experience.

"I am blessed to have been given the opportunity to join the close-knit Transtar A/C Supply family, and am excited to lend my 17 years of broad experience in the greater Houston wholesale HVAC/R market. My goal is to expertly serve an ever-increasing audience of contractors and dealers as they do their jobs with industry-leading parts, supplies, as well as Allied Commercial, AirEase, and Concord Residential equipment lines." – Noel Gregory, Territory Manager, Transtar A/C Supply

"I am thrilled to have Noel join our team as Territory Manager. As Transtar continues to grow, I am confident that his drive, experience, expertise and professionalism are exactly what Transtar needs in order to better distribute our parts/equipment to contractors all across the Houston area.". – Bryan Abraham, CEO & General Counsel, Transtar A/C Supply

For over 30 years, Transtar A/C Supply, Inc. has successfully



become one of the leading wholesale distributors and exporters of air conditioning, heating and refrigeration equipment and parts in Texas. Transtar was started in a small single location in 1984. Since then, Transtar has grown to 7 convenient Houston area locations with over 160,000 square feet of warehouse facilities while stocking over \$4 million in inventory. Transtar is committed to earning customer loyalty by offering the highest level of customer service along with the best air conditioning, heating and refrigeration equipment, parts and supplies available. Transtar believes in building relationships with our customers and stands behind its motto of "we have the parts and equipment to do the job!".

For more information about Transtar A/C Supply, please call 281-499-3377 or visit the company's website at www. transtaracsupply.com.

Master-Bilt Manufacturing Facility to Close in New Albany, Mississippi

New Albany, MS - Refrigerated Solutions Group ("RSG") announced that after a full review of its business opportunities, market conditions and other options, it reached the difficult but necessary decision to begin the process of permanently closing its manufacturing facility located in New Albany, Mississippi.

Unfortunately, the COVID-19 pandemic has caused sudden, dramatic, and unexpected conditions outside of the company's control. The unprecedented and major economic downturn and the governmental-forced closures of many of RSG's customers have contributed to these unforeseeable business conditions. As a result, product manufacturing will be consolidated to RSG's Hudson, WI facility by October 31, 2020. The RSG warehouse facility in Guntown, MS will remain an ongoing warehouse and distribution operation.

"RSG is committed to maintaining the Master-Bilt brand and will continue to support our customers, sales representatives, service agents and channel partners," commented Chief Executive Officer Kevin Fink.

Fink continued, "We wish to extend our appreciation to our employees, customers and channel partners for their support over the years of the Master-Bilt brand and throughout this manufacturing change."





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New Industry Alliance will Transform How we Train HVACR Technicians

Rolling Meadows, Ill. – The Refrigeration Service Engineers Society (RSES) and the ESCO Institute have created a new alliance that will revolutionize how HVACR technicians are trained.

The organizations have signed a Memorandum of Understanding (MOU) under which the organizations have agreed to collaborate to improve the technical competency of the HVACR industry. Each organization currently is striving for the same goals but have each been doing so only addressing part of the industry. Through this collaborative effort, they are creating a cradle-to-grave educational pathway for the HVACR Industry.

"ESCO and RSES have independently worked toward this shared goal for many years now," said RSES Executive Vice President Lori Schiavo. "Together, we are stronger, as we share the same goal of ensuring that this great industry is maintained by the very best students, technicians, facility managers and contractors who are learning, continuing to learn and are already in the field making a difference each day. What better way to 'feed the RSES Member stream' of properly educated individuals who will be running the show in the next few years than to affiliate with an organization that has long had its finger on the pulse of the very system that molds these individuals from students to qualified professionals. We look forward to what the future holds for us and our respective customers."

Renee Tomlinson, Executive Director of ESCO Institute added, "ESCO and RSES share a common goal of educating the industry. While each organization has a slightly different focus, the amalgamation of the talent and resources of these two organizations in the various areas of overlapping efforts could lead to producing a more unified, skilled and stronger industry."

ESCO Institute and its affiliates have long been known as the industry leaders to improve the technical education process for the future workforce. Similarly, RSES has been helping the current workforce improve their skills for over 80 years. Creating an alliance between these organizations establishes a transitional pathway throughout each stage of ones HVACR career (student, apprentice, journeyman, instructor). In doing so, the needs of the HVACR industry will be better served, making changes in how technicians are trained, which will result in stronger outcomes.

Several initiatives are currently underway which will be announced in the coming weeks.



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It's On My Heart: A Company Giving Back

By now you realize I am part of the Service Roundtable, a forum for HVAC, Plumbing, Connected Home and Remodeling contractors. We share best practices in all these trades and we see some concepts that will work in all those disciplines. Last month we saw one of our members. Corev Hickman, who owns Comfort Matters in Minneapolis, take the concept of service to the community and expand on for local businesses and customers. He began by asking, what can we do about this? And then taking action to make a difference.

He started with the concept of helping his customers who couldn't get out during this Pandemic. He put together a campaign called: "Are you stuck at home?" The message was, we have trucks driving around town all day long, if you need an essential item, be it milk, bread or Tylenol, we can help. Give us a call, we will pick up those essential items,

drop them off at your home. That campaign was viewed on FB close to 12,000 times.

He then took the concept up a notch, looked at his local area and saw a lot of small restaurants that have been involved in the community for years and they were hurting. You know, the same ones we ask to support our little league teams, soccer teams, school sports of all kinds. They are now shuttered, some are able to do carryout, but that is a fraction of their normal business. So Corey decided to go to his FB friends again, this time for the mom and pop restaurants. His concept was easy, buy a gift card from a local restaurant in his area, send him a copy of that receipt and he will buy a gift card from that same restaurant and send it to you, up to \$75. Or offer you a 20% discount on you next service call, your choice.

response The was amazing, he felt good, but just as important, the employees were engaged by giving back to the local community. But wait, there's more! Corey was on a networking call with some local businesses when the someone made the comment that local hair salons were really facing a tough time. All those chairs are empty, and most are owned by the hair stylist. They have nothing coming in, their income is gone in some cases. So the company started a plan to help a different segment of the local marketplace. This time the offer was based on buying a gift certificate for a local hair salon, massage professional or nail salon, send the receipt over to Comfort Matters and they would buy a gift certificate at that same location and send it back to you. He put a cap of \$50 on this offer but was amazed at what happened. Corey said people were buying \$100, \$200, even some came in at \$1000 even though his match was \$50. Confirmed what he thought, that hairstylists are very, very capable of spreading a story.

Corey said that he believes that the campaigns pushed about \$30,000 into the local community, at a time when it was needed the most. They then looked at what else they could do.

Masks. Corey is not

making masks, rather he is making a slide in filter insert for a cloth mask. You see, a cloth mask does not do a lot to protect the person wearing it, most virus particles can get thru it. But when you add a Merv 13 filter insert, it becomes much more effective at stopping those germs. On Comfort Matters website, they have a set of instructions on how to make a cloth mask with a "kangaroo pouch" to slide in a Merv 13 filter element. He does not make those masks. There is a link to people in the area who will make the masks with the pouch. On his website, Corey will let you sign up and receive a couple of the filter inserts delivered to your home, no charge.

SEE HINSHAW PG.23



Jim Hinshaw

Upon graduating from the University of Missouri at Rolla, Hinshaw started his career in the air conditioning industry. Hinshaw's background includes positions as a manufacturer's rep, President of one of the oldest and largest air conditioning companies in Arizona, residential startup 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 highresults 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 vou buy!

Formore information please contact him at Sales Improvement Professionals, Inc., 18245 N. 66th Way, Phx, AZ, 85054; Office Phone: 970-635-5675; Cell Phone: 602-369-8097, or visit www.siptraining.com; or on Facebook: Sales Improvement Professionals, Inc



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It's Just a Few Lousy Percentages!

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

- VolumePricingCostsOverhead
- _

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

Let's set up a typical small to medium sized company. (The same results will hold for a larger one, just that the numbers will be larger.) Here is our main data: Percent \$1,550,000 100% Sales \$1,007,500 65% \$542,500 35% Cost of Sales **Gross Margin** \$480,500 31% verhead Net Profit \$62,000 4%

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

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

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

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

Finally, we cut overhead by 2% (millions of ways to do that!) and put another \$10,000 on the

profit line. Here is a composite picture of all we just did:

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

Sometimes, graphs tell us things faster than numbers, so here is a graph of what we just did:



As you can see, the biggest SINGLE impact on your profits is your pricing, followed by cost control, then overhead management, then volume. Yet I wonder how many of you said VOLUME was the key to profit? If it is, it is the smallest key!

In fact, I can recall hearing



Richard Harshaw

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

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

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Covid-19 Drives Huge UV Disinfection Demand in the HVAC and IAQ Industries

Hospitals are using UV lamp systems to convert refrigerators, cabinets, and containers into make-shift N95 PPE disinfection chambers.

Jupiter, Fla.—The Covid-19 pandemic has wreaked havoc on humanity, but it has also illustrated the adage "chaos breeds innovation."

Hospitals overwhelmed with COVID-19 patients amidst a personal protective equipment (PPE) shortage developed their own innovations to disinfect and reuse employee N95 masks and other medical protection. "Doctors and healthcare managers are ordering UV (ultraviolet) lamp systems to convert hospital refrigerators, cabinets and other containers into make-shift disinfection chambers for the renewed interest in reusing PPE due to shortages," said Aaron Engel, vicepresident business/development, Fresh-Aire UV, a Jupiter, Fla.-based manufacturer of indoor air quality (IAQ) equipment, such as UV systems for HVAC units, ductwork and environmental surface disinfection systems (ESDS). "Since the chambers are a variety of volumetric sizes, we take their dimensions and provide the most effective UV output using our proprietary BlueCalc modeling software."

Puzzled how doctors were making the connection of UV-C's virus inactivation capabilities with PPE disinfection, Fresh-Aire UV executives soon discovered the Centers for Disease Control and Prevention (CDC) had issued its guideline document "Crisis Standards of Care Decontamination Recommendations" on April 9. One recommended alternative cited a 2018 American Journal of Infection Control article "Ultraviolet Germicidal Irradiation of Influenza-Contaminated N95 Filtering Facepiece Respirators (FFR)" to disinfect PPE for reuse. The 2018 article's researchers custom-built a deactivation chamber using Fresh-Aire UV's high output UV-C lamp system. The conclusion stated that one to five-minute (depending on chamber size) UV-C exposures were effective in disinfecting N95 respirators for reuse during pandemic shortages. https://www.ajicjournal. org/article/S0196-6553(18)30140-8/fulltext

Consequently, UV equipment sales have been strong throughout the pandemic as Fresh-Aire UV, distributors and contractors battle to keep pace with the increasing demand for both commercial and residential systems.

Besides lamp systems, the most popular requests during the crisis have been UV-C surface disinfection for offices, exam spaces and patient rooms; commercial UV systems for disinfecting the airflow and interior surfaces of air handlers and ductwork; and single lamps and combination UV/activated carbon media systems for residential HVAC equipment.

Consequently, many HVAC contractors are on a record pace to sell and install residential UV systems. Distributors have also seen an unprecedented interest in UV. "Our UV sales are up 1,000-percent due to COVID-19 and inquiries are continually increasing," said Ronald Zajack, president, Coastal Cooling Inc., a Fort Myers, Fla.-based HVAC contractor. Coastal has promoted UV with TV commercials, an email blast explaining UV's benefits and the company's policy on protecting customers and employees during service calls, and an instructional video post on its website.

Because of its sudden emergence, there's no published data of UV-C's effectiveness or dosage for inactivating COVID-19. However, the 2004 study "Inactivation of the Coronavirus that Induces Severe Acute Respiratory Syndrome, SARS-COV" published by the National Center for Biotechnology Information (NCBI) has proven UV-C's success with other coronaviruses, such as SARS https://www.ncbi. nlm.nih.gov/pubmed/15350737. Consequently, experts suspect COVID-19 dosages are probably similar to SARS for inactivation.

Furthermore, Fresh-Aire UV's third-



party testing also included viruses. One study simulated airstream microbe inactivation in an ASTM/AHAM style environmental test chamber simulating a typical building's indoor environment and HVAC air handler arrangement. Performed in an ASHRAE Standard 52.2 test duct system, the test's UV-C light singlepass results demonstrated a 99.03-percent inactivation of the virus (MS2 coliphage).

The chaos of Covid-19 has bred innovation at hospitals, but also at Fresh-Aire UV. The company is now developing UV-C lamp chambers to disinfect medical equipment that will help relieve the pressure on N95 mask manufacturers to maintain the PPE supply chain throughout the ensuing months of the COVID-19 crisis.

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Product News

HINSHAW con't

His website also has videos on how to make a mask if you have the sewing ability in your family, as well as how to care for the mask and inserts. You can actually heat the mask and filter material up to 170 degrees for 30 minutes and that will kill any viruses on the media. It can then be used again.

This was another positive way Corey and his team are showing that they are servant leaders in the community. Now, how about your company? I hope this article has given you some ideas on how you can be of service and help out your community, especially those who are small businesses, they need our help today like never before. Corey said it was OK to copy his ideas, in fact, we have had 20 or 30 of our members do exactly that. Steve Miles with Jerry Kelly Air Conditioning in St. Charles, Mo was moved to action. He has produced at least 11 videos of him in front of a small locally owned business showing that he will buy gift certificates to people in his market who buy a gift certificate and send him a receipt. A quick count of those videos showed that they had been viewed 8500 times, shared hundreds of times, and liked almost immediately after posting. One of the first was viewed 2800 times, a great number for a video of a guy standing in front of an ice cream shop.

So, give some thought to how you can support the small businesses around you, take action this week. They will remember you and you will be blessed for it. Thanks for listening, we'll talk later.

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Mitsubishi Electric Trane HVAC US Introduces the PUY-7 Outdoor Unit

Continues cooling operation even with exterior temperature as low as -40° F

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, introduces a line of P-Series PUY-7 outdoor units for single-zone cooling.

Developed for the residential and light commercial market, the highly-efficient PUY-7 outdoor units provide 100% rated cooling capacity while at 115° F down to 23° F outdoor air temperature. With the addition of front, side and rear wind baffles, the units now offer the enhanced ability to provide 100% rated cooling capacity down to -40° F outside air temperature.

PUY-7 models offer 24-hour continuous operation which make them ideal for critical cooling environments, such as equipment rooms and indoor agriculture settings. Additionally, the units offer noise reduction features contributing to an impressively low operating sound level of 44 dB(A). With the INVERTER-driven compressor and part-load operation, there's no excess noise or energy wasted due to conventional start and stop cycles. The compressor is isolated in an insulated compartment and on rubber feet for vibration dampening and sound reduction.

The PUY-7 offers other significant features and benefits such as:

• Support for twinning — two indoor units can be connected to one PUY-7 outdoor unit to condition a single, large zone

• Integrated compatibility with METUS indoor units equipped with multi-part filtration systems to reduce airborne contaminants like allergens

• Rated cooling capacity range in the lineup: 12,000 - 42,000 BTU/H

· Compatibility with a wide range of thermostats

using the Thermostat Interface

· High-efficiency with SEER ratings ranging from 16.1 up to 27.0, depending on the outdoor model and the connected indoor unit

• Availability in 1 to 3.5-ton size options

"We're incredibly proud of the product advancements we were able to achieve with our PUY-7 models," says Heather Buchicchio, director of product marketing, Mitsubishi Electric Trane HVAC US. "This outdoor unit has improved operating range, now tested to deliver 100% of rated cooling capacity in cold weather climates all the way down to -40° F. We're pleased to fill this gap and offer an innovative system that directly meets the needs of our customers."

PUY-7 outdoor units have a slim profile, small footprint and require minimal maintenance. Front panels provide easy access to main components and built-in selfdiagnostics allow technicians to easily monitor the system with Maintenance Tool. Also, the unit's wind baffles are durable, low maintenance and easy to install.

For more information about the line of P-Series PUY-7 outdoor units, and other light commercial offerings from Mitsubishi Electric Trane HVAC US, visit mitsubishipro.com.





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TACCA Local Chapters

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

Escamilla's Air Conditioning -Houston

Rohde Air Conditioning & Heating - Belton

Authority HVAC - Richardson

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

TACCA's 2020 CE Course is Ready to Go



I recently had the chance to observe the filming of our new continuing education class, "Manual J Outcomes & Humidity Mgmt". The class was led by instructor John Burg, who has been instructing for TACCA for 20 years. John's career in HVAC started in the Navy A/C & Ref Division, took him through 13 years with a contracting company, 27 years as an owner, and finally to his current position in training and tech support at Century Supply Co. We are fortunate to have instructors like John dedicated to teaching our continuing education course.

We filmed on May 2, just two days into the first phase of reopening Texas, with John, our videographer, three students and myself in a room large enough to hold a full class on a normal day. We used hand sanitizer frequently, kept required distancing and, with exception of John, so we could record him clearly, followed the recommendation from the hotel to wear face masks. John deftly led us through the course and before I knew it, we were breaking for lunch, and then finished for the day. The participants agreed that the course and instruction were excellent.

In March, the Texas Department of Licensing and Regulation (TDLR) announced due to COVID-19 they were waiving the CE requirement for all license renewals in March, April and May. For June and later renewals, TACCA's course is available online and we are back to providing in-person classes as of May 30. You can check for updates and register for online or classroom CE at www.TACCA.org.

Last fall we requested input from class participants and this course was developed specifically to address the topics that our students told us they would like to learn more about. The course covers a ton of content developed by Tom Turner, with Air Evangelist Consulting, who has developed 10 of TACCA's CE course in the last 12 years. The "Manual J Outcomes & Humidity Mgmt" course #22269 is an 8-hr course approved by TDLR for HVAC license renewal and covers:

- Expectations from Manual J
- Loads (envelope, sensible and latent)
- Insulation
- Overhangs and windows
- Managing Humidity
- Psychrometric ideology
- Components of humidity

Devorah Jakubowsky, CAE TACCA Executive Director

- Slabs and crawls
- Stand-alone solutions
- Tools for Successful Business
- Budget
- Communication Tools
- Laws and Rules

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.

All CE classes have resumed with limited capacity, per state guidelines. See page B5 for upcoming continuing education opportunities and page 20 for exam prep course dates.



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.

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HARD

HARDI Distributors Report 3.7% Percent Revenue Growth in March

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 3.7% percent during March 2020.



The average annual sales growth for the 12 months through March 2020 is 4.1 percent. "March was a confusing month because the historic surge of initial unemployment claims began during the week of the sixteenth, the growth for the month looks weak in a couple of our regions because they experienced very strong sales during March of 2019, and all our regions had one extra billing day this year," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "When we adjust for the extra billing day, we estimate that sales declined by 1%."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is 49 days. "49 this month compares to 47 in March of 2018 and 48 in March of 2019," said Loftus. "We have been concerned about DSO given the C-19 market disruption and pleased to see it remained contained through March."

"This March report reflected the leading edge of the COVID-19 storm as it began to engulf our country," said Loftus. "We have seen the damage from those sustained winds with initial unemployment claims increasing like a storm surge to high teens levels, and the 8.7% decline of retail sales which was the largest decline on record, or until we see the April report."

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.

AHRI Urges State Department Help for HVACR Industry in Mexico

Arlington, Va. – In a letter to Secretary of State Mike Pompeo this week, AHRI President & CEO Stephen Yurek requested the urgent assistance of the Department of State in "convincing the federal, state, and local jurisdictions in Mexico to allow continued manufacturing operations, while our members commit to adhere to strict workplace safety and health standards." Yurek explained that in addition to potentially harming customers in Mexico, "the continued inability of some of our member companies to manufacture products in their Mexican factories will very soon severely impact our ability to supply these essential products to the American market, putting American lives and health at risk."

The products and equipment produced in those factories is vital for the health, safety, and productivity of both countries, particularly with respect to water heating for handwashing, sterilization, cleaning, and disinfecting; air filtration; and refrigeration for food and medical supply preservation.

While AHRI and its industry allies have been very successful in having the HVACR and water heating industry designated as "essential" in nearly every part of the United States, the situation in Mexico has been quite different, which has led to factory closures and reduced manufacturing capacity in that nation.

There currently is no clear federal directive in Mexico designating essential status for HVACR and water heating, and because of that, the situation for equipment and supply chain manufacturers there is dire. Absent such a directive, state and local governments have inconsistently decided the operating status of manufacturing plants, creating great uncertainty and disruption in the supply chain.

Continuing Education

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This new 8-hour course was developed around top requested topics from class participants.

TACCA has established Health Protocols for class attendance that must be followed for the health and safety of our instructors and participants.

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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

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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.

Technical Sessions for \$99 <u>This year's conference, originally planned for</u> <u>Austin, TX in June, will take place virtually</u>

Atlanta – ASHRAE is responding to these extraordinary times with extraordinary measures, including a four-day live virtual event at a significantly reduced registration fee. The 2020 ASHRAE Virtual Conference is structured to allow participants from all over the world to take advantage of the Society's strong technical content.

The virtual conference will include 90+ technical sessions, updates from Society leaders, and virtual networking events. Technical sessions will be available starting June 22, with conference activities and additional live sessions addressing the latest information relating to the COVID-19 pandemic taking place daily starting June 29 and continuing through July 2. Conference registration is now open at ashrae.org/2020virtual.

During the weeks leading up to the conference, ASHRAE will also conduct online versions of the business and technical meetings that typically are held during its onsite annual conference.

"While we realize that there is no substitute for the special level of interaction that face-to-face conferences provide, we are excited to present this unique format for our members to interact, collaborate and learn," said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. "The unprecedented challenges of this year's pandemic have afforded us a great opportunity to further our reach and level of engagement in a meaningful way to professionals from across the globe."

The cost to attend the virtual conference is \$99 for ASHRAE members (\$329 for non-members, which includes an annual ASHRAE membership) and offers:

Twelve live technical sessions with live Q&A with presenters An on-demand technical program of some 90 sessions

Scheduled live video chat sessions with speakers from on-demand sessions

Downloadable copies of all conference papers

ASHRAE Leadership Moments each day from Society leaders Virtual networking happy hours

Registrants will be receiving an in-depth learning experience, providing solutions, technology demonstrations and industry insights. The technical program will explore how building and energy systems interact, while examining how buildings are becoming integrated, flexible and resilient systems to respond to climate change challenges.

"The traditional tech-heavy and diverse topics of the onsite technical program is maintained and enhanced by interactive elements and sessions suited for the virtual environment and a worldwide audience," said Bing Liu, conference chair. "Literally hundreds of opportunities will be in place for attendees to interact with speakers during the Q&A session via a live chat with session speakers. Every day the virtual conference will feature several live sessions to highlight hot topics and COVID-19 related topics as well. Industry professionals have a wide-range of choices of sessions to select from in tracks on resiliency, zero energy buildings, residential, the grid, fundamentals, equipment and professional development."

Additionally, incoming 2020-21 ASHRAE President Chuck Gulledge, P.E., Fellow ASHRAE, will present the Society theme for the coming year, The ASHRAE Digital Lighthouse and Industry 4.0.

Professional development hours can be earned for all on-demand sessions and 12 live sessions upon successfully completing a short quiz. Registration includes access to all the technical content on-demand for 18 months. Company packages are also available.

To learn more and to register, visit ashrae.org/2020virtual.

ASHRAE Adds New Courses to Learning Institute's 2020 Spring Online Course Series

Atlanta – ASHRAE has added four new courses to its 2020 Spring online instructor-led course series from ASHRAE Learning Institute (ALI). The online offerings run through June.

The new course "ASHRAE Guideline 36, High-Performance Sequences of Operation for HVAC Systems," taking place on May 28, introduces the current version of ASHRAE Guideline 36, which focuses on variable-air-volume (VAV) systems and reducing energy consumption, cost, and system downtime with more resilient systems, control sequence compliance, and diagnostic software. The course will include the research underlying the current sequences and ongoing and planned future research intended to develop additional advanced sequences for other HVAC system types.

"Introduction to Ultraviolet Germicidal Irradiation (UVGI) Systems," scheduled for June 11, is a comprehensive introduction to how ultraviolet germicidal irradiation (UVGI) can be used in conjunction with HVAC systems to improve indoor environmental quality (IEQ) and reduce airborne disease transmission. The course describes the fundamentals of the germicidal action on UVGI and characteristics of UVGI sources, common system types and their applications, the economics of UVGI, and practical considerations including material degradation, maintenance, and safety.

"Laboratory Exhaust Stacks: Safe and Energy-Efficient Design," to be held on June 16, provides designers and operators of laboratories with wet lab exhaust systems with the proper methodology to ensure safe systems operation. Training topics include how to properly locate air intakes and exhaust stacks and the various methods for applying variable-air-volume control to minimize energy usage while avoiding adversely impacting the air quality.

"Hospital HVAC: Infection Mitigation, Comfort, Performance," on June 18 will address the role of HVAC systems in helping to reduce Hospital Associated Infections (HAI), explaining airborne vs contact transmission. The instructor, an experienced healthcare engineering professional, provides unabashed analyses of the controversies regarding the science behind the requirements in ASHRAE Std-170, such as: how many air changes, what level filtration, etc.

The following is the full schedule of remaining online instructor-led course offerings:

- 21 May: Humidity Control I: Design Tips and Traps IAQ Practices
- 26 May: New! Save 40% by Complying with Standard 90.1-2019

• 28 May: New! ASHRAE Guideline 36, High-Performance Sequences of Operation for HVAC Systems

• 02 Jun: New! Designing for Cold Climates

• **09 Jun:** Successfully Managing the Risk of Legionellosis Using ASHRAE Standard 188

• 11 Jun: Introduction to Ultraviolet Germicidal Irradiation (UVGI) Systems • **16 Jun:** New! Laboratory Exhaust Stacks: Safe and Energy-Efficient Design

• 18 Jun: New! Hospital HVAC: Infection Mitigation, Comfort, Performance

Courses are \$229 for ASHRAE members (\$299 for non-members. To register, visit the ashrae.org/onlinecourses.

ASHRAE Offers COVID-19 Building Readiness/Reopening Guidance

Atlanta – The ASHRAE Epidemic Task Force has developed guidance on mitigating potential health risks during reopening of buildings closed during the COVID-19 pandemic.

"We have reached a time where planning for a safe return to normal activities has become a priority," said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. "Safe operation of HVAC and building water management systems are critical components of building readiness and reopening, and ASHRAE's resources provide a framework for developing plans in a variety of building types."

ASHRAE's recommendations for reopening buildings are outlined in the frequently asked questions section of its COVID-19 Resources webpage. Recommendations for building readiness and reopening include the following:

• Create a strategic plan prior to opening a building. The plan should include measures to make occupants feel safer, ensuring supply chain for critical items such as filters and communication plans for building support and safety measures for occupants.

• If the building opening takes place when Personal Protective Equipment (PPE) requirements are still in place, ASHRAE's Occupancy Guides can be referenced to deal with functioning buildings during the epidemic.

• Review HVAC programming to provide flushing two hours before and post occupancies. This includes operating the exhaust fans as well as opening the outside air dampers. For buildings without the capacity to treat large quantities of outside air and when outside air conditions are moderate, open all windows for a minimum of two hours before reoccupation.

• Ensure that custodial scope includes proper cleaning procedures built from EPA and CDC guidance on approved products and methods.

• Run the system on minimum outside air when unoccupied.

• Garage exhaust, if any, should run two hours before occupancy.

"Key elements of a strategy to limit the spread of the COVID-19 virus are to perform needed heating, ventilating and air conditioning (HVAC) system maintenance, including filter changes, and to run HVAC equipment, prior to re-occupancy," said ASHRAE Epidemic Task Force chair, ASHRAE Environmental Health Committee voting member and 2013-14 ASHRAE Presidential Member Bill Bahnfleth.

A decrease in water usage in buildings closed or with limited access during the pandemic can increase the risk of bacteria growth in building plumbing and associated equipment. Facility managers and building owners can help mitigate the risk of waterborne pathogens, such as Legionella bacteria, the cause of Legionnaire's disease, by developing a water management plan. ANSI/ASHRAE Standard 188-2018, Legionellosis: Risk Management for Building Water Systems establishes minimum legionellosis risk management requirements for building water systems.

"ASHRAE's building readiness guidance empowers building owners with resources and practical guidance for safer operation of HVAC systems as we cautiously transition into a post-COVID-19 world," said ASHRAE Epidemic Task Force chair of Building Readiness guidance Wade Conlan.

The task force also recommends guidance released in the newly updated ASHRAE Position Document "Infectious Aerosols" as well as the Emerging Issues Brief.

For extensive resources and strategies on safe building reopening, visit ashrae.org/COVID19.

JUNE 2020, AIR CONDITIONING TODAY, PAGE B7



Product News

U.S. Air Conditioning Distributors Cut Energy Costs more than \$100,000 Annually with Venstar's Skyport Cloud Services

Remote Control of Thermostats Reduced Energy Costs Resulting in ROI in Just Months

Chatsworth, Calif.— Venstar® today announced that its ColorTouch® and Explorer® connected Wi-Fi® thermostats and Skyport® Cloud Services are being used by U.S. Air Conditioning Distributors (USACD) for remote control of the thermostats at its HVAC supply stores. Based in the City of Industry, Calif., USACD is one of the nation's largest privately owned HVAC distributors with 50 stores in the western United States.

"Using Venstar's Skyport Cloud Services, I can remotely control the thermostats at the stores using my mobile phone or computer," said Jack Scarsi, VP of Operations & Finance at U.S. Air Conditioning Distributors. "The energy cost savings goes right to our bottom line, which helped pay for the thermostats and installation in just months."

Challenge: Reduce Energy Costs, Remote Control of Thermostats

Heaters and air conditioners were often left on overnight or over weekends when the stores were closed. Some stores had equipment issues that had gone unchecked. As a result, energy usage was unusually high at the stores. USACD management wanted to find a way to remotely manage HVAC equipment and control energy costs at the stores.

Solution: Venstar's Skyport Cloud Services and Wi-Fi Thermostats

As part of USACD's green initiative, the company installed Venstar's ColorTouch and Explorer connected thermostats at the stores.

Scarsi and the store managers use Skyport Cloud Services on their desktop computers and mobile phones using Venstar's free Skyport Mobile App. They can manage energy usage and ensure that indoor temperatures are comfortable at the stores. Using Skyport also enables them to resolve equipment issues before they become problems.

Results: Reduced Energy Usage by \$100,000+ Annually

Moving to Venstar's Skyport to control the Wi-Fi thermostats saves USACD \$100,000 annually in energy costs by: • Eliminating HVAC systems running unnecessarily when stores are unoccupied

• Preventing thermostat temperatures from being set too high or too low

• Identifying stores where there may be HVAC equipment issues

• Enabling remote control of the store's thermostats

Scarsi said, "Using Skyport, I can look at all of the thermostats at all the stores on a single screen. At a glance, I can see which stores' HVAC systems are running non-stop and if there are any HVAC systems that are not running efficiently so that I can remotely make any necessary adjustments."

Reduced Energy Costs by Resolving Equipment Issues

One branch had set the thermostat to 80 degrees because it was always cold in the store. By using Skyport, Scarsi identified the problem, which turned out to be faulty ductwork. Once the ducting was fixed, the store was more comfortable, and they saved energy costs by not running the heater all day.

At another store, the HVAC equipment was running but was not properly heating or cooling. Using Skyport, Scarsi identified the problem and had the HVAC equipment serviced. Now with more efficient equipment, they have reduced their energy costs.

"Skyport makes managing the stores more efficient. It helps me identify HVAC equipment issues at stores so that I can quickly have problems resolved," Scarsi said.

Remotely Monitored and Controlled Thermostats

Prior to installing the Venstar solution, there was no way for anyone at USACD headquarters to remotely monitor or control the stores' thermostats. "With Skyport, it's very easy to see where the issues are so we can get them resolved," Scarsi said.

"Seeing all of the thermostats on my screen at the same time allows me to easily pinpoint any problems without having to view individual thermostats," he added. "I can quickly resolve issues right from my desk."

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for March 2020 increased 7.6 percent, to 416,504 units, up from 387,118 units shipped in March 2019. Residential electric storage water heater shipments increased 11.9 percent in March 2020 to 401,348 units, up from 358,666 units shipped in March 2019.



Year-to-date U.S. shipments of residential gas storage water heaters decreased 1.3 percent, to 1,162,074, compared to 1,177,772 shipped during that same period in 2019. Residential electric storage water heater shipments increased 6.1 percent year-to-date, to 1,167,238 units, compared to 1,100,587 shipped during the same period in 2019.

| Year-to-Date | | | 0 |
|------------------------------|------------|------------|-------|
| | Mar 20 YTD | Mar 19 YTD | %CHG. |
| Residential Storage Gas | 1,162,074 | 1,177,772 | -1.3 |
| Residential Storage Electric | 1,167,238 | 1,100,587 | +6.1 |

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 14 percent in March 2020, to 8,371 units, down from 9,734 units shipped in March 2019. Commercial electric storage water heater shipments increased 1.0 percent in March 2020, to 14,044 units, up from 13,904 units shipped in March 2019.



Year-to-date U.S. shipments of commercial gas storage water heaters decreased 3.9 percent, to 22,854 units, compared with 23,779 units shipped during the same period in 2019. Year-to-date commercial electric storage water heater shipments increased 4.6 percent, to 39,365 units, up from 37,627 units shipped during the same period in 2019.

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for March 2020 decreased 30.4 percent, to 244,961 units, down from 351,908 units shipped in March 2019. Oil warm air furnace shipments decreased 25.5 percent, to 2,139 units in March 2020, down from 2,872 units shipped in March 2019.



Year-to-date U.S. shipments of gas warm air furnaces decreased 18.7 percent, to 675,250 units, compared with 831,007 units shipped during the same period in 2019. Year-to-date U.S. shipments of oil warm air furnaces decreased 23 percent, to 6,792 units, compared with 8,817 units shipped during the same period in 2019.

Mar 20 YTD

675,250

6,792

I

Mar 19 YTD

831,007

8,817

Т

%CHG.

-18.7

-23.0

| Year-to-Date | | | | Year-to-Date |
|-----------------------------|------------|------------|-------|-----------------------|
| | Mar 20 YTD | Mar 19 YTD | %CHG. | |
| Commercial Storage Gas | 22,854 | 23,779 | -3.9 | Gas Warm Air Furnaces |
| Commercial Storage Electric | 39,365 | 37,627 | +4.6 | Oil Warm Air Furnaces |

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

I.

| e Description (000) BTUH | Total | % Change from 2019 |
|-----------------------------|---------|-----------------------|
| er 16.5 | 33,499 | +8.3 |
| -21.9 | 82,829 | +7.8 |
| 6.9 | 173,556 | +3.2 |
| 2.9 | 140,003 | +6.3 |
| 8. 9 | 181,863 | +6.3 |
| 3.9 | 62,087 | +4.6 |
| 3.9 | 88,395 | +4.0 |
| 4.9 | 65,697 | +0.2 |
| 6.9 | 8,881 | -6.2 |
| 34.9 | 5,884 | -13.3 |
| 184.9 | 4,411 | +5.2 |
| 249.9 | 1,817 | -10.2 |
| 319.9 | 1,550 | +39.0 |
| 379.9 | 327 | +13.5 |
| 539.9 | 363 | +2.3 |
| 639.9 | 305 | -0.7 |
| 799.9 | 136 | +15.3 |
| 0-899.9 | 80 | -5.9 |
| 0-999.9 | 91 | +21.3 |
| 0.0-1,199.9 | 53 | +35.9 |
| 0.0 & Over | 112 | -19.4 |
| AL | 851,939 | +4.7 |

| | Size Description (000) BTUH | Total | % Change from 2019 |
|-----------------------------|--------------------------------|-----------|-----------------------|
| 3 | Under 16.5 | 81,749 | |
| 8 | 16.5-21.9 | 197,174 | |
| 2 | 22-26.9 | 397,460 | |
| 3 | 27-32.9 | 307,042 | |
| 3 8 2 3 3 | 33-38.9 | 407,142 | |
| 6 | 39-43.9 | 139,407 | |
| 6 0 2 2 3 2 2 0 5 3 7 3 9 3 | 44-53.9 | 204,383 | |
| 2 | 54-64.9 | 154,240 | |
| 2 | 65-96.9 | 23,333 | |
| 3 | 97-134.9 | 15,796 | |
| 2 | 135-184.9 | 10,886 | |
| 2 | 185-249.9 | 4,762 | |
| 0 | 250-319.9 | 3,710 | + |
| 5 | 320-379.9 | 874 | |
| 3 | 380-539.9 | 993 | |
| 7 | 540-639.9 | 785 | |
| 3 | 640 & Over | 332 | |
| 9 | 800.0-899.9 | 202 | |
| 3 | 900.0-999.9 | 274 | + |
| 9 | 1,000.0-1,199.9 | 138 | + |
| | 1,200.0 & Over | 289 | - |
| 4 7 | TOTAL | 1,950,971 | |

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.

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 851,939 units in March 2020, up 4.7 percent from 813,605 units shipped in March 2019. U.S. shipments of air conditioners increased 6.1 percent, to 546,992 units, up from 515,353 units shipped in March 2019. U.S. shipments of air-source heat pumps increased 2.2 percent, to 304,947 units, up from 298,252 units shipped in March 2019.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 4.8 percent, to 1,950,971, up from 1,861,009 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners increased 6.0 percent, to 1,181,000 units, up from 1,114,034 units shipped during the same period in 2019. The year-to-date total for heat pump shipments increased 3.1 percent, to 769,971, up from 746,975 units shipped during the same period in 2019.

| Year-to-Date | | | |
|--|------------|------------|-------|
| | Mar 20 YTD | Mar 19 YTD | %CHG. |
| Air Conditioners & Heat Pumps Combined Total | 1,950,971 | 1,861,009 | +4.8 |
| Air Conditioners Only | 1,181,000 | 1,114,034 | +6.0 |
| Heat Pumps Only | 769,971 | 746,975 | +3.1 |

Product News

YORK Introduces New 14 SEER, Single-Stage Heat Pumps

The economical heat pumps feature a compact design, ideal for retrofit applications

Milwaukee – The YORK® brand of Johnson Controls is extending its LX Series of products with the introduction of a new single-stage heat pump. The YORK YEE heat pump offers 14 SEER cooling and 8.2 HSPF heating efficiency performance. The economical systems can provide heat down to an outdoor temperature of 0° F and cooling up to 125° F, making it an ideal year-round comfort solution, especially for southern U.S. climates.

"We designed the new heat pump with today's homeowners in mind who are looking for efficient HVAC systems at a lower price point," said Ken Ely, product manager, Residential Ducted Systems. "Beyond offering lower upfront costs, the YEE can reduce annual energy bills by 14% when replacing older low-efficiency systems. The compact design allows for further cost savings for homeowners and time savings for contractors by allowing the reuse of existing system pads, making it ideal for retrofit applications."

The YEE was specifically optimized to be paired with indoor equipment, such as air handlers and gas furnaces, that use electronically communicated motors. The systems are dual fuel compatible, meaning that when paired with a gas furnace, it can automatically switch between electric, gas and heat pump heat, based on whichever is most efficient, resulting in additional cost savings. In addition, an advanced defrost system provides more even temperatures and reduces energy use.

The systems feature a large electrical box cover, offering contractors easy access to components. The electrical box can swing open to provide full corner access to the interior of the unit for easier maintenance or service without going through the top of the unit. In addition, a two-piece extruded louver coil guard provides superior coil protection while being easy to remove and reinstall for annual coil cleaning.

YEE heat pumps are backed by industry-leading one-year labor warranties and 10-year limited parts warranties with registration for greater peace of mind. The YEE cabinet is made of heavy-gauge galvanized steel with an automotive-grade powder-coat finish, providing a clean look and long-lasting corrosion protection.

To learn more about the YORK LX Series YEE heat pump, visit: YORK.com/ for-your-home/heat-pumps



Introducing the New Carrier[®] Infinity[®] 26 Air Conditioner and Infinity[®] 24 Heat Pump with Greenspeed[®] Intelligence

<u>New products offer market-leading efficiency, quiet operation and more!</u>

Indianapolis- Carrier, the company founded by the inventor of modern air conditioning, recently launched two new flagship products - the Infinity 26 air conditioner (Model 24VNA6) and Infinity 24 heat pump (Model 25VNA4) with Greenspeed Intelligence. These products are available just in time for cooling season and boast a number of industry-leading features and numerous innovations with 12 patents pending. Carrier is a part of Carrier Global Corporation (NYSE: CARR), a leading global provider of innovative heating, ventilating and air conditioning (HVAC), refrigeration, fire, security and building automation technologies.

For most sizes, the Infinity 26 offers the highest ratings for a ducted system at up to 26.0 SEER and 16.5 EER; while the Infinity 24 heat pump offers the highest in-class ratings at up to 24.0 SEER, 15.0 EER and 13.0 HSPF.1 Furthermore, both the Infinity 26 and Infinity 24 tout market-leading quiet operation with sound output as low as 51 dB.

1 Depending on model combination. Based on AHRI EER efficiency ratings compared to competitive 5-ton variablespeed heat pumps, and SEER/EER on 3-, 4and 5-ton variable-speed air conditioners, as of February 2020.

Both units feature a variable-speed

capacity operating range down to 25% in 1% increments and provides high-ambient cooling operation with full power up to 125 F. The Infinity 24 also offers heating operation to minus 15 F. Plus, the Infinity 24 is the only ducted product on the market with a variable-speed, 5-ton heat pump to achieve 13.0 EER, which features the addition of vapor-injection technology.2 The Infinity 26 and Infinity 24 also include enhanced dehumidification and can remove up to 400% more moisture than a single-stage system.

2 Depending on model combinations. Based on AHRI EER efficiency ratings compared to competitive 5-ton variablespeed heat pumps, as of February 2020.

3 Based on Carrier testing.

The Infinity 26 and Infinity 24 offer a number of benefits for technicians as well. Bluetooth® technology is available on the outdoor unit, making it unnecessary to access outdoor unit diagnostic information inside the home. The equipment is compatible with a service app for technicians that includes the fault history of the unit, system parameters and interactive fault trees. Overthe-air software updates are available and technicians can assess over 130 diagnostic points. Plus, the equipment features two-wire installation, is self-configuring, Infinity® Zoning System-capable and

installations can use up to 250 equivalent feet of refrigerant line length. Carrier also offers virtual reality, 3D simulation training, as well as online troubleshooting and training modules.

"We're proud to introduce the Infinity 26 and Infinity 24 with Greenspeed Intelligence as these products truly showcase Carrier innovation and offer a number of industry-leading advantages," said Todd Nolte, senior director, product and brand marketing, HVAC-Residential, Carrier. "We're confident that homeowners will appreciate the features and benefits that are realized in our most ambitious development project to date. We're also pleased to introduce enhanced installation and serviceability to our dealers, as we know that these improvements will make their lives easier."

In addition, an Infinity® air purifier will be included with the purchase of every Infinity 26 and 24.4 The Infinity air purifier works silently in-line with the HVAC system and can improve indoor air quality. It uses Captures & Kills[™] technology to trap up to 95% of particles5, then uses an electrical charge to kill or inactivate up to 99% of germs and viruses6. With every cycle of air that passes through this patented air purifying system, pollen, animal dander, bacteria and other pollutants are trapped and



held tightly to the filter. An electrical charge then bursts the cell walls of pathogens it comes in contact with.

4 Limited time offer. Terms apply. See your participating dealer for details.

5 Based on third-party testing (2012) showing 95% of particles size 1.0 to 3.0 microns captured.

6 Based on third-party testing (2012, 2007) showing >99% kill rate for common cold surrogate, Streptococcus pyogenes and human influenza. Not tested for the novel coronavirus (SARS-CoV-2) that causes COVID-19.

For more information, please visit https://www.carrier.com/residential/en/us/.

CALENDAR OF EVENTS

JOHNSTONE JUNE 2020 TRA

JUNE 2020 TRAINING CALENDAR

For info call Juan Villela at 210-829-1934 Ext. 155 - or email to: juan.villela@johnstonesupply.com Broadway - 9311 Broadway Suite 200 / <u>Downtown</u> - 30 Essex St. Ste. 101 / <u>Alamo Downs</u> - 6900 Alamo Downs Ste. 140

| DATE | DAY | TIME | LOCATION | CLASS | CLASS CODE | Price |
|--------|--|------------------|----------|--|------------|-------|
| 2-Jun | Tu | 9:00am - 11:30am | Broadway | Compressor Troubleshooting - Hands-On - Bring Your Meters!! | 605-112 | \$40 |
| 3-Jun | W | 8:00am - 10:30am | Broadway | PSC & ECM Motors - Selection, Installation & Service Tips | TBA | \$40 |
| 6-Jun | S | 8:30am - 4:30pm | Broadway | TDLR License Renewal CE - Upcoming Industry Changes - Part 1 | 605-115 | \$125 |
| 9-Jun | Tu | 9:00am - 11:30am | Broadway | System Commissioning - For The Contractor's Benefit | 605-109 | \$40 |
| 10-Jun | W | 8:30am - 10:30am | WEBINAR | Goodman / Liberty - CoolCloud App - System Set Up | WEBINAR | FREE |
| 11-Jun | Th | 8:00am - 10:30am | Broadway | Brazing Techniques For HVACR - Hands-on - Bring Your Torch | 605-106 | \$40 |
| 17-Jun | W | 8:30am - 10:30am | WEBINAR | External Static Pressure Measurement - What It Can Tell You | WEBINAR | FREE |
| 18-Jun | Th | 8:00am - 4:00pm | Broadway | ESCO EPA Review & Exam | 605-101 | \$165 |
| 18-Jun | Th | 2:00pm - 4:00pm | Broadway | ESCO EPA Exam Only | 605-102 | \$90 |
| 23-Jun | Tu | 9:00am - 11:30am | Broadway | Working With Copper - Swagging, Flaring & Tube Bending | 605-142 | \$40 |
| 24-Jun | W | 8:30am - 3:00pm | Essex | NAIMA Ductboard Fabrication Certfication Class - Part 1 | 605-155 | \$225 |
| 25-Jun | | 8:30am - 3:00pm | Essex | NAIMA Ductboard Fabrication Certfication Class - Part 2 | Included | |
| | UNTIL FURTHER NOTICE: We will be practicing Covid-19 Safety Guidelines. | | | | | |
| | Please do not attend if you are sick, coughing, sneezing or running a fever. | | | | | |
| | Classes are limited to 8 persons. | | | | | |
| | All attendees must wear masks in the classroom at all times. | | | | | |
| | | | | | | |
| | | | | | | |

Efficiency

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

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Winsupply Names Manufacturers Vendors of the Year

Dayton, Ohio – Winsupply Inc., one of the nation's largest wholesalers, has named its Vendors of the Year in their respective product categories.

The Winsupply Preferred Vendors that won in each category were chosen based on several criteria, the most important of which was being a leader in growing the segment's business over the past year. They were also judged on selling to a breadth of locations that buy the vendor's product, providing strong support at the local level, and consistent volume and growth.

- The winners of 2019 Vendor of the Year are: • *Tools* Milwaukee Electric Tools
- *Pumps* Liberty Pump Company
- HVAC Johnson Controls Unitary Products Group Waterworks Infiltrator Systems Inc
- Plumbing Finished Goods A.O. Smith Company

"Winsupply awards the Vendor of the Year from an already exceptional group of preferred suppliers based on the votes of our 600 local companies," said John McKenzie, president of Winsupply Inc. "The winners of Vendor of the Year have gone beyond our expectations in the way they partner with our locations and Winsupply Sourcing Services to grow sales at each location and provide our customers with outstanding products and service."





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

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