



# Air Conditioning TODAY



JULY 2020 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 34, No 7

## LG and Barsco, Inc. Collaborate to Deliver Advanced HVAC Solutions

LG Air Conditioning Technologies, a division of LG Electronics U.S.A., Inc., has teamed with leading family-owned HVAC distributor Barsco, Inc., to bring a full range of ducted and duct-free solutions to the Texas market.

Jason Clauson, regional sales manager at LG, noted that the company was tracking an increase in residential duct-free sales—particularly in multi-zone and single zone systems in both cassette and wall mount applications. This can be attributed to LG's duct-free offering, appealing installation, and life cycle costs. With the utilization of predictive analytics and smart technology, zoned comfort control is now available to even more households throughout the state as summer quickly approaches. LG was keen to work with select contractors to help them realize the value of duct-free HVAC, provide training and further grow the duct-free segment.

Looking to expand its portfolio of best-in-class offerings, Barsco set its sights on LG's expansive range of duct-free offerings, including the award-winning Art Cool™ lineup, powerful Multi F series, and wall-mounted, cassette, and unique gallery units. With a smaller footprint and less noise than traditional systems, LG duct-free HVAC solutions are cost and energy efficient, making them an attractive option for a variety of applications.

**SEE LG PG.2**

## HVAC Controls Market to Expand with 12.2% CAGR Through 2026

*The research report on 'HVAC controls market' offers an end-to-end analysis of this industry vertical and closely analyses the market segmentations with respect to component, system, application scope, and regional terrains. It assesses the market size of the all the segments and countries in recent years to predict the market values till 2026.*

**Selbyville, Delaware** -- Global HVAC controls market was valued at USD 14.7 billion in 2019 and is projected to record a CAGR of 12.2% over 2019-2026. The burgeoning construction sector across the globe will add substantial momentum to the sales of HVAC controls in the approaching years. Growing demand for efficient temperature management solutions is encouraging the installation of HVAC systems across commercial and residential establishments.

The report also includes insights pertaining to the key aspects such as growth drivers and challenges alongside the various updates regarding the COVID-19 pandemic that will play a key role in determining the market growth in the coming years. The report is inclusive of other pivotal parameters such as the market trends, market share, and market valuations that will influence the worldwide industry over the forecast timeline. A detailed study of the key market players and their product portfolio are also highlighted in the report. Furthermore, the report outlines the potential growth opportunities over the

estimated timeframe which are slated to boost the revenue graph of the participating enterprises of this business space.

The International Construction Market Survey reveals that worldwide construction industry registered a growth rate of nearly 3.5% in 2017, which grew to approximately 3.9% in 2018. In addition, the 2017 annual report of European Construction Industry Federation (FIEC) unveiled that construction activity in Europe grew by 2.2% in 2016, reaching a valuation of about EUR 1,278 billion. Similar growth trends across various regions are expected to proliferate the demand for HVAC controls in the upcoming years. Furthermore, rapid urbanization, and rise in disposable income are complementing the industry outlook.

**Request Sample copy of this Report @** [www.marketstudyreport.com/request-a-sample/2663577/](http://www.marketstudyreport.com/request-a-sample/2663577/)

For the record, Heating ventilation and air conditioning (HVAC) technology used to regulate room temperature, humidity, and air drift in a special area. The primary goal of these systems is to provide thermal

comfort and optimal air quality.

Although, the global HVAC controls market is projected to witness commendable gains in the future years, the high installation cost of such technology is likely to negatively impact the growth graph in the coming years.

### **COVID-19 impact on the overall HVAC controls industry:**

The COVID-19 pandemic has adversely impacted the worldwide HVAC controls industry with the major manufacturing facilities remaining shut for a prolonged duration across China, Japan, U.S., and Europe. This has led to a slowdown in the production of HVAC equipment across the globe. Lockdown imposed by governments for stopping the spread of COVID-19 has not only brought the manufacturing industry to a halt, but has also withheld consumer demand for HVAC equipment.

### **Top regional contributors:**

Speaking of the regional terrain, the global HVAC controls market is segregated into North America, Europe, Asia Pacific, Latin America, and Rest of the World. Among these, North America holds a significant market share owing

to rapid commercialization and industrialization in the region.

Asia Pacific HVAC controls market is anticipated to show tremendous growth over the analysis period, supported by the thriving construction sector, rapid urbanization, and significant increase in disposable income among the people in the region.

**To access a sample copy or view this report in detail along with the table of contents, please see the link below:**

[www.marketstudyreport.com/reports/global-hvac-controls-market-size-research](http://www.marketstudyreport.com/reports/global-hvac-controls-market-size-research)

The worldwide HVAC market is segmented on the basis of component, system, application, region, and competitive landscape.

### **HVAC Controls Market Component Analysis (Revenue, USD Billion, 2018-2026)**

- Sensor
- Controllers
- Controlled Device

### **HVAC Controls Market System Analysis (Revenue, USD Billion, 2018-2026)**

- Ventilation Control
- Integrated Control
- Temperature & Humidity Control

**SEE HVAC PG.13**

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## INSIDE

- Consultants' Corner ..... 9,13,18,21
- Product News ..... 5,B14
- TACCA- Trade Talk ..... B2,B5,B10
- Software Programs / Classified ..... B15
- HARDI News ..... B5
- ASHRAE News ..... B6
- Spotlight on People ..... B9
- Calendar ..... B14

LG con’t

“Barsco has been partnering with the best known and most respected brands in the business for decades, so it was a natural fit to collaborate with LG for both ducted and duct-free HVAC equipment,” said David Smith, vice president of operations, Barsco, Inc. “Working through Hugh M. Cunningham Companies as our local representative, we became part of the LG team in December and are a fully stocked distributor, with product available in all locations.”

Wendy Daray, HVAC group manager at Hugh M. Cunningham Companies, added, “Being a family owned company with 86 years of industry experience speaks volumes to Barsco’s organization and dedication to their customers, and we look forward to expanding their footprint and product offering with LG’s award-winning HVAC portfolio.”

Barsco has been a Texas-based distributor of HVAC equipment since 1934, with thirteen locations throughout North, East and Central Texas. LG Air Conditioning Technologies is a global leading provider of innovative residential, light commercial, and commercial HVAC solutions.

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name, company, address, phone number  
and relation to the industry - i.e. contractor,  
manufacturer, factory representative, etc.

New Ideas for  
HVACR Education

Most HVACR instructors are navigating difficult times right now. ESCO Institute wants to help these instructors navigate these challenges. As such, they have hosted a series of live webinars, where they shared some ideas about retaining program support and funding, recruiting students, distance education, and verifying hands-on skills in a socially-distanced environment.

For those who were unable to attend one of the live events, a recording from one of these sessions is available here: [www.youtube.com/watch?v=snF1rrR9nSg&feature=youtu.be](http://www.youtube.com/watch?v=snF1rrR9nSg&feature=youtu.be)

Hopefully the concepts presented will help HVACR instructors gain some ideas to help justify their programs, recruit students into the HVACR industry, and complete student training and effectively assess their hands-on readiness for employment in a socially distant environment.

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Hercules Smart Switch.....	18
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Johnstone Supply.....	B1,B9
Johnstone Supply South.....	23
Locke Supply.....	16
McDaniel Metals .....	B14
MORSCO .....	B8
Olimpia Splendid.....	17
Pro Lift .....	B13
Robert Madden Ind .....	B7
Searco .....	B15
Smart Snakes.....	9
Solar Supply .....	4, B4
Team Management Systems.....	B15
Transtar AC Supply.....	6
United AC Supply .....	B10
Venstar .....	15
Yellow Jacket.....	5



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## Ritchie Engineering Company Hires Director of Engineering

*Proven professional to lead YELLOW JACKET® Engineering Division.*

**Bloomington, MN** – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R and automotive professionals and manufacturer of YELLOW JACKET® products, announces the hiring of Greg Guse as Director of Engineering.

Greg is responsible for driving product strategy and development, as well as contribute to the marketing and business strategy for the YELLOW JACKET HVAC/R and Automotive Divisions. “We are thrilled to welcome Greg to our team,” said Tom Ritchie, President. “He has a wealth of knowledge and experience in engineering that will serve our customers and brand very well.”

Greg Guse comes to Ritchie Engineering Company with more than 20 years of experience in power generation engineering, including the design of the triple



dumping truck and refuse trucks. Most recently, Greg worked as the Mechanical Engineering Manager of the Value Enhancement Team at Alliance Laundry Systems in Ripon, WI.

A Minnesota native, Greg graduated from Minnesota State University in Mankato with a Bachelor of Science in Automotive Engineering & Technology and earned his MBA degree in International Business from Marquette University.

**About YELLOW JACKET®**

The YELLOW JACKET® brand name is synonymous with

the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1950. Since then, the company has been engineering, manufacturing, and continuously improving the YELLOW JACKET® hose while adding new products to its portfolio. Today, YELLOW JACKET® products are sold worldwide through a network of authorized HVAC&R and automotive wholesalers. For more information, please call (952) 943-1333 or visit our website at [www.yellowjacket.com](http://www.yellowjacket.com).

## Ritchie Introduces the Bullet®X Vacuum Pump

*BULLET®X Vacuum Pump Capabilities make it the Best Vacuum Pump for the Money*

**Bloomington, MN** – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the BULLET®X Vacuum Pump. The latest upgrade to our BULLET® series offers users several performance and ergonomic improvements. With contemporary versions of both of our U.S. made vacuum pumps (we upgraded the SuperEvac™ in June 2019), YELLOW JACKET® continues to strengthen its position as the premier vacuum pump manufacturer in the HVAC/R market. Visit [www.yellowjacket.com](http://www.yellowjacket.com) for details.

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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 web site at [www.transtaracsupply.com](http://www.transtaracsupply.com).

## Ken Clawson



Ken Clawson passed away on Friday, May 22 at the age of 62. Ken was a fixture in the Austin HVAC industry and worked at ACES AC Supply for 29 years. Ken had just recently retired and was planning on spending his retirement with his wife Betty of 39 years, traveling the USA in their RV. Ken will be remembered for his always smiling and positive attitude, and his desire to help his customers with whatever they needed, from the right part to service advice. Ken was always there to help, including cooking for open houses! Ken leaves behind Betty, his two daughters, Megan and Angela Carrasco and her husband Joe, and a granddaughter, Kendall.

Ken also leaves behind many customers he considered friends and co-workers who will miss his presence and positive attitude and his contagious smile.

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The Duct-Free Zone

**115 VOLT VS 230 VOLT:** The GREE mini split product line offers 115 volt single zone mini split systems in the VIREO and the LIVO models.

What exactly is the advantage of the 115 volt vs 230 volt system, if any? Well, let’s take a close look...we will use the LIVO as our reference point.

MODELS		LIVS09HP115V1B	LIVS12HP115V1B	LIVS09HP230V1B	LIVS12HP230V1B
Cooling Capacity (min-max)	Btu/h	9,000 (2,764-10,918)	12,000 (3,753-12,500)	9,000 (3,100-9,600)	12,000 (3,753-12,500)
Heating Capacity (min-max)	Btu/h	9,600 (2,081-12,283)	13,000 (3,412-15,013)	9,500 (3,100-12,000)	13,000 (3,924-14,000)

Above we see the performance (capacity), data for the LIVO 9 & 12K 115 volt models vs 230 volt. The performance is similar with the 115 volt having a slightly lower low end and a slightly higher high end. All in all, a wash I would say.

MODELS		LIVS09HP115V1B	LIVS12HP115V1B	LIVS09HP230V1B	LIVS12HP230V1B
SEER/EER		16/9.55	16/10.55	16/10.0	16/9.25
HSPF/COP		9.0/3.3	9.0/3.1	9.0/3.5	9.0/3.1

Above we see the efficiency ratings...they are identical other than a slight difference in EER. Once again, I’m calling it a wash.

MODELS		LIVS09HP115V1B	LIVS12HP115V1B	LIVS09HP230V1B	LIVS12HP230V1B
Cooling Temperature Range	°F	0 – 115	0 – 115	0 – 115	0 – 115
Heating Temperature Range	°F	-4 – 75	-4 – 75	-4 – 75	-4 – 75

Above, we see the cooling and heating temperature range and it is identical for both the 115 volt and the 230 volt LIVO.

MODELS		LIVS09HP115V1B	LIVS12HP115V1B	LIVS09HP230V1B	LIVS12HP230V1B
Voltage / Phase / Hertz		115V /1/ 60Hz	115V /1/ 60Hz	208-230V /1/ 60Hz	208-230V /1/ 60Hz
Rated Current Cooling	amps	11.3	13.0	5.8	6.0
Rated Current Heating	amps	10.7	13.2	6.0	6.7
MCA	amps	17	20	9	9
MOCP	amps	25	30	15	15
Interconnecting Wire		AWG14 / 4	AWG14 / 4	AWG14 / 4	AWG14 / 4

Above we see the electrical characteristics and finally we see some tangible differences between the 115 volt and the 230 volt equipment.  
But do we?

At first glance, it would appear that the 230 volt equipment has a sizeable advantage in “rated current amps” in both cooling and heating. What we must remember here is that the 230 volt equipment has two “hot” legs from the power source so we must X the 230 volt amp rating by two. For example...


MODELS		LIVS09HP115V1B	LIVS12HP115V1B	LIVS09HP230V1B	LIVS12HP230V1B
Voltage / Phase / Hertz		115V /1/ 60Hz	115V /1/ 60Hz	208-230V /1/ 60Hz	208-230V /1/ 60Hz
Rated Current Cooling	amps	11.3	13.0	5.8 X 2 = 11.6	6.0 X 2 = 12
Rated Current Heating	amps	10.7	13.2	6.0 X 2 = 12	6.7 X 2 = 13.4
MCA	amps	17	20	9 X 2 = 18	9 X 2 = 18
MOCP	amps	25	30	15 X 2 = 30	15 X 2 = 30
Interconnecting Wire		AWG14 / 4	AWG14 / 4	AWG14 / 4	AWG14 / 4

Power bills use Kilowatts / Hour as their unit of measurement. The formula to figure Watts usage requires both volts and amperage:

Watts = Volts X Amps  
So, using the LIVS09HP115V1B as the reference point...  
115 (volts) X 11.3 (amps) = **1299.50 Watts**  
Let’s look at the LIVS09HP230V1B...  
230 (volts) X 5.8 (amps) = **1334 Watts**


All of a sudden, all advantage is lost and the “rated current amps” are a wash as well. Same goes for the Minimum Current Amps MCA and the Maximum Over-Current Protection MOCP. The cost of operation is essentially the same.  
You can go to the DOE webpage for APPLIANCE & EQUIPMENT STANDARDS PROGRAM and see that the estimated annual cooling and heating cost are identical for the 115 volt and 230 volt LIVO models.  
I found a great article written by Matthew Simmons of INYO Pools that addresses one advantage the 230 volt system has...here is an excerpt:  
“Most houses in the US have access to 230 volts as you may have noticed when installing heavy duty appliances such as a washer and dryer or electric range. In the pool industry, pool motors with a horsepower output of two or above almost always are 230 volt hook up only. This is because with high voltage comes great amperage.

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# Air Pros USA Partners with Aeroseal to Offer Advanced Duct Sealing Services

*Becomes one of the largest residential providers in the country*

**Davie, FL**—Air Pros USA Residential and Commercial Air Conditioning Services (Air Pros USA), announced it will become one of the largest residential HVAC provider in the country to offer Aeroseal, LLC’s (Aeroseal) advanced duct sealing technology.

Since the coronavirus pandemic began, consumer demand for healthier indoor air quality at home has skyrocketed. Air Pros USA reports an increase in the number of Florida homeowners who are also motivated to reduce energy

costs by sealing leaks and maintaining equipment. To ensure all its customers’ needs are met, Air Pros USA will now extend Aeroseal service beyond Florida, to its service locations in Colorado, Georgia, Texas, and Washington.

“Air Pros USA has

always offered the latest, most advanced, and reliable solutions and we’re excited to expand our partnership with Aeroseal to offer innovative duct sealing technology to more homeowners,” said Anthony Perera, founder of Air Pros USA. “We are confident

that our customers will benefit from this solution that not only improves indoor air quality, but also provides real savings on electric bills.”

While the process in a resident’s home is simple, HVAC technicians must be certified to use Aeroseal’s

advanced technology. Perera has already begun enrolling technicians in each market for Aeroseal’s extensive, multi-day training program so he is ready to respond to new customers.

“We’re thrilled to expand our partnership with Air Pros USA, a growing company that was built on the premise of reliability and great customer service,” said Bill Diederich, vice-president of dealer success at Aeroseal. “With this advanced level of technology, it’s important to educate technicians so they can share reliable information with customers about the best way to provide a healthy and safe home environment.”

Aeroseal’s breakthrough duct sealing technology ensures precise sealing of a home’s heating and air system, reducing duct leakage and recirculating clean air. Aeroseal uses a non-toxic, water-based formula to effectively seals gaps and cracks in air ducts and vents in a quick and easy process. To learn more about Aeroseal’s duct sealing process and the technology, visit <https://aeroseal.com/residential/how-it-works/>.

**Perry Louis Beyer Sr**



Condolences to the Beyer Family on the passing of their loving father, grandfather and great-grandfather, Perry Louis Beyer Sr. who was 80. TACCA Greater San Antonio shares in the Beyer family’s sorrow as we honor his life, memory and legacy of service and family that will continue to live on.

Mr. Beyer Sr. is the father of TACCA Greater San Antonio President, Patrick Beyer and past president, Jeff Beyer.



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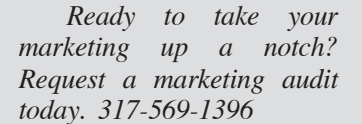
Recent events have proven that life as a business owner is full of curve balls. Whether it's a snowstorm trapping your employees at home or some crazy new change to the Google algorithm causing you to completely rethink your marketing strategy, business owners constantly need to adapt to changess. But while there are these unexpected crisis business owners face, surprisingly enough, many of the twists and turns that occur throughout the year aren't really all that unexpected. Particularly for those in the home service industry.

Home service emergencies will happen throughout the year, each and everyone in the industry realizes that. What will ultimately define how successful your home service

The day after the year's first heat wave, people are going to be scrambling to get their air conditioner fixed. Having an email and a Facebook post ready to go out that same day puts you in an excellent position to capture the attention and business of this group of potential customers. This is so important because home service emergencies, whether its a broken air conditioner, a flooded basement, a broken water heater, or a storm

For that matter, most content revolving around yearly expected crises are going to be pieces of evergreen content. Your blog post about what to do after a hailstorm hits your home is going to be just as relevant this year as it will be next year, and the next year, and the next year. When the same emergency happens

Accountants are an excellent example. It is very likely that we are going to see some changes or updates to tax laws each year that are going to impact the way their customers file their taxes. Having a basic blog post or email structure prepared so all they need to do is go in and drop in details about the changes puts them in a position to quickly get out an informative blog post and be one of the first ones to get that kind of



*Lorraine took a break this month,  
and Sam Von Tobel - Content Manager  
at Roundpeg filled in with this article.*

HVAC con't			<ul style="list-style-type: none"><li>Johnson Controls</li><li>Mitsubishi Electric Corp</li><li>Lennox International Inc.</li><li>Nest Labs</li><li>Siemens</li><li>Ingersoll-Rand plc</li><li>Trane</li></ul>	2.3. Years Considered for the Study	Segment Analysis	7.4.2. Commercial
HVAC Controls Market Application Analysis (Revenue, USD Billion, 2018-2026)	<ul style="list-style-type: none"><li>Residential</li><li>Commercial</li><li>Industrial</li></ul>			2.4. Currency Conversion Rates	5.4.1. Sensors	7.4.3. Industrial
				Chapter 3. Global HVAC Controls Market Dynamics	5.4.2. Controllers	Chapter 8. Global HVAC Controls Market, Regional Analysis
				3.1. HVAC Controls Market Impact Analysis (2018-2026)	5.4.3. Controlled Device	Related Report:
				3.1.1. Market Drivers	Chapter 6. Global HVAC Controls Market, by System	HVAC Air Quality Monitoring
HVAC Controls Market Regional Analysis (Revenue, USD Billion, 2018-2026)			3.1.2. Market Challenges	6.1. Market Snapshot	6.2. Global HVAC Controls Market by System, Performance - Potential Analysis	Market Size, Share & Forecast to 2025
			3.1.3. Market Opportunities	6.2. Global HVAC Controls Market Estimates & Forecasts by System 2016-2026 (USD Billion)	6.3. Global HVAC Controls Market Estimates & Forecasts by System 2016-2026 (USD Billion)	
			Chapter 4. Global HVAC Controls Market Industry Analysis	6.4. HVAC Controls Market, Sub Segment Analysis	6.4.1. Temperature & Humidity Control	HVAC Air Quality Monitoring will surpass USD 6 billion by 2025, according to a new research report. Rising worldwide pollution concerns have led to many green initiatives such as green building, green energy, etc. Along with new sustainable development goals 2030 into effect all across the globe, the product demand will escalate in near future. Also, increasing pollution is likely to affect the indoor air quality leading to formation of biological impurities such as fungi and molds causing asthma and other allergic responses, that can affect an individual's health.
			4.1. Porter's 5 Force Model	6.4.2. Ventilation Control	6.4.3. Integrated Control	
		4.2. PEST Analysis	4.2.1. Political	Chapter 7. Global HVAC Controls Market, by Application		
		4.2.2. Economical	4.2.2. Social	7.1. Market Snapshot		
		4.2.3. Social	4.2.4. Technological	7.2. Global HVAC Controls Market by Application, Performance - Potential Analysis		
		4.3. Investment Adoption Model	4.4. Analyst Recommendation & Conclusion	7.3. Global HVAC Controls Market Estimates & Forecasts by Application 2016-2026 (USD Billion)		
		Chapter 5. Global HVAC Controls Market, by Component	5.1. Market Snapshot	7.4. HVAC Controls Market, Sub Segment Analysis		
		5.2. Global HVAC Controls Market by Component, Performance - Potential Analysis	5.2. Global HVAC Controls Market Estimates & Forecasts by Component 2016-2026 (USD Billion)			
		5.3. Global HVAC Controls Market Estimates & Forecasts by Component 2016-2026 (USD Billion)	5.4. HVAC Controls Market, Sub			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
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		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
		Chapter 1. Executive Summary	1.1. Market Snapshot			
		1.2. Global & Segmental Market Estimates & Forecasts, 2018-2026 (USD Billion)	1.2.1. HVAC Controls Market, by Region, 2018-2026 (USD Billion)			
		1.2.2. HVAC Controls Market, by Component, 2018-2026 (USD Billion)	1.2.3. HVAC Controls Market, by System, 2018-2026 (USD Billion)			
		1.2.4. HVAC Controls Market, by Application, 2018-2026 (USD Billion)	1.3. Key Trends			
		1.4. Estimation Methodology	1.5. Research Assumption			
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		Chapter 1. Executive Summary	1.1. Market Snapshot			
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		Chapter 2. Global HVAC Controls Market Definition and Scope	2.1. Objective of the Study			
		2.2. Market Definition & Scope	2.2.1. Scope of the Study			
		2.2.2. Industry Evolution				
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WAGNER con't

When we flick the switch on a monster of a 3 HP motor, that mechanism demands amps to be able to fire the capacitor, switches and windings. If there is a delay in amps reaching the motor, it may cause the motor to overwork and overheat to compensate. This extra work put in by the motor means it is more likely to fail earlier than it should.

Think of it as if we were sipping a thick milkshake but all we have is a thin straw. When you begin to sip on the straw no matter how hard you try, you will go red and eventually quit with your thirst not quenched. That is essentially what happens to a big motor using 115 volts. It's got a fever, and the only prescription is more amps. Now switch that tiny straw with a hefty wide straw, your work load lessens. Voltage is the straw, and the amps are the milkshake. Voltage is just there to help convey the amps to the unit."

I love the milkshake analogy... **BRILLIANT!**  
So, the 230 volt system holds an advantage with getting more amps to the equipment quicker and it does so with a smaller diameter wire. I think Matthew's milkshake and straw analogy might have been better understood if he said 230 volts is like using two straws as opposed to one. The 230 volt system can utilize a smaller diameter wire which will be less expansive then that used for 115 volts...here lies a possible cost savings when the power source is a fair distance from the equipment.

ELECTRICAL REQUIREMENTS

Unit Size (BtuH)	Voltage	Min Circuit Amps (MCA)	Max Overcurrent Protection (MOP)	Main Power Wire Size (AWG)*
9,000	115v - 1ph 60hz	17	25	12/3
12,000	115v - 1ph 60hz	20	30	10/3
9,000	208/230v - 1ph 60hz	9	15	14/3
12,000	208/230v - 1ph 60hz	9	15	14/3

The above is from page #5 of the LIVO installation manual. Note the larger wire required for the 115 volt systems (the smaller the number, the larger the wire, i.e., 10/3 is larger than 14/3).

I think the difference between 115 volt vs 230 volt lay in the application...not the equipment.

What I mean is...take the residential home with an old, outdated electrical service. It may not have the space available in the breaker / fuse box to accommodate a 230 volt circuit, (requiring two breakers/ double pole as opposed to one). Not every homeowner right now can afford to upgrade the home's electrical service and have a GREE mini split system installed...choices must be made and luckily, there are choices!



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In this scenario, the 115 volt product allows the installer to offer the homeowner all the advantages the GREE product has to offer...inverter compressor, onboard diagnostics, 23 SEER (VIREO) and more!

So, that all said, I think the difference between the 115 volt vs 230 volt equipment is limited to the following...

	115 volt	230 volt
Wire size		✓
Breaker size (single vs double pole)	✓	
Larger BTU capacities		✓



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

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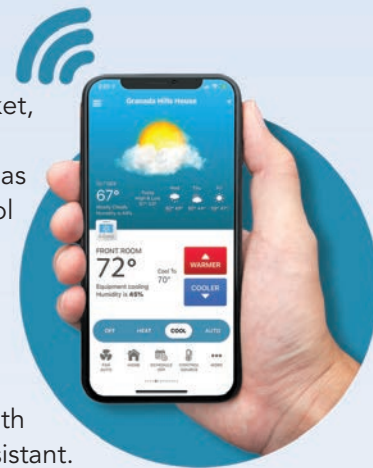
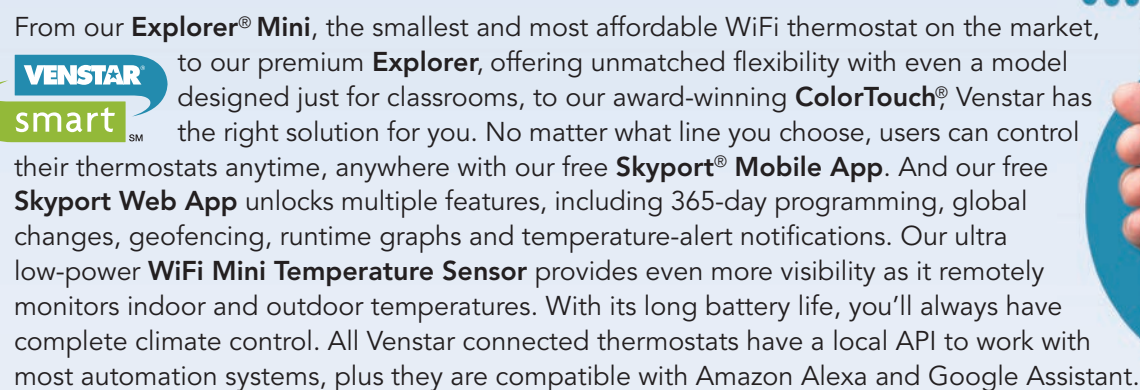
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# International Code Council Offers Guidance on Building Re-occupancy for Reopening Economies

Companies and building managers can access free resources at the Code Council's Coronavirus Response Center

**Washington, D.C.** – As local and state governments are beginning a phased reopening of their economies, the International Code Council has compiled a guide of safety precautions and considerations for businesses looking to resume in-office activities. Acting as an aggregate information hub, the Code Council's Coronavirus Response Center offers relevant information for building

professionals and potential occupants to understand the impact the pandemic has had on the industry, as well as for companies who are currently creating plans and strategies to move back into their offices.

Ahead of reopening efforts, the Code Council has made it a priority to educate businesses, office managers and building safety professionals on an important but often-overlooked safety

precaution – preparing an office building for re-occupancy. With many buildings reducing or turning off normal system operations during stay-at-home orders, it is critical to properly inspect and prepare a vacant building ahead of resuming regular activities. Without proper preparation and maintenance, the building may pose unrealized hazards to incoming occupants, whether from a heating, ventilation, and air

conditioning (HVAC) or plumbing system to a powerless carbon monoxide detector.

Due to the wide range of aspects necessary for reopening a previously unoccupied building, the Code Council's Coronavirus Response Center covers topics include:

- Addressing any temporary changes needed to building access and exit patterns to accommodate temporary reopening protocols such as employee health screenings, disposal of PPE, or any areas specifically designated for decontamination.

- Visually inspecting and testing the operation of building entrances and exits including doors, revolving doors, and garage doors for proper operation and ensure they are free from obstructions.

- If a building's water distribution system has been shut down or seen reduced flow, flushing the pipe system with clean, potable water to remove any unwanted debris.

- Facilitating adequate physical distancing protocols, and considerations for revising maximum occupant loads for all buildings and spaces to accommodate 75 gross SF/occupant.

- Closing common areas where personnel are likely to congregate and interact or enforcing strict physical distancing protocols.

- Guidance on disinfecting communal areas from FEMA and the CDC

"COVID-19 has had an unprecedented impact on our society, both economically and socially. As we continue to learn to navigate the new normal and discover what that actually entails, having easy access to information on topics like how to properly prepare a vacant building for reoccupation is crucial, especially during reopening efforts," said Dominic Sims, CBO and CEO, International Code Council.

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# It's On My Heart: What Have We Learned Form Covid?

We are now 90 days (roughly) into a Pandemic. 3 months. So what have we learned so far? I talk to contractors all across the nation, some are still in lock-down mode, others never were. Here are some realizations from the virus that changed our lives.

First, the virus did change our lives forever. Just as 9/11 changed how we travel forever. I can remember traveling to the airport back in pre-9/11, could slide into the parking lot 30 minutes before the flight left, run to the gate, make a flight with 8 minutes to spare. Many times, I was the last one to board, and I think I only missed one flight in 20 years by being late. If you had told me that a few years later I would have to stand in line for 35 minutes, take off my shoes and coat, take out all my toiletries, and

in some cases throw away perfectly good grooming products because they were the wrong size, I would not have believed you. No more last minute arrivals before the flight left, now you have to be in the gate area early and when they make last call it sometimes is 10 minutes before the flight is scheduled to leave.

So we are now a changed world. This did not just affect us here in the states, it is worldwide, a true global event. What have we learned, and how will we change our businesses for the future based on the Pandemic?

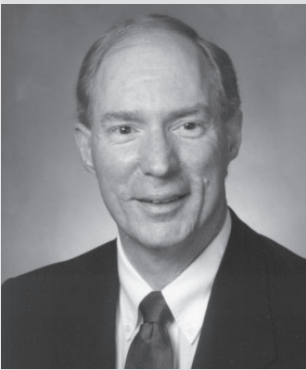
First of all, we may have learned not to take anything for granted. Simple pleasures, such as a hug or handshake, not gonna happen anytime soon. Business as usual is not that, we have to embrace a new way of doing business going

forward. For those of us in the home service industry, it may be harder to get our jobs done. Many consumers today do not want you in their homes. May and I are not paranoid, but we are not sick either. So even today, when someone comes in we are looking for booties, gloves, masks, all the protective gear. Recently had some work done, the technician was good, had an iPad that he used to finish up the paperwork, but at the last moment, he gave us his stylus to sign the iPad. I did not use his, I used my own, which I carry with me at all times. I know where mine has been, not so sure about someone else's.

Our employees will have to change some of their work habits, what they do in a home or building. No handshakes, keep your distance, ask for permission to enter and ask if they want

you to wear a mask, list is long. Many of you were already wearing gloves and booties, now we all are. We now need to ask if anyone has been quarantined or is there anyone in the property that has been confirmed with the virus. Then you have a tough decision to make. Many companies are just not respond, but some are asking if anyone wants to volunteer to do work in a home where they have confirmed they have the Covid-19 virus. My feeling is that someone who is sick may need our services even more, it would really be horrible to have a home that is uncomfortable or a plumbing situation when you are not feeling good. Same is true for the other people in the home, they may not be able to leave, they need to be considered as well.

SEE HINSHAW PG.22



## Jim Hinshaw

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

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

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


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

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

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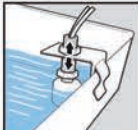
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## Lessons From The Masters of Disaster

What a year 2020 has been! It seems like this year has been worse than a Disney roller coaster ride gone terribly wrong. We come out of 2019 with the strongest stock market American has ever seen and a roaring economy that was the envy of the world, and now we are reeling under repeated heavy blows from political upheaval, a new and deadly virus and social unrest. We are like an MMA fighter being pummeled by a heavyweight with enough punching power to rip open a heavy bag.

So where do we go from here? What is next?

No doubt you have seen some of the memes on social media lately—"Coming in July 2020, Snailien" or a knock-off from Ghostbusters of the Pillsbury Dough Boy approaching from over a hill with a devious smirk on his face. I saw one the other

day of a freight train rolling through a huge ball of fire and the caption "Here comes the second half of 2020!"

I don't know what is next. (If I did know, do you think I'd be sitting here writing a column for free?) But I have been thinking about how we as contractors come out of this nightmare and a few ideas have come across my fevered imagination, so please indulge me for a few minutes as I wax eloquent on the lessons of history.

First, we all suspect that there is a lot of dammed up demand (read that correctly!) out there and when the flood gates begin to open, we may see a flood of business for our industry. Which always scares me because when business is super good and super easy, the super creepy get into it and muck it up for those of us who try to do it right. But that's another column...

As I look back on history, I see a few examples of leaders who kept their heads when they were suddenly faced with unexpected developments, developments that could have (and did) change the course of history.

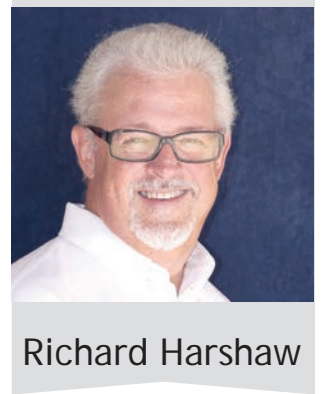
A tragic example is that of the captain of the RMS Titanic, captain Edward Smith. Under pressure from the White Star Line to set a new Atlantic crossing record for their newest greyhound, Smith ordered the mighty vessel to sail at nearly full speed in a frigid North Atlantic Sea when there were warnings of icebergs in the area. There was no moon that night and so the lookouts in the crow's nest (they had no radar in those days), Frederick Fleet and Reginald Lee, did not see the iceberg until the Titanic was about a quarter mile from it. The officer on the bridge, 2nd Officer Charles

Lightoller ordered the engine room to reverse engines and pull a hard left rudder. But that was probably what killed the great ship—her rudder was ridiculously small for so large a ship and reversing the engines meant the rudder was even more useless. As a result, the great ship grazed the iceberg, staving in several critical seams near the bow across several water-tight bulkheads. Had she sailed right into the berg, she would have crumpled her bow, but flooded only the bow compartments—and would have survived. So lesson number 1: ***In an emergency, if you haven't thought things out yet, don't go with your first impression!***

Now let's consider a few examples from military history. I know it is not popular today, but the U. S. Civil War can give us many lessons on leadership. In particular, I like the account

of General Ulysses Grant in his first head-to-head encounter with the brilliant strategist Robert E. Lee in the Battle of the Wilderness. With a vastly superior army, he was stopped and bloodied by Lee. At one point in the battle, Grant was at his headquarters, whittling on a stick. His generals and staff officers were all in a dither over how badly things were going. Grant heard all he could take and roared, "Some of you always seem to think he [Lee] is suddenly going to turn a double somersault and land on our rear and both of our flanks at the same time. Go back to your command and try to think what we are going to do ourselves, instead of what Lee is going to do." Lesson number 2: ***Focus on what you CAN control, not one what you cannot.***

Then there is Old Blood and Guts, George Patton. In



Richard Harshaw

December of 1944, the Allied armies were closing in on Germany and in the north were spread pretty thinly in the Ardennes Forest (which, it was believed, was too dense to allow a major German offensive). That is precisely what happened though as almost 410,000 German troops and 1,400 tanks, including the new super dreadnaught Tiger II, crashed through the Allied lines. The 101st Airborne Division, the all African American 969th Artillery Battalion and Combat Command B of the 10th Armored Division held Bastogne, a vital crossroads town. **SEE HARSHAW PG.22**

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### HINSHAW con't

Another concept that has proven to be valuable during this crisis is how we give back to the community. We see contractors who matched gift cards to local businesses, either restaurants or salons that were locked down and suffered lowered revenue, or in some cases, no revenue at all. I have heard of a couple of restaurants in the Minneapolis area that had been in business over 60 years, and both of them are now shuttered up, no longer in business. The employees (in some cases they had been there over 30 years) are all gone, the owners who were 2nd and 3rd generation are not sure what the next step in their lives will be. The dealers who bought gift cards for restaurants and hair salons find that those businesses are really appreciative, and the employees will feel good about recommending them for work, they were the companies who stood beside them during a crisis. Other dealers let their customers know (on FB, Social Media of all kinds) that they were available to pick up essential items, they have techs who are driving all over town all

day long, if the customer was not able to get out, they would go for them. Corey Hickman, owner of Comfort Matters in Minneapolis did both those things, but then he took it to a new level. He started making masks out of cloth, with an insert for a high efficiency filter that could be replaced on the inner mask. Not only did he make thousands of them, he posted the plans on how to make them at home, and even had a list of people who would sew them up for you in your local area.

Speaking of crisis, this is just one that could hit your business. We have been thru tornados, hurricanes, earthquakes, severe winter storms, illnesses of all kinds, the list goes on and on. So this crisis was unique, it spread really fast around the globe, not focused in just one area, and was easily transferred from person to person. A plan for getting thru any sort of crisis is critical these days if you want to not only survive but thrive. Get a disaster plan put together, how to stay in business when normal sources of supply are shut down, how will your employees get things done when they have to work from

home. A really important concept is how to keep everyone motivated and on the same page when they are all working remotely. I am the vertical market manager for HVAC of Service Nation, we have been working from home for almost 3 months and will be close to 4 months before going back into the main office in Dallas, TX. Every morning Matt Michel sends out a message on Slack (our inter-office communication system) that incorporates a positive message in video and asks us to share 2 things we are grateful for. Could be a food item, beautiful sunset, a kitchen appliance or pet, anything works. Just a way to start the day on a positive note.

My message today is simple but not easy. Get a plan put together for the next crisis. We have no idea when or where, but I can guarantee there will be another. In addition, you need to start a program on giving back to the community. Make that a priority, as my friend Corey says, best time to start giving back to the community is 5 years ago, second best is today! Thanks for listening, we will talk later.

### HARSHAW con't

The Germans laid siege to the town and threatened to destroy all the American forces there. General Eisenhower, in overall command of the Allied forces, said to his generals at a staff meeting, "The present situation is to be regarded as one of opportunity for us and not of disaster. There will be only cheerful faces at this table." Patton seized on this statement and said he could grind the Germans up. Eisenhower, skeptical of this boast, since Patton's Army was over 100 miles to the south and heavily engaged with the Germans themselves, asked how he proposed to do that. Patton replied that he could attack with two divisions within 48 hours. The other staff officers

were stunned and doubtful, but Patton had already ordered his commanders to prepare plans for just such a move, and true to his word, within 48 hours, he hit the Germans on their south flank at Bastogne and crushed their advance. Lesson number 3: ***When things look impossible, don't lose your head. Prepare as best you can and then execute your plan with determination and energy.***

I could go on about other great feats of leadership in the midst of the "fog of war"—Powell and Schwartzkopf in Iraqi Freedom/Desert Storm, Eisenhower at D-Day, Spruance at Midway. But they all have the same lessons. In the midst of uncertainty and rapidly changing

developments, ***remain flexible, don't let a setback stop you, and constantly seek how the dynamics of the situation may present an opportunity for you.***

So chin up, Warriors! We did not foresee these savage counterattacks on our economy, but we will survive them and, as Eisenhower said to his generals during The Bulge, "The present situation is to be regarded as one of opportunity for us and not of disaster." Summon the Patton inside of you, the Spruance, the Powell/Schwartzkopf. Stay flexible and ready to hit and hit hard when the opportunity opens itself (and it WILL open itself)!

And yes, there will be cheerful faces at this table!





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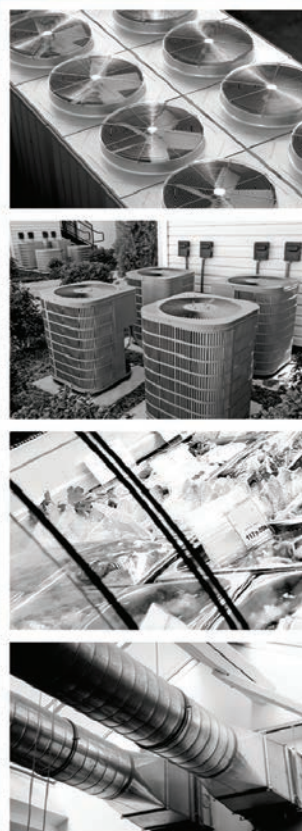
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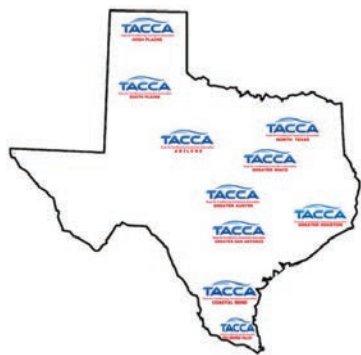
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The Texas Air Conditioning Contractors Association (TACCA) is a contractor-focused organization committed to a strong HVAC industry in Texas. With more than 50 years' experience helping contractors benefit from programs that include technical training, state-approved continuing education and advocacy at state and local levels, TACCA continues to set the standard for the HVAC/R trade in Texas.

### Virtual CE a Hit

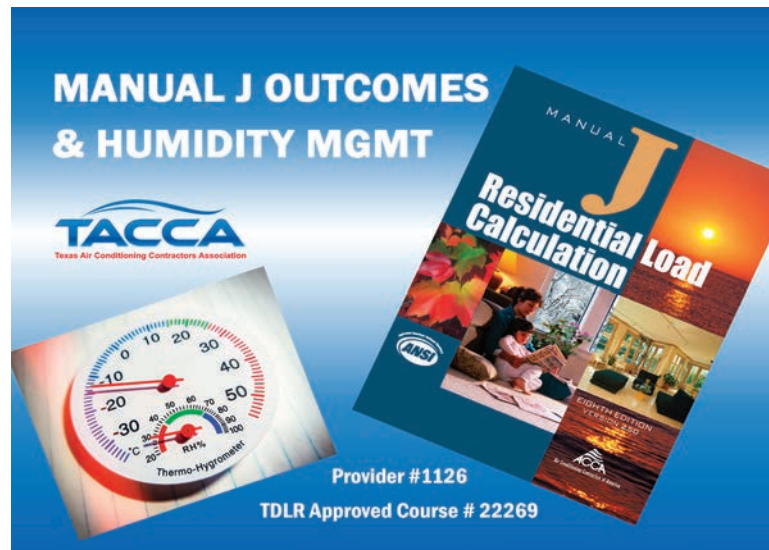
On Saturday, June 20, we found ourselves hosting a virtual continuing education (CE) class with just a few days' notice. After a little scrambling to confirm adequate technical capability, run through practice sessions with our instructor, and contact all the contractors who had been registered for the cancelled in-person class, everything fell into place. With the choices to get a refund, move to another date, or take the pre-recorded online course, we were pleasantly surprised that most contractors who were registered opted for the virtual class. We even picked up a few new participants on Friday afternoon!

Despite some hesitancy to attend virtually, most of the participants rated the class and instruction very high and gave good feedback for improvements and we hope to host more virtual classes in the future.

Having the ability to provide our CE course in a variety of formats will allow contractors to choose how they get their continuing education. For some, being in a different environment and networking with other is part of the experience they are looking for, while others may just want to sit in the comfort of their own home and knock out the CE as quickly as possible, or even break it up into several more manageable portions, like the online course allows.

Thank you to our instructor, John Burg, for his willingness to tackle instructing in a virtual setting, and to the class participants who gave it a chance. This flexibility and being open to try new things will move the needle for our organization.

Devorah Jakubowsky, CAE  
TACCA Executive Director



### Associate Membership

Associate Membership in TACCA connects our contractor members with HVAC/R suppliers and service providers. Benefits of associate membership include news, information, and updates concerning the industry in Texas, links back to your business on our website, member rates on materials, conferences and training, and advocacy at the Texas State Capitol, Texas Department of Licensing and Regulation, and other state agencies that benefits contractors and the industry. Visit our website or give us a call for more information on how you and your company can connect with and support contractors today!

## 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 B10 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.

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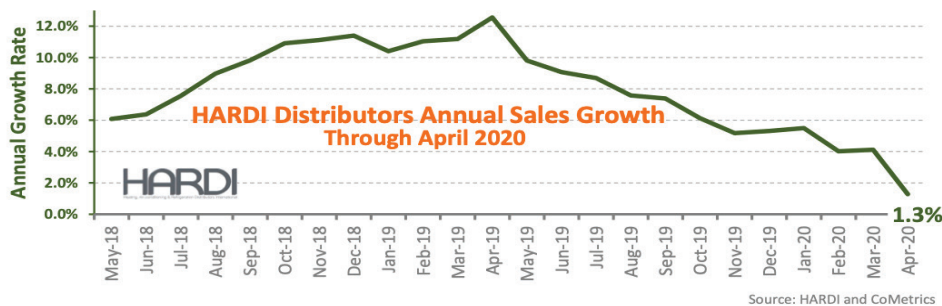


# HARDI

## HARDI Distributors Report 19.2% Percent Revenue Decline in April

**Columbus, Ohio** – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was a decrease of 19.2% percent during April 2020.

The average annual sales growth for the 12 months through April 2020 is 1.3 percent.



“April’s decline reflected the COVID-19 disruptions with sales declines of 40% to 50% in the hot zones of the Northeast and Mid-Atlantic regions,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The decline is exaggerated by the comparison to the 22% gain in April 2019 which was the best monthly sales growth since easy comps coming out of The Great Recession.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, remained at 49 days. “49 this month is comparable to the average April performance of 48.5,” said Loftus. “We have been concerned about DSO given the C-19 market disruption and are very pleased to see the March and April reports are consistent with recent performance.”

“The unemployment rate surge to more than 15% was one of several factors that contributed to the 19% sales decline versus the extraordinary sales growth of April 2019,” said Loftus. “The challenge persists, and the next reported unemployment rate will be higher. We are more interested with looking forward. The monthly sales comparisons will be much better than this in the states where weekly continuing unemployment claims are declining.”

*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.*

## New Home Sales Jump in May as Housing Rebound Continues

In a further sign that the housing market is rebounding from the COVID-19 pandemic, sales of newly built, single-family homes rose 16.6 percent to a seasonally adjusted annual rate of 676,000 units in May from a downwardly revised reading in April, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The May rate is 12.7 percent higher than the May 2019 pace.

“The May sales numbers are in line with rising builder sentiment,” said Chuck Fowke, chairman of the National Association of Home Builders (NAHB) and a custom home builder from Tampa, Fla. “With home building considered an essential business, this solid sales report is another indicator that housing is leading the economic recovery.”

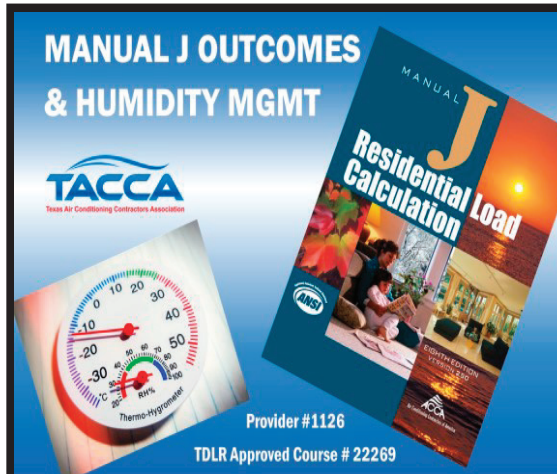
“In a sign of growing demand fueled in part by record low mortgage rates, builder price incentives eased in May and home prices registered an upturn,” said NAHB Chief Economist Robert Dietz. “Sales are 1.9 percent higher on a year-to-date basis and our NAHB Home Building Geography Index points to construction gains in lower density markets like smaller metros and large metro exurbs in the months ahead.”

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the May reading of 676,000 units is the number of homes that would sell if this pace continued for the next 12 months.

Inventory fell to a 5.6 months’ supply, with 318,000 new single-family homes for sale, 16.4 percent lower than May 2019. Of that total, just 76,000 are completed, ready to occupy. The median sales price was \$317,900. The median price of a new home sale a year earlier was \$312,700.

Regionally, on a year-to-date basis new home sales were up in all four regions: 6.8 percent in the Northeast, 9.5 percent in the Midwest, 0.3 percent in the South, and 1.4 percent in the West.

*National Association of Home Builders NAHB Industry News*



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### Reoccupation course for European and Middle East regions also offered

**Atlanta** – ASHRAE Learning Institute (ALI) will offer three free webinars plus a detailed course targeted to the European and Middle East regions, focused on mitigating potential health risks during reopening of buildings closed during the COVID-19 pandemic.

“As buildings begin to reopen after the COVID-19 closures, it’s important to make sure that building readiness plans are in place for the safe and efficient operation of HVAC systems,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. “These free online training opportunities will provide strategies to ensure a safe and healthy indoor environment for building occupants.”

**“Re-Opening Our Schools: Activities and Recommendations,”** taking place on June 16, focus on confronting how to become conscious of the required transformations for their buildings. This webinar will explore expert positions indicating that ventilation and filtration provided by HVAC systems can reduce the airborne concentration of COVID-19, and thus the risk of transmission through the air.

On June 29, the webinar **“Managing Your HVAC Systems to Help Mitigate the Spread of SARS-CoV-2 in Buildings,”** will help provide verbal guidance to the written materials posted on the ASHRAE COVID-19 website for re-opening buildings and the Building Readiness Plan for your HVAC systems. The webinar discusses how your HVAC system might be designed to respond to an infectious virus, like SARS-CoV-2 that creates the COVID-19 disease, in addition to alterations to incorporate mitigation strategies.

**“Analysis of Airflow Patterns and Flow Path of Airborne Contaminants”** on July 21, demonstrates how the supply air flow paths, induced air flow paths, and exhaust grille placement can work collaboratively to establish protective and effective contaminant control. The webinar provides valuable insight to healthcare design engineers, facility managers and owners in designing the HVAC systems for patient rooms.

Drawing upon guidance from an international team of indoor environment and building system experts, **COVID-19 and Buildings: Re-Occupation after Lockdown**, identifies the equipment and procedures that are essential in protecting occupant health, bringing attendees up to date on the environmental conditions that are recommended to prevent the spread of the

disease. This course takes place on July 8.

Participants can access online instructor-led training from anywhere with an Internet connection and earn continuing education units/professional development hours for each course completed.

To register and view other course opportunities, visit the [ashrae.org/onlinecourses](http://ashrae.org/onlinecourses).

## 2020 ASHRAE Handbook Focuses on Systems and Equipment

**Atlanta** – The newly published 2020 ASHRAE Handbook – **HVAC Systems and Equipment** includes updated information to help system designers and operators select and use equipment that is the best fit for a particular application or scenario.

The 2020 ASHRAE Handbook—**HVAC Systems and Equipment** discusses various systems and the equipment (components or assemblies) they comprise, and describes features and differences. Subject matter experts on ASHRAE Technical Committees in each subject area have reviewed all chapters and revised them as needed for current technology and practice.

A new feature of the Handbook is the annotatable PDF download. Users can highlight relevant text and add their own notes and comments.

The volume contains several new updates. Chapter 51, Dedicated Outdoor Air Systems, is entirely new and presents detailed information on DOAS. Chapter 9, Applied Heat Pump and Heat Recovery Systems, has new content on waste heat recovery, district applications, and industrial process heat pumps, while Chapter 24, Desiccant Dehumidification and Pressure Drying Equipment, has expanded content on applications, air filters, and liquid strainers, plus recommendations from ASHRAE research project RP-1339 on rating equipment at altitude.

Other updates that likely will impact many users include: Chapter 19, Duct Construction, extensive revisions on system leakage and air dispersion systems; Chapter 25, Mechanical Dehumidifiers and Related Components, new content on psychrometrics, outdoor air, controls, and industrial dehumidifiers; and Chapter 37, Solar Energy Equipment, new data on worldwide solar technology use, plus an expanded section on photovoltaic equipment.

Other revisions and additions include:

- Chapter 18, Variable Refrigerant Flow, has new sections on modeling and system commissioning, and an updated system design example.
- Chapter 20, Room Air Distribution Equipment, has updates for current technology, with new information on specialized components and air curtains.
- Chapter 26, Air-to-Air Energy Recovery Equipment, has new information on heat pipes and desiccant and heat wheel systems.
- Chapter 28, Unit Ventilators, Unit Heaters, and Makeup Air Units, has revisions on standards, controls, and fan selection for makeup air units.
- Chapter 29, Air Cleaners for Particulate Contaminants, has updates on standards and performance testing.
- Chapter 31, Automatic Fuel-Burning Systems, has added content on pneumatically and electronically linked gas/air ratio burner systems.
- Chapter 38, Compressors, has revisions on general theory; screw and scroll compressors; and bearings, including oil-free technologies.
- Chapter 44, Centrifugal Pumps, has new content on vertical, inline, split-coupled pumps; hydronic system pump selection; and differential pressure control.
- Chapter 46, Valves, has new content on control valve sizing; electronic actuators; and ball, butterfly, flow-limiting, and

pressure-independent control valves.

- Chapter 49, Room Air Conditioners and Packaged Terminal Air Conditioners, has updates for efficiency standards.

ASHRAE has completed distribution of complimentary copies to members and is now offering this essential resource to the public.

The volume is published as a bound print volume, as a downloadable PDF, and online, and in two editions: one using inch-pound (I-P) units of measurement, the other using the International System of Units (SI). The cost of the print bound volume is \$230 in I-P or SI. Individual chapters may also be purchased as digital downloads in PDF format.

To purchase, visit [ashrae.org/bookstore](http://ashrae.org/bookstore) or contact ASHRAE Customer by phone at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

## ASHRAE Publishes Updated Legionella Guideline

### Important guidance as buildings reopen after COVID-19 pandemic

**Atlanta** – ASHRAE has published an updated guideline to assist in control of legionellosis associated with building water systems.

ASHRAE Guideline 12-2020, **Managing the Risk of Legionellosis Associated with Building Water Systems**, provides guidance useful in the implementation of ANSI/ASHRAE Standard 188, **Legionellosis: Risk Management for Building Water Systems**. The guideline is intended for use by owners of human-occupied buildings and those involved in the design, construction, installation, commissioning, management, operation, maintenance, and service of centralized building water systems and components.

“ASHRAE Standard 188 gives direction regarding *what* to do to control the spread of legionellosis, such as to follow a risk management process, but does not necessarily explain *how* to do it in a prescriptive way” says Paul Lindahl, committee chair for ASHRAE Standing Standard Project Committee (SSPC) 188, the committee responsible for writing Guideline 12-2020. “Guideline 12 complements Standard 188 by providing detailed guidance for water management program teams to develop the necessary elements of an effective water management plan. This can be a particularly important aspect of plans to reopen buildings following the COVID-19 pandemic.”

Guideline 12 applies to spaces such as hotels, office buildings, hospitals and other health care facilities, assisted living facilities, schools, universities, commercial buildings, industrial buildings and centralized systems in multifamily residential buildings. Buildings with noncentralized water systems, and single-family residential buildings, though not included, may also benefit.

Three presentations on Guideline 12-2020 will take place during the 2020 ASHRAE Virtual Conference.

- History of Standard 188, Guideline 12 and Other Guidelines
- ASHRAE Guideline 12 and the Facts about **Legionella** Growth in Building Water Systems

- Guideline 12 Is a Tool Designed to Support the Preparation of a Water Management Plan Using ANSI/ASHRAE Standard 188

While Legionnaire’s Disease has been known for many years, recent outbreaks have increased awareness of the disease, its causes, and prevention strategies. According to the World Health Organization, because many countries lack appropriate methods of diagnosing the infection or sufficient surveillance systems, the rate of occurrence is unknown.

Purchase ASHRAE Guideline 12-2020, **Managing the Risk of Legionellosis Associated with Building Water Systems** from the ASHRAE Bookstore or contact ASHRAE Customer by phone at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.





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# The spotlight



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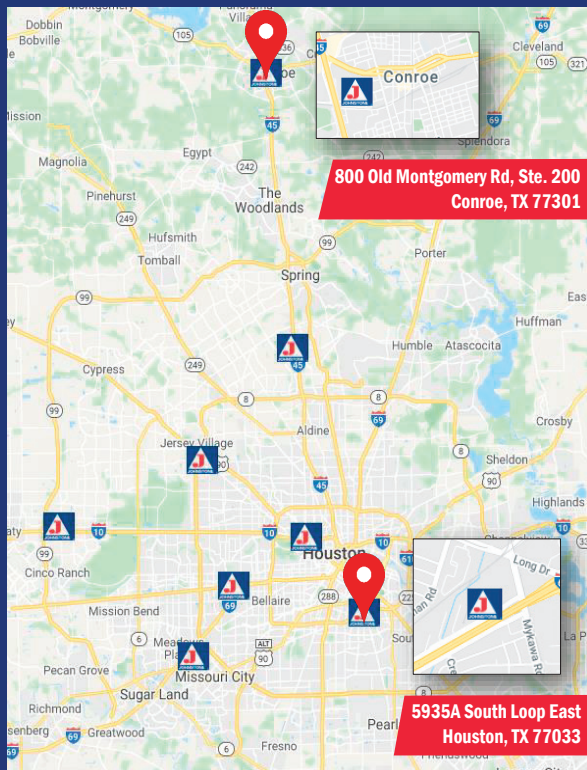
**Dan Hinkle and Anthony Lorubbio  
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# Construction Employment Rises from April to May in 45 States, Slips in 5; Association Survey Finds Job Losses May Widen Without Federal Funding

*Rebound from April Job Losses Reflects One-Shot Help from Paycheck Protection Program Loans and Easing of Stay-at-Home Orders, But Cancellations and State and Local Deficits Imply Further Cuts Ahead*

Construction employment rebounded from April to May in 45 states and the District of Columbia, following the loss of nearly one million construction jobs nationwide in April, but the gains may be short-lived, according to an analysis by the Associated General Contractors of America of government data released today and a survey the association released on Thursday. Association officials urged officials in Washington to promptly enact measures to fund infrastructure projects and plug looming state and local budget deficits to avoid a "second wave" of job losses.

"The widespread uptick in construction employment in May is welcome news following a month in which industry employment shrank in all but one state," said Ken Simonson, the association's chief economist. "Our association's latest survey shows many firms have been recalling

or adding employees in recent weeks, thanks in part to rapid receipt of Paycheck Protection Program loans. But only about one-fifth of firms report winning new or expanded projects, while almost one-third of firms say an upcoming project has been canceled."

Simonson noted that the association's latest survey found that nearly one-fourth of contractors reported a project that was scheduled to start in June or later had been canceled. He added that with most states and localities starting a new fiscal year on July 1, even more public construction is likely to be canceled unless the federal government makes up for some of their lost revenue and unbudgeted expenses.

Of the 45 states with construction job gains over the month, Pennsylvania had the largest increase (77,400 jobs or 48.9 percent). Michigan had the largest

percentage increase (51.4 percent, 50,500 construction jobs). Construction employment declined from April to May in five states. Hawaii lost the largest number and highest percentage of construction jobs (-700 jobs, -1.9 percent).

From May 2019 to May 2020, 12 states added construction jobs while 38 states and D.C. lost jobs. Utah added the most construction jobs over the year (8,200 jobs, 7.6 percent). South Dakota—the only state to add construction jobs in April—had the largest year-over-year percentage increase (10.3 percent, 2,400 jobs). Both states set new highs for construction employment, in a series dating to 1990. New York lost the most construction jobs over the year (105,300 jobs, -25.9 percent). The largest percentage decline occurred in Vermont (-26.1 percent, -4,000 jobs).

Association officials cautioned that even

as the immediate impacts of the coronavirus appear to be easing, the industry is just beginning to appreciate the longer-term impacts of the pandemic. They warned that without new federal recovery measures, the industry was likely to experience a second wave of job losses. They urged Congress and the Trump administration to enact liability reform, pass new infrastructure funding measures, and find a way to incentivize laid-off employees to return to work.

"The economic boost that comes with lifting economic lockdowns will not be enough to sustain long-term growth for the industry," said Stephen E. Sandherr, the association's chief executive officer. "Boosting infrastructure spending, protecting firms that are operating safely and encouraging people to return to work will help convert short-term gains into longer-term growth."

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# New Data Shows Construction Activity Returning to Pre-Coronavirus Levels in Many Parts of the Country as Some Firms Begin to Add Workers

*Association Survey and Data Collected by Procore Measure Impacts of the Pandemic, Showing Signs of a Construction Recovery, but Labor Shortages and Project Cancellations Show Industry Needs Federal Help*

A new survey by the Associated General Contractors of America and data from construction technology firm Procore show that construction activity is returning to pre-coronavirus levels in many parts of the country and some firms are adding workers. The new economic data, however, also shows some future projects are being canceled and many others are being delayed by supply chain issues and labor shortages, underscoring the need for additional federal recovery measures, association officials noted.

“Many of the immediate economic impacts of the coronavirus have passed and, as a result, activity and hiring are up, a bit,” said Ken Simonson, the association’s chief economist. “But while the immediate crisis appears to have passed, we are just now beginning to appreciate some of the longer-term impacts of the pandemic on the industry.”

Construction activity has returned to pre-coronavirus levels in 34 states, based on data on workers’ hours analyzed by Procore. And construction has returned to pre-coronavirus levels in Dallas and Miami, according to Procore’s data on 8 large metro areas. Meanwhile,

the association’s survey found that only 8 percent of construction firms were forced to furlough or lay off workers in June while 21 percent report adding employees, compared to one-in-four firms letting workers go between March and May.

“But it is important to remember that construction activity typically increases quite a bit between March 1 and the end of May as the weather improves and more work gets underway,” Simonson commented. “Getting to March 1 levels is a sign of progress, but it doesn’t mean things are back to normal.”

Simonson added that the AGC survey and Procore’s data show the severe toll the pandemic took on the construction industry. For example, 61 percent of firms report having had at least one project halted or canceled because of the pandemic. One in four firms report that construction materials shortages, caused by lock downs and trade disruptions, are causing delays on current projects. Meanwhile, the Procore data found that smaller firms experienced more severe declines in construction activity during the pandemic than larger firms.

“We are living in a time when change seems to be the new norm, but something

that will never change is the resilience of the construction industry,” said Kristopher Lengieza, Procore’s Senior Director of Business Development. “To date, a majority of states are experiencing levels of construction activity equal to, or in some cases, much higher than they reported prior to COVID-19.”

Simonson added that, moving forward, only 12 percent of firms report they plan to furlough or lay off staff over the next four weeks while 17 percent anticipate adding to their headcount during that time span. Yet even as more construction firms predict they will expand during the next several weeks, 42 percent do not expect demand will recover to normal levels for at least four months, and most of those firms expect recovery will take longer than six months.

Simonson noted that construction firms are counting on additional federal help to improve demand for construction and make it easier to return people to their payrolls. Fifty-five percent of firms report they are counting on Congress and the Trump administration to enact liability reform that protects firms that are complying with coronavirus safety protocols from litigation. And 33 percent are counting on Congress to boost

infrastructure spending to offset declining private-sector demand.

Many firms are also hoping that Congress will not extend the unemployment supplement that is currently set to expire at the end of July. Notably, 34 percent of firms that called back employees who had been furloughed report having some personnel refuse to return to work because of those unemployment supplements. “Extending the supplement will only make it harder for more employers to bring people back onto payrolls,” Simonson cautioned.

“Without additional help from D.C., the few gains this industry has made during the past few weeks will likely be fleeting,” Simonson added. “That is why we will continue to push Congress and the Trump administration to enact the kind of long-term economic recovery measures this industry needs to truly rebound from the coronavirus.”

The association’s new survey is based on responses from over 630 firms collected between June 9 and 17. Procore’s data is based on the transactions logged via the company’s software by tens of thousands of construction firms across the country.

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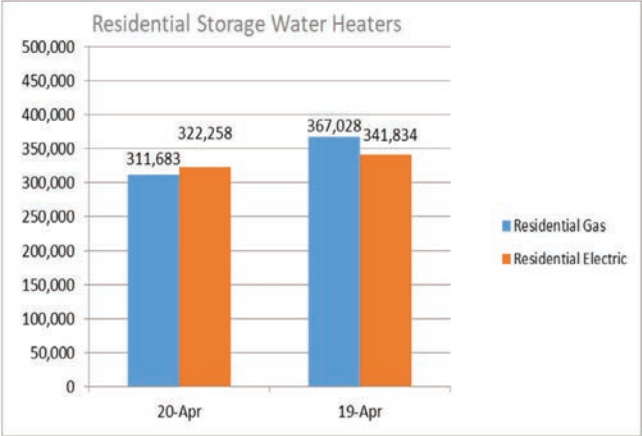
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# AHRI Releases April 2020 U.S. Heating and Cooling Equipment Shipment Data

### Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for April 2020 decreased 15.1 percent, to 311,683 units, down from 367,028 units shipped in April 2019. Residential electric storage water heater shipments decreased 5.7 percent in April 2020 to 322,258 units, down from 341,834 units shipped in April 2019.

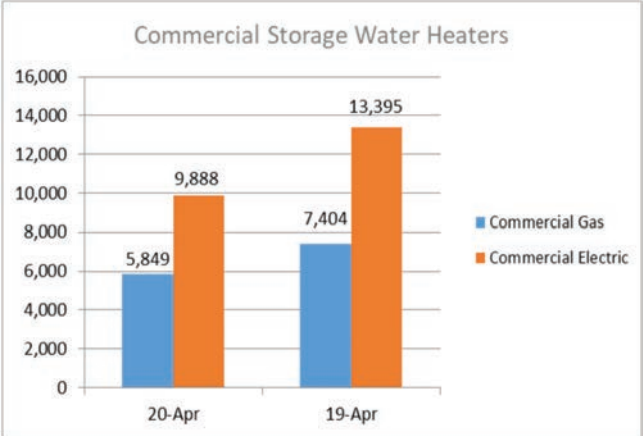


Year-to-date U.S. shipments of residential gas storage water heaters decreased 4.6 percent, to 1,473,757, compared to 1,544,800 shipped during that same period in 2019. Residential electric storage water heater shipments increased 3.3 percent year-to-date, to 1,489,496 units, compared to 1,442,421 shipped during the same period in 2019.

Year-to-Date	Apr 20 YTD	Apr 19 YTD	%CHG.
Residential Storage Gas	1,473,757	1,544,800	-4.6
Residential Storage Electric	1,489,496	1,442,421	+3.3

### Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 21 percent in April 2020, to 5,849 units, down from 7,404 units shipped in April 2019. Commercial electric storage water heater shipments decreased 26.2 percent in April 2020, to 9,888 units, down from 13,395 units shipped in April 2019.

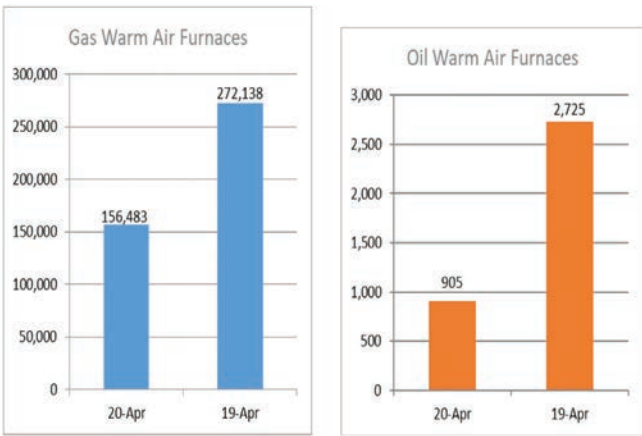


Year-to-date U.S. shipments of commercial gas storage water heaters decreased 8 percent, to 28,703 units, compared with 31,183 units shipped during the same period in 2019. Year-to-date commercial electric storage water heater shipments decreased 3.5 percent, to 49,253 units, down from 51,022 units shipped during the same period in 2019.

Year-to-Date	Apr 20 YTD	Apr 19 YTD	%CHG.
Commercial Storage Gas	28,703	31,183	-8.0
Commercial Storage Electric	49,253	51,022	-3.5

### Warm Air Furnaces

U.S. shipments of gas warm air furnaces for April 2020 decreased 42.5 percent, to 156,483 units, down from 272,138 units shipped in April 2019. Oil warm air furnace shipments decreased 66.8 percent, to 905 units in April 2020, down from 2,725 units shipped in April 2019.

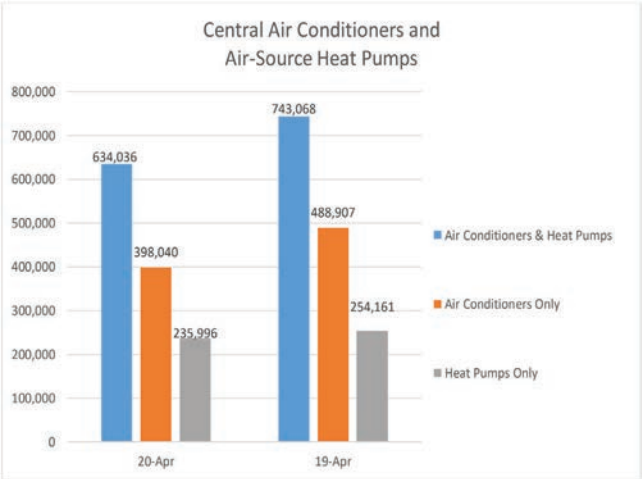


Year-to-date U.S. shipments of gas warm air furnaces decreased 24.6 percent, to 831,733 units, compared with 1,103,145 units shipped during the same period in 2019. Year-to-date U.S. shipments of oil warm air furnaces decreased 33.3 percent, to 7,697 units, compared with 11,542 units shipped during the same period in 2019.

Year-to-Date	Apr 20 YTD	Apr 19 YTD	%CHG.
Gas Warm Air Furnaces	831,733	1,103,145	-24.6
Oil Warm Air Furnaces	7,697	11,542	-33.3

### Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 634,036 units in April 2020, down 14.7 percent from 743,068 units shipped in April 2019. U.S. shipments of air conditioners decreased 18.6 percent, to 398,040 units, down from 488,907 units shipped in April 2019. U.S. shipments of air-source heat pumps decreased 7.1 percent, to 235,996 units, down from 254,161 units shipped in April 2019.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 0.7 percent, to 2,585,007, down from 2,604,077 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners decreased 1.5 percent, to 1,579,040 units, down from 1,602,941 units shipped during the same period in 2019. The year-to-date total for heat pump shipments increased 0.5 percent, to 1,005,967, up from 1,001,136 units shipped during the same period in 2019.

Year-to-Date	Apr 20 YTD	Apr 19 YTD	%CHG.
Air Conditioners & Heat Pumps Combined Total	2,585,007	2,604,077	-0.7
Air Conditioners Only	1,579,040	1,602,941	-1.5
Heat Pumps Only	1,005,967	1,001,136	+0.5

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

Month		
Size Description (000) BTUH	Total	% Change from 2019
Under 16.5	19,762	-14.5
16.5-21.9	53,559	-14.5
22-26.9	118,921	-18.3
27-32.9	102,269	-17.9
33-38.9	138,131	-13.9
39-43.9	54,295	-7.4
44-53.9	76,893	-6.2
54-64.9	53,928	-14.6
65-96.9	5,021	-35.3
97-134.9	4,355	-30.1
135-184.9	2,940	-32.2
185-249.9	1,466	-25.2
250-319.9	1,298	+3.2
320-379.9	248	-28.5
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1,000.0-1,199.9	56	+16.7
1,200.0 & Over	75	-42.7
TOTAL	634,036	-14.7

YTD		
Size Description (000) BTUH	Total	% Change from 2019
Under 16.5	101,511	-0.7
16.5-21.9	250,733	+3.3
22-26.9	516,381	-0.4
27-32.9	409,311	-1.7
33-38.9	545,273	-0.2
39-43.9	193,702	-1.6
44-53.9	281,276	+1.0
54-64.9	208,168	-3.1
65-96.9	28,354	-11.9
97-134.9	20,151	-14.9
135-184.9	13,826	-8.0
185-249.9	6,228	-10.9
250-319.9	5,008	+10.2
320-379.9	1,122	-3.2
380-539.9	1,252	-11.5
540-639.9	1,069	+3.5
640 & Over	445	-7.1
800.0-899.9	287	+3.2
900.0-999.9	352	+31.8
1,000.0-1,199.9	194	+31.1
1,200.0 & Over	364	-22.2
TOTAL	2,585,007	-0.7

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>.



## PHCCCONNECT2020 Goes Virtual to Provide a Dynamic, Interactive Online Experience

With the health and safety of attendees, staff and the public top of mind during the current public health crisis, the Plumbing-Heating-Cooling Contractors—National Association (PHCC) announces that it will offer its annual conference, PHCCCONNECT2020, in a virtual format. The event, scheduled for Sept. 30-Oct. 1, will offer a valued-packed online program, full of high-quality education and networking opportunities.

Program highlights include:

- More than 20 **education sessions**
- Inspirational and informative **keynote speakers**
- **Live Q&A** with select speakers
- A virtual **Product & Technology Showcase**
- **Reimagined networking** opportunities
- **Access to education session content** for 30 days
- **Affordable Experience** – No travel & hotel costs

& reduced registration rates

*More specific details about the event will be available in early July. For updates, visit [www.phccweb.org/connect](http://www.phccweb.org/connect).*

## National HVAC Technicians Day

*June 22nd was National HVAC Technicians day*

*By Rick Kincel*

I installed my first central system with my father in 1975 and after a stint in the Air Force I have been working in the industry since 1978. The one thing that has always been in the back of my mind is our job titles. We didn't get a cool name like Electrician, or Hydronic specialist. We were always the AC guy... I always wanted more for my chosen career field.

All we ever got was:

"Hey the AC guy is here" (and before I get labeled sexist) "Hey the AC girl is here"

Even when I became NATE certified 20+ years ago (Which was a very proud moment by the way) and the many certifications that followed, never seemed to be the right tag for the huge variety of work skills we needed to do this job. We had to understand some carpentry, plumbing, electrical, electronics, combustion efficiency, ventilation, thermal dynamics, refrigeration, brazing, airflow, dehumidification, humidification, and duct design, to name a few.

It wasn't until my later years, after 20 years of running a successful HVAC business that I began teaching and learned how little I knew about this business. But what I do know is that there are a huge number of proud contractors and techs that want to do the right thing and so they study. They study Install instructions, Operation manuals, and trade trends. They run their own businesses, or support their company owners as if it were their own business.

Well educated or barely educated we have found a way to feel pride in what we do, and how we can provide for our families.

Even with the never ending Summers, the late night calls from good customers, or even the many Holidays spent in someone else's home while their kids opened Gifts or searched for Eggs, there we were, in the background of the Holiday picture, checking the thermostat or coming down the attic stairwell.

We also had to constantly change with the technology or figure out strange terms...

Gas heaters went from Standing pilots to IID to HSI and

back to IID. We saw 60% ,70%, 80%, and now many 90+% AFUE units

Heat pumps showed up in the 70s and moved the condenser to inside space and took heat from 20 degree outside air to heat the home.

4 way valves that only flow 2 ways... TXVs that changed to TEV when we figured out Xpansion had an E in it. Finally the EEV that didn't require Thermal bulbs anymore just temperature activated electronic thermistors.

Refrigerants changed from Carrine 7 to R22 to R410a to 15 different "Best Drop ins" to two different A2Ls, and that's just in the residential industry.

Mineral oil to POE to PAG to ????

It is funny going back to the infancy of our trade the *one thing that is constant* is that we don't cool air we remove heat... We teach our students there is *no such thing as cold* only an absence of heat.

*Finally a constant...*

The guy that invented our trade, Willis Carrier, not only built the first Dehumidifier and Comfort cooling equipment, he also built a Psychrometric Chart (A chart that plots "Psychro")

... and what is Psychro you ask? A term to describe **COLD**

*There goes my constant...*

As we grow with aptitude and wisdom I think I have found the perfect title for the masters of our trade.

A **Psychrologist**... a seasoned technician that has earned their stripes and knows that;

"As soon as you think you know something in this industry, they change it."

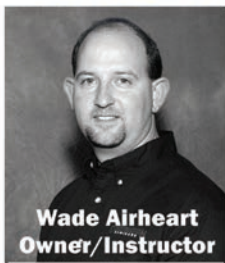
So there it is, on this June 22, 2020 National HVAC Technician Day that I pass along *Thanks to you and all HVAC Techs* that make us proud of the industry we have chosen.

My wish on this day is that as we continue our education in this industry and that we all become... Psychrologists.

*Rick Kincel is a Tech Services Manager for Coburn Supply Co. He can be reached at [rkincel@coburns.com](mailto:rkincel@coburns.com)*

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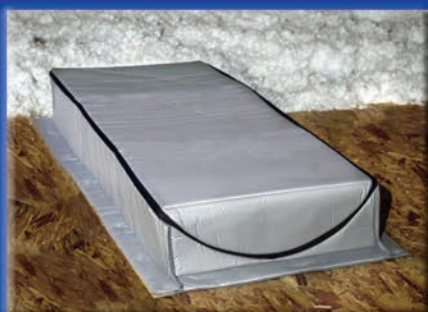
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Product News

Envirco IsoClean® Portable HEPA Filtration System  
Creates Negative Pressure Isolation Environments

**Milwaukee** – Johnson Controls has introduced the Envirco IsoClean® filtration system designed to easily and economically create a negative pressure isolation room/environment that meets OSHA and CDC TB guidelines as the world navigates COVID-19 pandemic. IsoClean® can be used as a positive pressure clean air recirculating system in clinics, waiting rooms, hospital emergency rooms and other confined areas. The system can also be used as a partial or complete exhausting unit to construct a negative pressure isolation room space.

“The IsoClean® is an easy and economical

solution that is ideal for health care professionals looking to create a negative pressure, isolation patient room,” said Mark Mattingly, vice president and general manager, Air Filtration Products, Johnson Controls. “The system can be easily rolled from one room to another and fits into areas with limited floor space. The portability and practical applications this solution offers is optimal for facilities looking for an economical investment.”

**Standard Features**

*Low cost isolation room:* Simply roll the IsoClean® into a standard room, connect flexible ducting to the 6 in (152 mm) collar on the top of

the unit for partial exhaust or to the optional 8 in. (204 mm) flanged collar for total exhaust and vent the purified air to the exterior through a window or wall.

*Flexible applications:* The versatile IsoClean® can be used as a clean air recirculating unit, a negative pressure unit or as a split system to create both negative pressure and clean air recirculation by simultaneously exhausting some of the air out while recirculating the remainder back into the room.

**Hospital and other Applications**

- Negative Pressure Rooms Emergency Rooms

- Waiting Rooms
  - Sputum Induction
  - Aerosol Pentamidine Treatment Intensive Care Units Bronchoscopy Rooms
  - Renal Dialysis Rooms
  - Clinics
  - Nursing Centers
  - Physician Offices
  - Homeless Shelters
  - Addiction Recovery Centers Correctional Facilities
- To learn more about the IsoClean® visit: [Kochfilter.com](http://Kochfilter.com)

JOHNSTONE SUPPLY JULY 2020 TRAINING CALENDAR						
For info call Juan Vilella at 210-829-1934 Ext. 155 - or email to: <a href="mailto:juan.vilella@johnstonesupply.com">juan.vilella@johnstonesupply.com</a>						
Broadway - 9311 Broadway Suite 200 / Downtown - 30 Essex St. Ste. 101 / Alamo Downs - 6900 Alamo Downs Ste. 140						
DATE	DAY	TIME	LOCATION	CLASS	CLASS CODE	Price
1-Jul	W	8:30pm - 5:00pm	Broadway	TDLR License Renewal CE - Upcoming Industry Changes - Part 1	605-115	\$125
2-Jul	Th	8:00am - 11:30am	Broadway	NAVAC Vacuum Pump Clinic - Bring In Your Pump For Oil Change & Test	Counter Day	FREE
7-Jul	Tu	9:00am - 11:00am	Broadway	Goodman / Liberty - ComfortBridge & CoolCloud Set Up	605-159	\$40
8-Jul	W	8:00am - 11:30am	Alamo Downs	NAVAC Vacuum Pump Clinic - Bring In Your Pump For Oil Change & Test	Counter Day	FREE
9-Jul	Th	8:00am - 11:30am	Essex	NAVAC Vacuum Pump Clinic - Bring In Your Pump For Oil Change & Test	Counter Day	FREE
14-Jul	Tu	9:00am - 11:00am	Broadway	Superheat & Subcooling - How To Find Your Target Superheat	605-136	\$40
15-Jul	W	8:30am - 10:30am	Broadway	External Static Pressure Measurement - Why It Is So Important	605-143	\$40
16-Jul	Th	8:00am - 4:00pm	Broadway	ESCO EPA Review & Exam	605-101	\$165
16-Jul	Th	2:00pm - 4:00pm	Broadway	ESCO EPA Exam Only	605-102	\$90
21-Jul	Tu	9:00am - 11:30am	Broadway	Goodman / Liberty - Installing Straight Cool / Electric Heat	605-160	\$40
22-Jul	W	8:30am - 3:00pm	Broadway	Goodman / Liberty - Installing Straight Cool / Gas Heat Systems	605-164	\$40
23-Jul	Th	8:30am - 3:00pm	Broadway	Goodman / Liberty - Installing Heat Pump Systems	605-161	\$40
28-Jul	Tu	9:00am - 11:00am	Webinar	Compressor Burnout & System Cleanup	Webinar	FREE
29-Jul	W	9:00am - 10:30am	Broadway	UEI HUB For System Testing, Diagnostics and Commissioning	605-105	FREE
UNTIL FURTHER NOTICE: We WILL follow Covid-19 Safety Guidelines.						
Please do not attend if you are sick, coughing, sneezing or running a fever.						
Classes are limited to 10 persons.						
ALL ATTENDEES WILL BE REQUIRED TO BRING AND WEAR MASKS AT ALL TIMES.						

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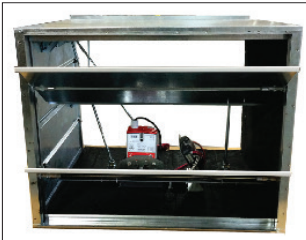
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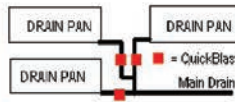
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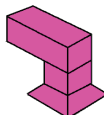
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