



Air Conditioning TODAY



NOVEMBER 2020 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 34, No 11

TACCA Greater Houston Golf Tournament



Pictures on page B6.

MEPO of Oklahoma Golf Tournament



Pictures on page B5.



No AHR Expo in 2021; Show Management looks ahead to Las Vegas 2022

The AHR Expo will return to Las Vegas, NV January 31 - February 2, 2022

Westport, Conn. – AHR Expo Show Management today announced the forced cancellation of the 2021 AHR Expo after working with McCormick Place to tentatively reschedule the Show for March 2021. With roadblocks set in place by the ongoing COVID-19 pandemic and resulting current state and local restrictions that prohibit mass gatherings over 50 people, an in-person event will not take place in 2021. Instead, Show Management will shift its focus to 2022 and prepare for an in-person event in Las Vegas, NV.

“We’ve examined every scenario and questioned every roadblock to see how we might hold an in-person event in

2021,” said Mark Stevens, Show Manager. “Unfortunately, the pandemic continues to present unpredictable challenges and other variables that are beyond our control. The safety of all our participants — attendees, exhibitors, speakers, employees, venue staff and everyone involved at every level — continues to be our top priority. With these barriers, along with state and local restrictions due to COVID-19, we have unfortunately exhausted all efforts to bring the Show to Chicago in 2021.”

Show Management worked alongside Show co-sponsors AHRI and ASHRAE, as well as an advisory council inclusive of

Choose Chicago, representatives from McCormick Place and many vendor partners, to explore every possibility that could lead to hosting an in-person event that maintained the expectation for AHR Expo. In consideration of time and planning requirements to participate in the Show, October 15th was marked as the deadline for the decision.

“We were hopeful that March would be a feasible solution, but there are too many obstacles that are beyond our control,” said Stevens. “We know how disappointing this news is for the HVACR industry and we are disappointed too.”

Since 1930, the AHR Expo has remained the industry’s

best place to experience the latest trends, products and services in HVACR. The Show serves as a key meeting place for professionals across the industry to network 1:1 with key manufacturers, industry leaders and colleagues at what has grown to be North America’s largest HVACR event.

The AHR Expo will return January 31 - February 2, 2022 at the Las Vegas Convention

Center in Las Vegas, NV. Registration is expected to open in the summer of 2021. Visit ahrexpo.com for updates and information.

For further questions regarding the 2021 Show, please visit the Show updates page on ahrexpo.com.

Austin Independent School District Teams Up with Trane to Assess Indoor Air Quality in Schools

Davidson, NC – Trane® – by Trane Technologies (NYSE: TT), a global climate innovator – and Austin Independent School District (ISD) are teaming up to assess and improve the quality of indoor air in the school district.

Indoor air quality has long been a critical part of healthy, effective learning environments, and heating, ventilation and air conditioning systems (HVAC) play a critical role in creating proper indoor air quality. ASHRAE® guidelines to address COVID-19 in the reopening of schools indicate that making changes to the operation of HVAC systems can reduce exposure to

airborne contaminants.

As part of the pilot program, Trane engineers are completing Indoor Air Quality Assessments at a sample of Austin ISD elementary, middle and high schools. The findings will equip Austin ISD school building managers with a clear and cost-effective roadmap for any needed improvements that will bring facilities into alignment with industry recommendations.

The priority of Austin ISD is to create the best possible indoor environment for students and staff, said Bob Cervi, executive director of facilities and construction for Austin ISD.

SEE TRANE PG.2



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“At my core I am an educator. As a former high school drafting teacher and coach, it is imperative to provide an environment that is safe, comfortable and conducive to learning,” Cervi said. “It was important to us to evaluate the quality of air in our schools alongside everything else we’re doing to mitigate risks for in-person learning. Trane’s engineered approach, developed in conjunction with ACR Engineering, will ensure we take the right steps to improve air quality and help ensure the best possible outcome for the Austin ISD family.”

The Trane® Indoor Air Quality Assessment is a fact-based, data-driven analysis of how effectively a building’s indoor air quality adheres to current industry and CDC recommendations for operating HVAC systems. The Trane® Indoor Air Quality (IAQ) Assessment focuses on four critical areas of indoor air quality – dilute, exhaust, contain and clean. School operators will receive actionable data and insights about the schools’ overall air quality to implement immediately or plan for future investment.

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“As a parent with a daughter at Highland Park Elementary, our family is very anxious to get our daughter back to the high quality, in-person learning environment she experienced as a kindergartener,” said Scott Huffmaster, area general manager for Trane. “We are pleased to see the district going the extra mile to assess and understand the quality of air in its schools. Investments in indoor air quality, proper ventilation, and technologies that can save on long-term energy use are going to benefit our students and school occupants for years, well beyond the immediate threat of this pandemic.”

Visit www.trane.com/k12 to learn more about Trane solutions for schools.

Additional Information

The transmission of Covid-19 may occur in a variety of ways and circumstances, many of the aspects of which are currently not known. HVAC systems, products, services and other offerings have not been tested for their effectiveness in reducing the spread of Covid-19, including through the air in closed environments.

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Lennox Installs 210 HVAC Units for 2020 Feel The Love Program

Lennox provides essential HVAC equipment to deserving recipients amid COVID-19 pandemic

Richardson, Texas— Lennox International Each year, Lennox installed 210 HVAC units across the United States and Canada at no cost over the weekend, bringing fresh air and comfort to many medical professionals, frontline workers and local heroes.

Each year, Lennox honors recipients facing physical, mental or social disabilities, financial challenges or those who have made an impact through military or

community service. In 2020, Lennox dedicated more resources to benefiting first responders and those keeping us safe during the COVID-19 pandemic.

“Through our Feel The Love program, Lennox

has made an annual commitment to give back to everyday heroes in the best way we know how – by providing clean, perfect air,” said Stephanie Bond, Director of Marketing at Lennox Residential. “As

many prepare for a winter working and learning from home, a new HVAC unit can make a significant impact on one’s health, comfort and happiness.”

Since the inception of Feel The Love in 2009,

Lennox and its dealers have completed over 1,500 installations for deserving households throughout North America. With the ongoing challenges as the pandemic continues, Lennox is expanding the Feel The Love program through the end of the year to continue installing much-needed HVAC units to recipients.

“Our home is our oasis where we can recharge after a long day at the hospital,” said ICU nurse Kyle Romitti and NICU nurse Jenn Moran, 2020 Feel The Love recipients and COVID-19 frontline workers. “This year has held endless obstacles, but thanks to Lennox, replacing our AC unit and purchasing a new furnace won’t be one of them.”

With families spending more time at home, Lennox and its dealers want everyone to enjoy the little at-home moments in perfect comfort, starting with the air they breathe. To nominate a member of your community, visit FeelTheLove.com.

About Feel The Love™

Since 2009, *Feel The Love* (formally known as *Heat U.P.*) has been a key program for Lennox Residential to give back to its communities. Culminating in *Feel The Love Day* every October, Lennox partners with HVAC installers and local community members in the United States and portions of Canada to deliver units at no cost to people who consistently put others before themselves and need a helping hand. For more information about how Lennox is bringing perfect air to deserving households across the United States and Canada, visit FeelTheLove.com.

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Five Questions Your Website Should Answer

Here's a Simple Small Biz Web Tip

People come to the internet with questions. So the job of your website is to answer questions. I can't stress how important this is, because if your website doesn't answer questions potential customers have, you're not going to make a sale.

If you don't answer those questions quickly and easily, web visitors will not hang around plodding through your website to find information. They will simply hop back to Google and drop in on one of your competitors who makes it easy to locate the information they are seeking.

And it is not enough to just answer the questions. You need to answer the most relevant questions and do it in the right order, logically moving a prospective customer through your website. When you consider the customer journey, each question builds on the one before, gently nudging a prospect toward a contact form and a conversation.

Five Questions Your Website Should Answer

1) What do you do?

It seems silly that I should have remind anyone to answer this question. Unfortunately, I visit so many websites filled with clever quotes, slick graphics, and lots of funky animation and no clear description of what they do. While I love a clever headline as much as the next, this is not a time to be clever. When a prospective customer comes to your website, they need to know right away what you do so they know if they are in the right place, so spell it out for them.

2) Why should I care?

It's great that you sell purple widgets with little floppy buttons at the very top. But why should I, as a prospective customer care?

This question gives you a chance to outline how your product or service can solve their problem, or make their life better. One of the best ways to write this section of

your website is to think about your product or service through the eyes of our customer. Which features or elements will be important to them.

3) How do you do what you say you do?

Now you have an opportunity to talk about what makes your company and your solution unique. Answer questions about your team by talking about their experience, credentials, and skills. This question also gives you a chance to talk about your process. Don't just outline the steps, use this as a chance to explain why you do things a certain way and how that is different from your competitors. You can answer questions about what prospective customers should expect, what steps they will need to take, and how long the process will take.

4) Why should I believe you?

Today's savvy customers are more skeptical of broad claims, your website must win their trust with proof. This is where

testimonials from former clients can be incredibly valuable. I wouldn't build a "testimonial page" (no one will ever go there). Instead sprinkle comments throughout your website. And if you have case studies which detail the customer's problem, your solution and the results, you have the social proof to start building that trust.

5) What's Next?

So you have led your web visitor through your website, answering their questions all along the way. You have offered proof that you can solve their problem so now they want to know what to do next. Don't leave them guessing, this is where you need to outline the logical next steps. This is a great place for a special resource offer they can access by supplying their email address, an invitation to sign up for your newsletter or fill out a contact form or schedule a demo or appointment. Don't let them leave without offering them a great next step.



Lorraine Ball

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

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Does your website answer questions prospective customers have?

So now you know the five questions your website needs to answer. How well does your website do that? Need a little help? Give us a call. We have the answers to your questions.

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Product News

Mitsubishi Electric Trane HVAC US Introduces Lossnay® RVX Energy Recovery Ventilators

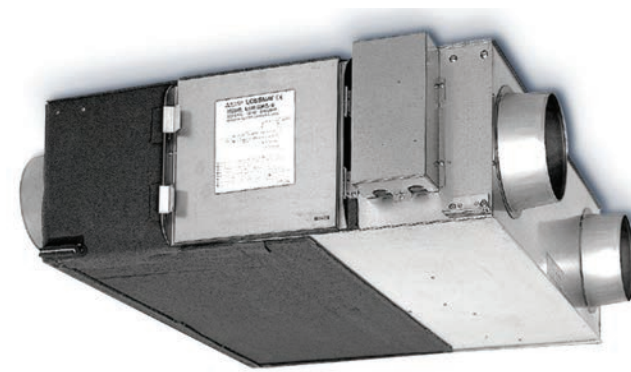
The updated models comply with the new Washington State energy code

Suwanee, Ga. – Mitsubishi Electric Trane HVAC US (METUS), the exclusive provider of Zoned Comfort Solutions® and a leading supplier of Variable Refrigerant Flow (VRF) heating and cooling systems, is pleased to introduce the next generation Lossnay® Energy Recovery Ventilator (ERV) units, the RVX.

During heating season, this high-performance ERV improves comfort and efficiency by tempering outside air with heat from the exhaust air stream before supplying it to a space, while during cooling season, the exiting cooler air reduces the temperature of the incoming air. To comply with new energy codes in states such as Washington, the RVX replaces AC fan motors of previous generations with DC fan motors.

Lossnay is a total heat-exchange ventilation system that uses a low-maintenance cross-flow energy-exchange core made of a specially-treated, cellulose-fiber membrane to perform temperature (sensible heat) and humidity (latent heat) exchange. Lossnay RVX helps building owners, engineers and architects meet ventilation requirements and improve indoor air quality. In addition to increasing efficiency by using DC fan motors, the RVX can use external input signals (e.g., from a CO2 sensor) to adjust fan speeds for demand-control ventilation.

“Ventilation is primarily about occupant health and



safety, but new codes and evolving market demands mean we can't talk ventilation without also addressing energy efficiency,” says Cain White, director, commercial product management, Mitsubishi Electric Trane HVAC US. “We've updated our already energy-efficient Lossnay units to keep pace with today's new energy codes and ventilation standards, and anticipate future ones. Our customers expect reliable, high-quality equipment that can meet or exceed requirements in any application. These changes are another example of how we fulfill that responsibility.”

Lossnay units are fully compatible with existing central controllers and software including AE-200A, AE-50A and EW-50A Centralized Controllers; TG-2000A software; LonWorks® interface; and BACnet® interface, increasing the scope of total system management. Lossnay can also be

used independently or interlocked with other systems such as CITY MULTI® R2- and Y-Series systems or S-Series and P-Series indoor units.

The RVX units offer significant features and benefits such as:

- Less than 1 watt per CFM for fan speed 4 (high fan speed)
- Less than 0.5 watts per CFM for fan speeds 1, 2 and 3
- Fixed-plate energy transfer component with no moving parts means less maintenance than wheel-type exchangers
- Reasonable paybacks and reduced peak demand
- Superior part-load per performance, reducing latent load even at mild outdoor temperatures
- No wheels to stop turning so outside air is always preconditioned and available

Lossnay units utilize a free-cooling function that helps to reduce costs and boost efficiency. Additionally, RVX models boast an integrated bypass damper design that makes installation and integration with existing systems quick and efficient.

For more information about RVX and other Lossnay® Energy Recovery Ventilators, please review our range of offerings from Mitsubishi Electric Trane HVAC US at mitsubishipro.com.

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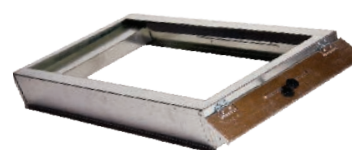
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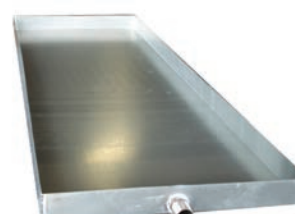
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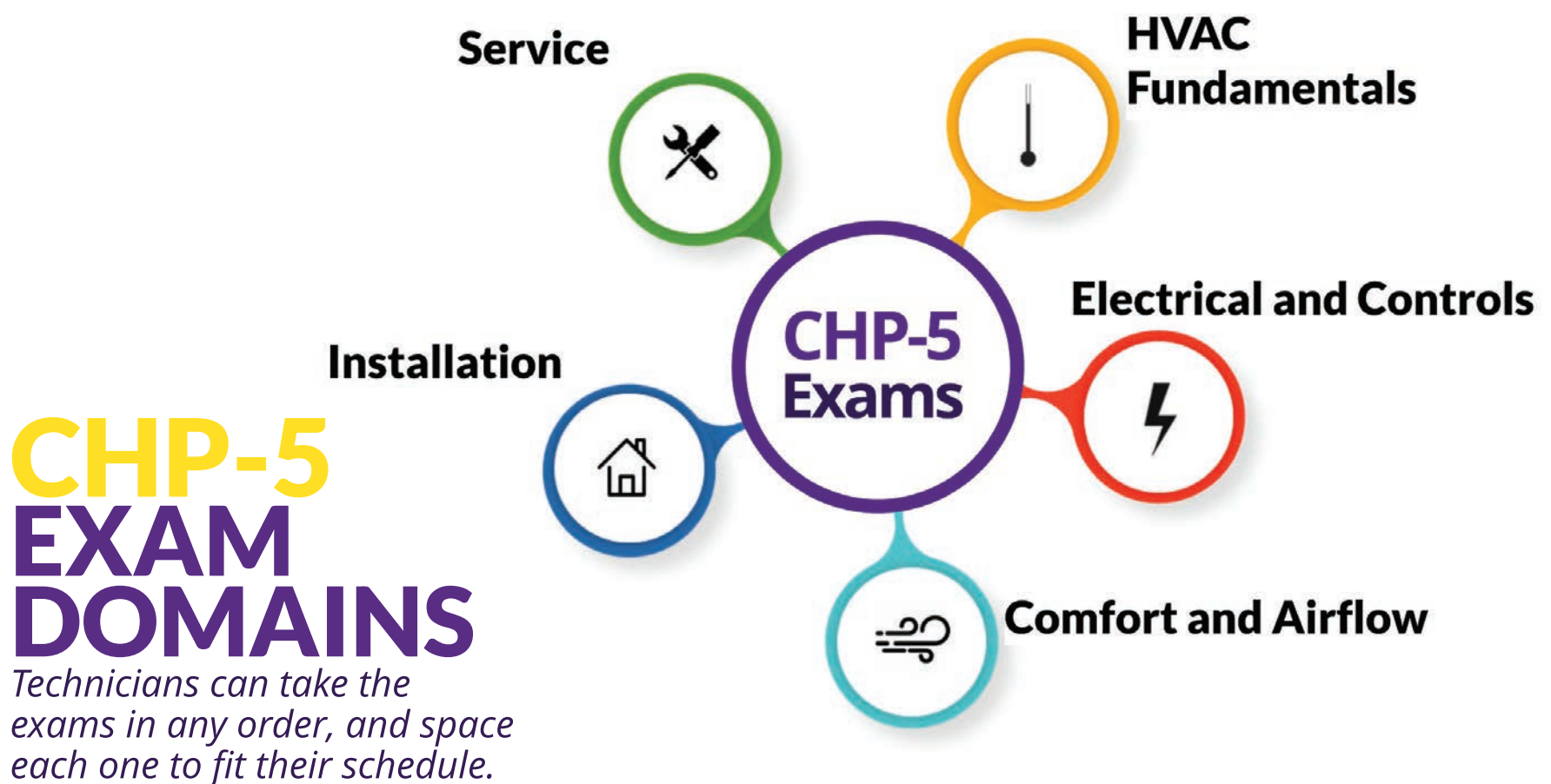
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The CHP-5 certification pathway is a series of 5 short exams that NATE created to mesh **technician's on-the-job training** with their test preparation. Each exam domain is designed to group together content areas in ways that make test preparation more straight-forward and mirror a technician's work experience.

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International Code Council Announces Inaugural Online Education Event: ICC Learn Live

In a week-long digital event, the Code Council will host panel conversations, keynotes and breakout sessions around key topics in building safety

Washington, D.C. – The International Code Council today announced its inaugural virtual education summit, ICC Learn Live. Taking place on November 9-13, 2020, the virtual event will include a series of panel sessions and keynotes from experts across the building industry.

ICC Learn Live will address the most pressing issues and priorities for building safety professionals such as training the next generation of talent, the impact of COVID-19 on building safety and the economy, adopting virtual capabilities, and an in-depth overview of the upcoming 2021 International Codes (I-Codes). Educational sessions will offer continuing education units (CEUs).

Sessions will cover:

- **(Monday, November 9, at 3 pm ET): COVID-19 Global Impact Panel:** A group of distinguished international panelists will discuss the impacts of COVID-19 on the building safety industry throughout the world. Speakers will address economic impact, best practices and pandemic strategy. Register here.

- **(Tuesday, November 10, at 11 am ET): Sneak**

Peek at 2021 Code Changes: The Code Council will debut significant changes to be released in the 2021 I-Codes. Get a sneak peek at the updated building, residential, fire and plumbing codes, and get a head start on your peers! Register here.

- **(Wednesday, November 11, at 12 pm ET): Remote Virtual Inspections – Recommended Practices:** Earlier this year, the Code Council released Recommended Practices for Virtual Inspections. This overview will include suggestions for implementing an effective and consistent remote virtual inspections program and how to assist jurisdictions in adapting readily available technologies in their own inspection programs. Register here.

- **(Thursday, November 12, at 3 pm ET): Evolution of Careers Building Safety Panel:** A panel of industry experts will provide discuss the industry's need for new professionals and the various ways to get involved. Register here.

- **(Friday, November 13, at 12 pm ET): Keynote Address: Discovering the Building Safety Profession and Networking.** Eric "Doc" Wright, Founder and CEO of


Vets2PM, LLC, and Amazon #1 best seller, will share his experience as a Veteran entering a new career. Register here.


Having launched its Coronavirus Response Center earlier this year, the Code Council's ICC Learn Live event is the next step in the association's strategy to provide building code officials, construction workers, and relevant parties with the resources and tools necessary to adapt.

"This event is not just about COVID-19, but rather covers many aspects of the building safety industry," said Code Council Chief Knowledge Officer, Joan O'Neil. "Through this online education event, we hope to provide a more in-depth and personalized experience that will educate attendees on the changing landscape and provide the necessary insights to navigate it."

For more information on the various sessions and to register for ICC Learn Live, visit <https://www.iccsafe.org/about/news-and-events/icc-learn-live/II-schedule/>

Pre-orders for the 2021 I-Codes are available here <https://shop.iccsafe.org/codes/2021-international-codes-and-references.html>


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You Don't Get What You Don't Pay For



John Ruskin (February 8, 1819 – January 20, 1900) is best known for his work as an art critic and social essayist in England, but is remembered as an author, poet and artist as well. He penned a famous quote on quality and price. Here it is:

“It’s unwise to pay too much. But it’s worse to pay too little. When you pay

too much, you lose a little money, that is all. When you pay too little, you sometimes lose everything because the thing you bought was incapable of doing the thing it was bought to do.

The common law of business balance prohibits paying a little and getting a lot. It can’t be done. If

you deal with the lowest bidder, it is well to add something for the risk you run. And if you do that, you will have enough to pay for something better.

There is hardly anything in the world that someone can’t make a little worse and sell a little cheaper and people who consider price alone are this man’s lawful prey.”

- John Ruskin

Here is an idea for you—have this little gem printed on the back of your business cards and when a customer balks over the price of the job, give them your card and draw their attention to this statement. Wait quietly while they read it. When they are done, ask them, “Does that make sense to you?”

If it does— and it probably will— you can then say something along these lines: “I realize there are lots of contractors in this market today who can undercut me on price. And I can understand your desire to get the best price you can and not spend a dime more than necessary. But there are probably good— and serious— reasons why the other guys charge less. If that is a risk you are willing to take, then go for it. But let me ask you this question: Do you think you get what you pay for?”

They will probably answer, “Yes,” because that’s the way we are programmed to think in this market.

You can then come back with a stunning revelation: “Well, I used to think that

too, until one time I bought something and paid for it and it did not do what I wanted it to do. I paid for it but did not get it! But I will tell you what is always true: you don’t get what you don’t pay for. If another price is lower, there is a good reason for it. And I can assure you that it is not the costs—my labor costs and material costs are pretty close to what all the other guys in this area pay. If they weren’t, I’d be out of business. So here’s your dilemma— do you go with the lower bid and take your chances, or do you recognize the truth of what Ruskin said. It’s your call.”

When I was a territory manager for Carrier in Missouri in the 1980’s, I had about five key dealers I wanted to help close more sales in a competitive



Richard Harshaw

market. I had 250 business cards with this statement printed up for each of my key dealers, one box per key dealer, using the dealer’s normal card for the front. I gave them these cards as a Christmas gift one year, suggesting they use them the way I just described.

Most were not comfortable with the idea and did not use it, but two did, and reported stunning results with it.

Maybe worth a try in this crazy market! But don’t ask me to buy them for you. (If I were your territory manager, I probably would, though!)

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Fifty-Five Students Awarded \$112,000
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Falls Church, Va – The Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation is proud to announce the winners of 2020 scholarships awarded through the Foundation.

Thirty students were awarded a total of \$55,500 in scholarships funded by the Foundation, Gerry Kennedy, Steve & Isabella Schaeffer, Anne Williams, the McGlame-Wordell Scholarship Committee, the PHCC Auxiliary of Texas, the PHCC Auxiliary of Massachusetts and PHCC’s Past National Officers. The students, their schools and studies are listed below- in our region.

An additional 25 students have received 2020 scholarships thanks to \$56,500 in funding provided by A.O. Smith, Bradford White Corporation, Delta Faucet Company, RIDGID, State Water Heaters and Viega. The winners of these awards will be announced under separate releases.

- Kevin Inman from Broken Arrow, Okla. was awarded a \$2,500 Fran Williams Memorial Scholarship. Kevin is studying Mechanical Engineering at The University of Tulsa. Scholarship sponsored by McGlame-Wordell Scholarship Committee and

Anne Williams.

- Katelyn Bartley from San Antonio, Texas was awarded \$2,500. Katelyn is studying Mechanical Engineering at Colorado State University. Scholarship sponsored by PHCC of Texas Auxiliary.

Students interested in pursuing a career in the plumbing or HVACR professions are invited to visit [phccfoundation.org/scholarships](https://www.phccfoundation.org/scholarships) for information on 2021 scholarships.

The complete list of winners can be found here <https://www.phccweb.org/news/foundation-2020-scholarship-winners/>

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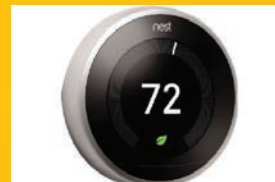
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It's On My Heart: Virtual Meetings

Just sat thru (actually worked thru) a very large virtual meeting, the Service World Expo that was presented virtually. Done over three days, it was an incredible undertaking, lots of moving parts needed to be in place to make it happen. The biggest hurdle is the technology, how to keep the channels open when you may have 400 or 3000 people signed on.

Did it go down? Yes, briefly on the first day. We recorded all the breakout sessions on that day, made them available the second day. It is a given that the systems will crash, even some really big names have had their meeting crash, but we still felt like it was a success. Instead of flying for hours, renting a car, driving to the hotel (our conference was originally slated for Tampa) setting up the booth, eating an overpriced dinner, then on your feet for the next 3 days trying to out-hustle the other booth people for time with a customer, only to find out over 50% of the attendees did not attend. Then you still had to pack the booth back up, fly home, and get ready for the calls the next day: how did it go? Was it a big crowd? Did the booth get there OK? How many did you sign up?

So we made a difficult decision to go virtual. Still had a large group of manufacturers and service providers that met up and offered to do a virtual booth, most with chat

function, some had live zoom meeting rooms, a few even had augmented reality. Augmented reality is amazing, where you could come up to a product and open it up, pull off the panels, look inside, walk around it, sort of like a game where you are first person in the game, camera moves as your eyes do.

One of the opportunities facing a virtual meeting is the fact that they are not traveling to someplace distant, staying at a hotel, and walking the floor visiting booth after booth. They may be doing something that distracts them from our presentation and may not be focused on us and our solutions. Actual discussion with a person who attended a booth that I was in today, he was at an oral surgeon's office, going in to have a procedure right after we talked. But it was nice not to have to travel and spend nights away from the family.

Sat thru a series of breakout sessions, here are a couple that stood out. First, Danielle Putnam shared: Entrepreneur or Contractor? Fight it out. She told us we need to have systems for every part of our business, even something as mundane as trash pickup. Her office had a trash pickup disaster, where someone set the trash cans too close to the mailbox, actually picked up her mailbox in addition to the trashcans. Someone had to go and find a new mailbox, set it

back in the ground, took several hours to get it put back together. She now has a procedure set down on paper that describes exactly how to set the trash cans out, to prevent this from happening again.

Danielle's description of a business is a company that can be effective and do what they are supposed to do, even if you, the owner is not there. Maybe you are out training you pet squirrel to water ski, or whatever. Your business needs to have documented procedures for everything you do, and someone responsible for each one of those procedures. She is the president of The New Flat Rate (<https://thenewflatrate.com>) as well as an industry leader.

The very first day, Lou Hobaica (<https://www.hobaica.com>) shared his story, where he came from, where he is today. He told a great story of how his father ended up in Phoenix. His dad, Paul SR was 18 when he got drafted at the start of WW II. At that time, every soldier got a small bible covered in 16-gauge sheet metal, was told to keep it in the breast pocket over his heart. He did. He ended up in the Battle of the Bulge, in a foxhole as the radio operator on the front lines. During a especially terrific firefight, the guys to his right and left were both killed in action. He got up, started to run away, then thought that he was the front radio operator, he was

needed at his post. He ran back to the foxhole, got hit as he dove back in. He was sure it was over, this was the end. But then he realized that he was still alive, still breathing. Felt his chest where he had been hit, realized the bible had taken the bullet, and the 16-gauge metal had deflected that shell. Lou still has the Bible, with the dent in the cover, it is a treasured memento from his dad's past.

If his dad had not put the Bible exactly where he was told, over his heart, he may have not been spared, Lou may not have been here at all, and Hobiaca's would not have been a leading company in the Phoenix market. If you missed the show, you missed an amazing set of stories and business tips to improve your company.

Next month, will share Matt Michel's keynote, how he started Service Nation, and how he ended up selling it. We'll talk then.



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

TEXAS DEPARTMENT OF LICENSING & REGULATION

The Texas Department of Licensing and Regulation (Department) is reviewing the General Provisions for Health-Related Programs rules located at Title 16, Texas Administrative Code, Chapter 100, for re-adoption, revision, or repeal. This rule review is required every four years.

The Notice of Intent to Review was published in the Texas Register on October 9, 2020 (45 TexReg 7281), as part of a combined notice for several

other programs undergoing simultaneous review.

The Department will determine whether the reasons for adopting or readopting these rules continue to exist by answering the following questions for each rule:

- Is it obsolete?
- Does it reflect current legal and policy considerations?
- Is it in alignment with the current procedures of the Department?

The Department

encourages anyone interested in the General Provisions for Health-Related Programs to review the Notice of Intent to Review and the current chapter rules posted on the Department's website.

Comments may be submitted electronically on the Department's website at <https://ga.tdlr.texas.gov:1443/form/gcerules> (select the appropriate chapter name for your comment).

Deadline to submit comments—November 9, 2020

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AHRI is Leading the Transition to Low-GWP Refrigerants

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) continues to demonstrate its commitment to ensuring a safe transition to low-global warming potential (GWP) refrigerants through educational events such as a recently concluded five-part webinar series on the latest refrigerant research, which attracted more than 1600 participants. Topics included air conditioning applications, commercial refrigeration applications, understanding refrigerant sensors, predictive tools for refrigerant behaviors, and refrigerant ignition in open flames/hot surfaces.

“The Refrigerant Webinar Series was quite effective in engaging various stakeholders about the research taking place to determine application limits and safety requirements for low-GWP flammable refrigerants,” said AHRI Vice President of Regulatory Affairs Helen Walter-Terrinoni, who also heads the AHRI Safe Refrigerant Transition Task Force (SRTTF). “The impressive attendance these webinars attracted is a testament to the importance of our mission. I encourage anyone with an interest in learning more about AHRI’s efforts regarding the safe refrigerant transition to visit our website to find out how they can become involved.”

AHRI’s SRTTF was established in 2019 to address every step of the supply chain in the transition to safe low-GWP refrigerants. The Task Force comprises AHRI members and stakeholders employed with contractors, government agencies, the fire service, unions, training organizations, environmental groups, and other entities. Walter-Terrinoni works with a group of dedicated volunteers to educate stakeholders about the transition. To date, the SRTTF has led in-person and online educational sessions on regulation compliance and safety standards and codes, all of which are of critical importance to contractors, technicians, code officials, and members of the fire service.

Regulation of hydrofluorocarbons in air conditioning and refrigeration, which industry has sought on a global basis for more than 10 years, is one way to reduce greenhouse gas emissions, especially since air conditioning and refrigeration are the fastest growing industry sectors that use high-GWP refrigerants.

Information about the safe refrigerant transition, including resources and factsheets, presentations and webinars, and relevant articles, is available at <http://ahrinet.org/saferefrigerant>.

Robertshaw Welcomes New TexomaReps Partnership

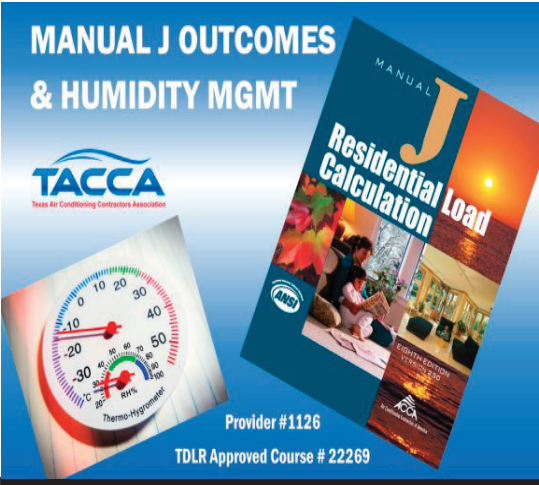


Robertshaw announces our new partnership with TexomaReps as part of our Outside Sales Team for Texas and Louisiana. TexomaReps is a manufacturer’s representative company based in North Texas and includes Crystal West, James Porterfield, and Chris McCaskill.

With over 75 years of combined experience, TexomaReps focuses on training and developing relationships with wholesalers and contractors. Their expertise in HVAC, Refrigeration, and Plumbing makes them the perfect fit for Robertshaw’s expansive product lines. These product lines are represented by the Robertshaw, Ranco, and Paragon Brands. Besides being manufacturers representatives, their expertise also serves wholesalers, contractors, and purchasing agents. They qualify to take care of all customers’ needs with compassion and integrity.

TexomaReps are members of The National Association of Home Builders, The Dallas and Southern Louisiana Builders Associations. They take part in various local and national industry events, such as ACCA, RSES, HARDI, and AHR. TexomaReps offer training and support, including NATE certified classes, virtually and in-person. They’ve built an enclosed trailer with Robertshaw products to provide mobile counter days and training. Please visit www.texomareps.com to learn more.

Robertshaw is a global manufacturer of components, systems, and services used in the appliance, heating, air conditioning, cooking, and refrigeration industries. They serve residential and commercial markets. Robertshaw has more than 6,300 employees in 13 countries, with headquarters located in Itasca, Illinois.



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The Duct-Free Zone

As tradespeople, we need to take better care of ourselves, both physically and financially: I'm at an age where I find myself saying, "I'm too old for this X+*#" quite a bit. I learned the hard way the wear and tear the HVAC trade can have on your body. No one told us as young apprentices and journeymen to be careful, to take care of ourselves and to think about the future...and if they did, I'm not sure I would have listened.

I started having very serious joint and muscle pain when I hit my forties...and when I say serious, I mean SERIOUS! I won't bore you with all the nasty details, but it was putting my day to day movement in jeopardy as well as my ability to make a living. I was in constant pain.

My cousin who is in public relations for hospitals, got me an appointment with a world renowned doctor who had actually been involved in keeping SARS out of the United States in 2003...a pre-COVID virus which was equally feared but controlled fairly quickly here in the US.

This doctor's motus operandi was to take a patient's blood and dissect its content and make-up like the average blood test never does. He felt the answers were always in the blood work...

Well, as it turned out, I had a very high level of lead in my blood.

Lead? Where the heck was that coming from?

I was living in New York at the time and we got our water from a private well on our property. The New York Department of Health had our water tested with concerns that the lead was coming from our drinking water...a potential hazard not only for me but for our surrounding community.

The water tested fine.

My doctor started asking me questions about my job, what I did and how I did it.

I told him that I was in HVAC and specialized

in hydronic heating systems. He asked me if I used leaded solder when joining copper pipes together...and I did. Remember, I was primarily a boilerman back then and lead-free solder was only required in plumbing, not HVAC.

I could see the proverbial light bulb go off over the doctor's head! He found the source of the lead in my blood...it was from inhaling the fumes of the leaded solder!

No one ever told me to wear a mask as I soldered...no one! You can bet that almost 20 years prior to COVID after learning of this hazard, I was wearing a mask when I would work with leaded solder.

A more permanent, adverse health issue resulting from my time in the trade is the limited mobility of my hands as a result of using them as a hammer, a wedge and a forklift for decades. As I worked, I never thought of the potential damage I was doing to my hands, but now I wish I had taken better care of these most precious tools.

Many of you know I took up guitar playing later in life...much later. I needed something that was strictly for "my head" as I would say that wasn't at all work related. I always wanted to learn to play guitar, so in my forties I gave it a shot.

Like most things that I get into, obsessed with some might say, I jumped into the deep end big time! There was a time when I owned 60+ instruments and took lessons for about 7 years.

Well, now at the ripe old age of 59, my fingers have limited mobility and when I wake up in the morning, my left hand is in pain for hours until I can work through it.

Look, I was never Jimi Hendrix or Eddie Van Halen so to the greater music community this is no great loss, but to me it is a hardship, one I think I could have avoided or at the very least, lessened.

Now, is that the result of using my hands for years as if they were Craftsman tools or just a

typical 59-year-old with arthritis?

Admittedly, probably both.

Whether we want to admit it or not, our financial health is as important as our physical health.

I have a couple buddies who are involved with what was originally called Contractor 2000 and is now known as Nexstar. As I understand it, Nexstar is a trade mentoring group that offers trade business owners guidance in keeping one's good physical health and achieving financial goals. They realize that much like an athlete; tradespeople often have a limited time to achieve financial goals before their health becomes jeopardized.

I think that is a brilliant observation that most of us don't realize until it's too late.

Another advocate for tradespeople's financial well-being is Ellen Rohr, Franchise Operation Manager for ZOOM DRAIN as well as author and motivational speaker. The first time I ever met Ellen was in the early 1990s at a national convention for a radiant floor product manufacturer. Ellen had just published a book about the importance of having a proper "business plan" and when she said that HVAC business owners should be expecting to earn six figures, well, I heard an audible gasp come over the room. The fellow



Gerry Wagner

Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVAC 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

I was with, a second-generation plumber and HVAC business owner practically fell off his chair.

My reaction was to immediately go out and buy Ellen's book!

Hey, here's the deal...

In this crazy, unpredictable, volatile world, now more than ever we need to take care of our physical and financial well-being. You don't want to be the guy who wakes up to this when it's too late...

Fujitsu Promotes Derrick Paul to Director of Sales, VRF Products



Fujitsu General America, Inc., based in Pine Brook, NJ, has announced the promotion of Derrick Paul to director of sales, VRF Products.

Paul will lead the sales efforts of Fujitsu General

America's Airstage VRF systems throughout North America by managing a team of Sales engineers while establishing strategies for short and long-term initiatives to increase sales revenue and market share.

With more than 10 years of sales experience in the HVAC industry, Paul's background is in engineering in distribution. He began his tenure with Fujitsu in 2011, and was an integral part of the Airstage VRF product line launch in 2012. More recently, he has served as the Southeast Sales Engineer. Paul has a BS in Mechanical Engineering from the University of Alabama.

"We look forward to Derrick's leadership to navigate our growth of VRF business in North America," said Dennis Stinson, VP of sales at Fujitsu General America. "Derrick's long tenured experience with Fujitsu will continue to be a great asset in support of our short and long term strategies."

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Construction Spending Rises 1.4 Percent in August As Residential Boom Outweighs Private Nonresidential Decline and Flat Public Categories

Construction Officials Caution that Demand for Non-Residential Construction Will Continue to Stagnate without New Federal Coronavirus Recovery Measures, Including Infrastructure and Liability Reform

Construction spending increased by 1.4 percent in August as strong gains in residential construction outweighed decreases in most private nonresidential segments and many public categories, according to an analysis by the Associated General Contractors of America of government data released today. Association officials cautioned that nonresidential construction demand will likely continue to stagnate without new federal measures to offset the economic impacts from the coronavirus.

“The August spending report shows a stark divide between housing and nonresidential markets that appears likely to widen over the coming months,” said Ken Simonson, the association’s chief economist. “With steadily rising business closures and worker layoffs, and growing budget gaps

for state and local governments, project cancellations are likely to mount and new starts will dwindle.”

Construction spending in August totaled \$1.41 trillion at a seasonally adjusted annual rate, an increase of 1.4 percent from July’s upwardly revised total. Residential spending jumped by 3.7 percent, while private and public nonresidential spending inched down by a combined 0.1 percent.

Private nonresidential construction spending contracted by 0.3 percent from July to August, with decreases in nine out of 11 categories. The two largest private nonresidential segments, power construction and commercial construction—comprising retail, warehouse and farm structures—each shrank by 1.1 percent. Among other large segments, manufacturing construction rose

2.2 percent and office construction slipped 0.3 percent.

Public construction spending edged up 0.1 percent in August but eight of 13 categories declined. Despite the increase in August, public construction spending has trended down by 2.5 percent from its high point in March.

Private residential construction spending increased by 3.7 percent in August, powered by a 5.5 percent jump in single-family homebuilding and a 3.0 percent gain in residential improvements. In contrast, new multifamily construction spending dipped by 0.1 percent from July.

Association officials noted that demand for nonresidential construction was being impacted by broader economic challenges brought about by the coronavirus. These

challenges are impacting demand for many commercial projects while also impacting state and local construction budgets. The construction officials urged Congress and the White House to work together to enact new recovery measures to help boost economic activity and demand for construction.

“One of the biggest challenges facing the construction industry is the lack of demand for many new types of commercial and local infrastructure projects, especially after the current crop of projects is completed,” said Stephen E. Sandherr, the association’s chief executive officer. “Washington officials can give a needed boost to construction demand and employment by boosting infrastructure and putting in place liability protections for firms that are protecting workers from the coronavirus.”



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

ASHRAE Recognizes 2020 LowDown Showdown Modeling Challenge Teams

First virtual competition

Atlanta – ASHRAE recognized the 2020 LowDown Showdown modeling competition teams. The competition was held virtually for the first time in conjunction with the virtual 2020 Building Performance Analysis Conference and Simbuild co-organized by ASHRAE and IBPSA-USA.

The LowDown Showdown engages architects, engineers, designers and energy modelers by working on integrated teams in the creation of outstanding designs that solve in real-world building efficiency challenges.

“Each year of the LDSd competition, we ask participating teams to take on a new challenge in building performance analysis, said John Bynum, competition chair. “The teams presented outstanding ideas for designing a new building that has a low carbon or carbon neutral footprint, this year’s challenge.”

This year’s competition took a page from New York City’s groundbreaking new Climate Mobilization Act that requires building owners to reduce their carbon footprint. Participating teams designed a 300,000 sf, 15 story mixed-use building located anywhere in the five boroughs of New York City. The building contained retail space, residential space and a full-service restaurant.

- Teams were evaluated in six categories:
- Carbon Neutral Approach/Energy Use
- Creativity
- Innovative Approaches
- Sustainability/Durability
- Indoor Environmental Quality
- Workflow and Teamwork

First place was awarded to team “Aequitas” for designing a net-zero-energy building that balanced contextual neighborhood cues and functional performance. The building’s primary façade captured the design of nearby warehouses. Functional elements that augment the building’s performance and comfort included narrow floorplates for ample daylight and ventilation, a dichotomous façade on the northwest that acts as a sound barrier to adjacent vehicle and train noise, and a diaphanous open façade on the southeast, aimed at maximizing daylight and solar energy captured through a PV integrated window system. Resiliency measures were incorporated, HVAC systems minimized use of fossil fuels and mass timber was utilized as the primary structural system, which at 15 stories made this building one of the tallest mass timber structures in North America.

“Our building integrates occupant comfort, beautiful and functional design, and healthy materials, said Elizabeth LeRiche, team captain. “Residents and neighbors can gather in outdoor green spaces and community gardens, fostering bonds through a shared appreciation of food production and our connection to our collective impact on the environment.”

A second-place team, “Carbonbusters,” chose an adaptive reuse design strategy restoring a brick power plant that had been abandoned, with a focus on energy efficient construction and locally sourced materials. The project included 1,500 feet deep geothermal wells acting as a reliable source of energy for heating and cooling, high-performance glazing to minimize heat transfer and energy loss, a green roof and public garden and supplemental power production using hydrogen.

Also receiving second place, the “Parametric Posse Recharged” team focused on using parametric design tools to strategically enhance the performance of the building type with respect to climate response, energy efficiency, carbon mitigation and occupant well-being. The project included 3D façade providing external shading and aesthetic interest, a high-COP centralized GSHP system to provide hot/chilled water to individual air-handling units in the apartments and restaurant spaces and sky gardens configured to reduce horizontal circulation.

The fan favorite team, the “Carbon Lighters”, followed a tiered design process on a 41,860 square feet fast food chain drive thru building. The project included a generous central courtyard configured to open to the East to catch the predominant southeastern summer wind based on Brooklyn climate data, residential units with access on one side and photovoltaics atop a continuous roof canopy.

The competition results were announced during the virtual conference. See complete project overviews, including team posters on the 2020 ASHRAE LowDown Showdown Modeling Challenge results webpage.

ASHRAE Announces 2021 AHR Expo Has Been Cancelled

ASHRAE Winter Virtual Conference to be held February 9-11

Atlanta – ASHRAE has announced that the 2021 AHR Expo originally scheduled to be held January 25-27, 2021 at McCormick Place in Chicago, IL has been cancelled. ASHRAE worked alongside AHRI and Show Management to explore every possibility that could lead to hosting an in-person event, but unfortunately, the pandemic continues to present challenges and unpredictable variables.

The 2021 ASHRAE Winter Virtual Conference, which will include a mixture of live, pre-recorded and on-demand sessions, will take place February 9-11, 2021.

“The Board of Directors has carefully considered what course of action would be best for ASHRAE members, the committees that conduct the Society’s business, the industry we serve and the AHR Expo,” said 2020-21 ASHRAE President Charles E. Gullledge III, P.E. “The pandemic has affected everyone, requiring that we adapt to existing conditions in our personal and professional endeavors and our decision to cancel the 2021 AHR Expo is a reflection of necessary adjustments.”

ASHRAE committee, council and board meetings will take place virtually in January. More information and details will be available in the coming weeks.

“Current health rules regarding social distancing and large gatherings makes it impossible for us to provide the experience that our attendees expect at the AHR Expo,” said ASHRAE Executive Vice President Jeff Littleton. “As leaders in the built environment, we have a responsibility to protect health and wellbeing of attendees, exhibitors and staff. While we could not find a path forward to host the expo in 2021, we anticipate an even greater show in 2022 in Las Vegas.”

Additional information about the 2021 ASHRAE Winter Virtual Conference and committee meetings, including registration details will be made available soon on the ASHRAE website so please continue to check ashrae.org/Chicago. For further questions regarding the AHR Expo 2021 show, please visit the show update page.

ASHRAE Introduces Remote Online Proctored Exams

Atlanta – ASHRAE announced that a new testing method is now available for completing certification exams.

ASHRAE launches Remote Online Proctored examination as a safe, secure and convenient certification exam delivery mode. ASHRAE candidates are now able to schedule and sit for a certification exam from their home or office.

“This new exam delivery mode not only will expand the market for ASHRAE certification to every built-environment professional in the world with a desktop or laptop and a stable internet connection, but it also demonstrates yet again ASHRAE’s ability to pivot in the face of a challenge and emerge a more nimble organization, even better equipped to meet industry needs,” said 2020-21 ASHRAE President Charles E. Gullledge III, P.E., HBDP.

Candidates will utilize a remote testing platform which features 100% live proctoring staff and lock-down browser to ensure reliable monitoring and security risk mitigation throughout the examination process. Remote online proctored exams require a desktop or laptop, a stable internet connection, Google Chrome browser, a working webcam, and microphone. An intuitive user interface and live chat assure a seamless and supported experience.

ASHRAE Remote Online Proctored exam security features are as follows:

- Live check-in
- Identity authentication measures
- Scanning of the test taker’s environment
- Lock-down browser
- Experienced proctors monitoring audio and video

At an exam’s conclusion, candidates will be able to view their Pass or Fail result on their screen. Successful results are posted to the ASHRAE website by the 15th of the month following a candidate’s examination, by which time successful candidates also will be invited to download their ASHRAE certification digital badge.

For more information on ASHRAE Remote Online Proctored, visit ashrae.org/remotetesting.

ASHRAE Announces 2020-21 Society Scholarship Recipients

Over the course of 31 years ASHRAE has awarded over \$2.25 million to nearly 500 students

Atlanta – ASHRAE has announced the recipients of 30 Society scholarships, totaling \$167,000, for the 2020-21 academic year.

“We are extremely proud of the 2020-21 ASHRAE Scholarship recipients,” said Michel Hayek chair of the ASHRAE scholarship trustees. “These individuals represent the future of the HVAC&R industry and ASHRAE is pleased to support this bright future by providing scholarship opportunities to students each year.”

ASHRAE Region VIII Scholarship

Simon Devlin, mechanical and aerospace engineering, Oklahoma State University, is the recipient of the ASHRAE Region VIII Scholarship.

For more information on ASHRAE’s scholarships, including eligibility requirements and application materials, visit ashrae.org/scholarships.



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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.

TACCA Benefits Survey

Would you spare just five minutes to help us improve? As we look toward the future of HVAC/R and our association, the leadership of TACCA wants to learn how we can better help contractors and industry vendors/suppliers. We are looking to you to help provide feedback - the good, the bad, and the ugly - we can use to guide the direction for growth and change.

Please help us by participating in this short, five-minute survey. Your input is welcome and appreciated! You can access the survey at www.tacca.org or by clicking on the QR code.



Government Affairs and TACCAPAC

TACCA is closely monitoring the Sunset process for the Texas Department of Licensing and Regulation and the future of the regulation of plumbing, as well as working to eliminate costly municipal registration fees. TACCA members were mailed information about TACCAPAC (Political Action Committee) and the importance of supporting the PAC and legislative efforts to protect the HVAC/R industry from encroachment by unlicensed workers and to advocate for the industry and small business. TACCAPAC is funded entirely by voluntary contributions from members and all contributions are used to support industry-friendly legislators, regardless of party affiliation. For more information about legislative efforts or to support TACCAPAC, visit www.tacca.org/TACCAPAC.

Redesigned Website

With a goal to make it easier to locate the information you are looking for, the TACCA website underwent a redesign this year. It’s clean and full of new content to help share information about TACCA’s history and current activities and benefits offerings.

October Board Meeting

The TACCA Board met in October to review and discuss business such as chapter and committee activities, financial outlook, and several new and exciting programs, including an affordable healthcare offering for TACCA members. More information to come about these exciting new benefits.

Federated Insurance

TACCA has a great relationship with Federated Insurance and we encourage all contractors to give them an opportunity to quote your business insurance needs – commercial property, general liability, workers compensation, commercial auto and life/disability. Call 800-533-0472 or contact us for a local representative.



TACCA Training Opportunities for 2020

Looking for a license exam prep course or HVAC CE? 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 and distancing, per state guidelines. See page 18 for upcoming continuing education opportunities and page B3 for exam prep course dates.

Virtual CE November 7

No mask, no social distancing, no travel required. We are excited to host our fourth virtual continuing education class on Saturday, November 7. This class will be taught by Juan Villela, our CE instructor in San Antonio, via Zoom Meetings, with live interaction with the instructor and other students. Internet service and computer are required for this class. The class is free to all TACCA licensed contractor members and is \$159 for non-members. Sign up by Friday, November 6.

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

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

CALENDAR OF EVENTS



NOVEMBER 2020 TRAINING CALENDAR

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

Broadway - 9311 Broadway Suite 200 / Alamo Downs - 6900 Alamo Downs Ste. 140

DATE	DAY	TIME	LOCATION	CLASS	CLASS CODE	Price
2-Nov	M	8:00am - 4:30pm	Broadway	TDLR License Renewal CE - Upcoming Industry Changes	605-115	\$125
4-Nov	W	8:00am - 10:30am	Broadway	Attic Installation Code Requirements - What Codes Apply	605-122	\$40
5-Nov	Th	8:00am - 10:30am	Broadway	Goodman / Liberty ComfortBridge & CoolCloud Overview	605-159	\$40
10-Nov	Tu	9:00am - 2:30pm	Broadway	NAIMA Certification Ductboard Fabrication & Installation - Day 1	605-155	\$225
11-Nov	W	8:30am - 2:00am	Broadway	NAIMA Certification Ductboard Fabrication & Installation - Day 2	Included	
12-Nov	Th	8:00am - 11:30am	Broadway	Combustion Air Requirements, Codes and Calculations	605-188	\$40
17-Nov	Tu	8:00am - 4:00pm	Broadway	Goodman Gas Heat Systems Installation & Startup	605-164	\$40
18-Nov	W	8:00am - 4:00pm	Broadway	ESCO EPA Review & Exam	605-101	\$165
18-Nov	W	2:00pm - 4:00pm	Broadway	ESCO EPA Exam Only	605-102	\$90
19-Nov	Th	9:00am - 11:00am	Webinar	Gas Furnace - Supply Piping, Leak Detection & Codes	605-189	\$40
23-Nov	M	8:00am - 10:30am	Broadway	Goodman / Liberty Inverter System Certification Training	605-161	\$40
24-Nov	Tu	9:00am - 11:30am	Broadway	Goodman System Commissioning, Registration & Warranty	605-109	\$40
UNTIL FURTHER NOTICE: We <u>WILL</u> follow Covid-19 Safety Guidelines.						
				Please <u>do not attend if you are sick, coughing, sneezing or running a fever.</u>		
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HARDI

Registration Opens for the 2020 HARDI Summit

Columbus, Ohio– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has launched registration for the 2020 HARDI Summit, a new virtual event that has replaced HARDI’s in-person Annual Conference, due to the COVID-19 pandemic.

The Summit will take place December 7-9, 2020 and will occur within blocks of time during each day to allow for those in all time zones to engage in the event.

The new virtual format will cover five main themes related to the current environment in the HVACR industry. The themes include:

- 1. An Economic Outlook & Forecasting
- 2. Product Availability
- 3. Selling & Relationships Post-COVID
- 4. IAQ & Building Controls
- 5. Policy Impacts for HVACR Post-Election

“I am excited about the direction we are going, even though I would have loved to see everyone in person,” says HARDI CEO, Talbot Gee. “The team is full of great ideas, and we are committed to this being the most unique, valuable, virtual conference experience that you could have, and will have had to date.”

HARDI is also opening access to the 2020 State of the Channel report. “This report is full of the questions your board rooms are asking this year,” says Gee. “It will be one of the most comprehensive summaries of the industry you will find, especially from the perspective of the wholesale distribution segment.” Attendees who register for the Summit by October 23, 2020 will gain access to the State of the Channel report at a discounted rate.

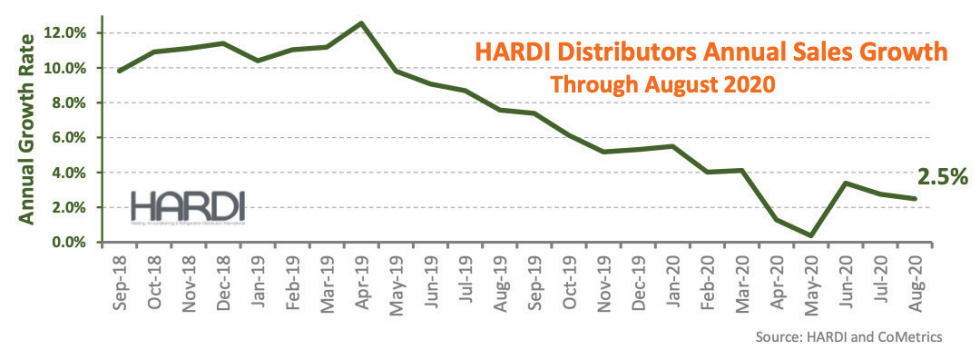
The first speaker announced for the 2020 HARDI Summit is Opening Keynote, Kevin O’Leary of Shark Tank. O’Leary draws on his encyclopedic knowledge of finance, investing, economics, and business to discuss a variety of topics.

2020 HARDI Summit registration can be found at <http://hardiconference.com/>. For more information contact HARDI at 614-345-4328 and stay tuned for more updates!

HARDI Distributors Report 4.5% Percent Revenue increase in August

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 4.5 percent during August 2020.

The average annual sales growth for the 12 months through August 2020 is 2.5 percent.



“August 2020 had about the same number of cooling degree days, but one less billing day than August 2019,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “We estimate sales growth with the same number of billing days was more than 9%.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 40 days. “The normal August DSO is in the range of 42 to 44 days so this was another unusually brisk report,” said Loftus. “Members have told us they presume their customers participated in some of the economic relief programs that has allowed them to quickly pay for their supplies.”

“The recovery continues with most economic indicators progressing forward slowly, and slowly is the key word,” said Loftus. “The rolling three-week average of the University of Michigan Consumer Sentiment Index is now 75, at a level it has not seen since early 2013, after cruising at 95 to 100 from 2017-19. The Conference Board’s Leading Economic Index indicates the summer’s rebound is losing steam and we see that in the weekly state unemployment claims. Good to see small steps forward but no signs of acceleration either.”

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.

CALENDAR OF EVENTS

MEPO of Oklahoma, Inc.

Mechanical - Electrical - Plumbing Contractors of Oklahoma



Make this Year the Best for Your Business
November Meetings Agendas

**Ardmore Lunch Meeting Moved to Nov 10th
2nd Tuesday Due to Election Day**

OK City Wednesday Nov 4th 11:30am
Charleston's 2000 S. Meridian OK City
James Porterfield of Texoma Reps with
TALOS Protective HVAC Monitoring
<https://www.talosiot.com>

Tulsa Thursday Nov 5th 11:30am
TiAmo's Italian 6024 S. Sheridan, Tulsa
Pete Albea with Nu-Calgon
<https://www.nucalgon.com>

Tulsa Eve Dinner Mtg Thursday Nov 5th 6:30pm
Freddies Steakhouse 4125 New Sapulpa Rd
Eve social mtg, bring your spouse or staff member
Industry Discussions

Enid Friday Nov 6th 11:30am
El Patio Grill 4410 W. Owen K. Garriott Rd
Review of other Meetings

Ardmore Tuesday Nov 10th 11:30am
Cafe Alley 126 A St NE
State of Oklahoma Inspector Supervisors

You do not have to be a member
to attend our MEPO meetings

Mission Statement
MEPO OF OKLAHOMA, INC. a non-profit trade association in the State of Oklahoma. We work to give our members the tools they need to succeed in the Air Conditioning, Heating, Refrigeration, Electrical and Plumbing Industries.

If you would like to join MEPO the Association
in Oklahoma that addresses Business Development,
Codes and Licensing issues that effect your lively-hood
Text/Call 918-978-6888

Bill Kite, Executive Director
Mechanical Electrical Plumbing Contractors of Oklahoma, Inc.
Call or Text; 918-978-6888 Email; mepo@mepo.org
Website; www.mepo.org

MEPO of Oklahoma Golf Tournament

MEPO- Mechanical-Electrical-Plumbing Contractors of Oklahoma, held their Golf Tournament at Forest Ridge Golf Club in Broken Arrow, Oklahoma on Tuesday October 6th. The event had a lunch, TV raffle, ball drop, as well as awards and prizes.



Team Service Roundtable- Jason Johnson and Rick Bousquet



Team Texoma Reps- Mike Sceizi, Alan Kizer, James Porterfield and Lance Lackey



The one day event was Sold Out



Great prizes, drawings, lunch and a raffle

CALENDAR OF EVENTS

Insko's November Events Schedule

Training from Insko Academy

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

Tuesday, November 3rd – Ruud Next Level: EcoNet Stat and Zoning located at our Grapevine Training Facility. From 7am – 9am | \$25

Tuesday, November 3rd – York Commercial Controls located at our Houston Training Facility. From 8am – 5pm | \$50

Wednesday, November 4th & Thursday, November 5th – Mitsubishi Electric M&P Series 2 Day Service Course located at our Grapevine Training Facility. From 8am – 5pm | \$195

Wednesday, November 4th – Mitsubishi DSB Training located at our San Antonio Training Facility. From 8am – 12pm | \$50

Wednesday, November 11th – Ruud Next Level: Inverter Systems and Commercial Overview located in Victoria. From 8am – 5pm | \$50

Thursday, November 12th – Ruud Next Level: inverter Systems and Commercial Controls located at our San Antonio Training Facility. From 8am – 12pm | \$50

Thursday, November 12th – Mitsubishi DSB Training located at our Grapevine Training Facility. From 8am – 12pm | \$50

Tuesday, November 17th – Ruud Next Level: Inverter Systems and Commercial Overview located in Oklahoma. From 8am – 5pm | \$50

Tuesday, November 17th & Wednesday, November 18th – Mitsubishi Electric M & P Series 2 Day Service Course located at our San Antonio Training Facility. From 8am – 5pm | \$195

Thursday, November 19th – Ruud Next Level: Inverter Systems and Commercial Overview located at our Grapevine

Training Facility. From 8am – 5pm | \$50

Tuesday, November 24th – Ruud Next Level: Inverter Systems located at our Grapevine Training Facility. From 7am – 9am | \$25

Free Online Classes

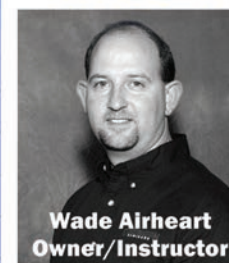
Friday, November 6th – Ruud 101: Gas Furnaces from 10am – 11am | FREE

Tuesday, November 10th – Ruud 101: Control Wiring from 10am – 11am | FREE

Friday, November 13th – Ruud 101: AC & Heat Pumps from 10am – 11am | FREE Friday, November 20th – Ruud 101: Air Handlers from 10am – 11am | FREE

CONTINUING EDUCATION

LIVE OR ONLINE



Wade Airheart
Owner/Instructor

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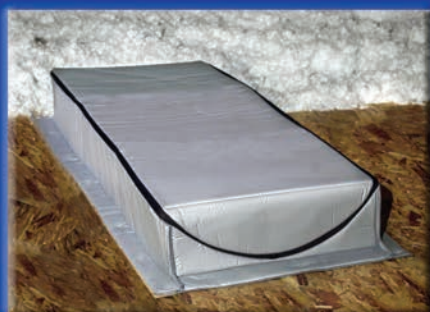
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TACCA Greater Houston Golf Tournament

TACCA Greater Houston held their Annual Golf Tournament at Blackhorse Golf Club in Cypress TX on Thursday October 22nd. The tournament included lunch, practice range, on course beverages, dinner and awards. TACCA GH also held a raffle during the event for many great prizes.



1st Place Winners Kingwood AC



2nd Place Winners Johnson Supply



3rd Place Team Hunton Dist



November 9th Air Distribution



Tech Training Class Entry to Mid-Level Experienced

Location: Johnstone Supply
8:00 am – 11:00 am

Presenter: Joe Moravek
Cost: \$100 per attendee

RSVP Required

November 23rd
Nate Training: Core
8am – 12pm
\$200 (1-2 years field exp)

November 24th
Nate Training: Specialty AC & Heat Pump
8am- 12pm
\$175 (1-2 years field exp)

November 25th
Nate Exam: Core & Specialty
8am – 12pm
\$130 (Testing Registered with Johnstone)

December 8th
Nate Training: Air Distribution Review & Testing
8am- 3pm
\$175 (1-2 years field exp & Lunch Included)
Location: TBD



UPCOMING TRAINING & EVENTS
www.taccagh.org/calendar

December 15th Member Meeting Axe Throwing



At The Backyard Axe Throwing League
in Houston
5 – 7 pm

Focus

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•TDLR 8 HR CE CLASSES•

Please call the office for Saturday classes.

Saturday Nov. 7 and Nov. 21, 2020

Stay Home and be Safe.

TDLR No. 1362 Class No. 22872

•Load Calculation Workshop•
TBA

•Compressor Workshop•
TBA

•LICENSE PREP CLASSES• call for dates

•EPA Exams• 1st Friday of the month

•NATE Exams•

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

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

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

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



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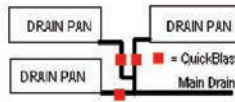
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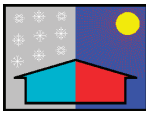
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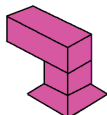
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