



Air Conditioning TODAY



FEBRUARY 2021 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 35, No 2

U.S. Department of Labor Announces Final Rule to Clarify Independent Contractor Status Under the Fair Labor Standards Act

Washington, DC – The U.S. Department of Labor announced a final rule clarifying the standard for employee versus independent contractor status under the Fair Labor Standards Act (FLSA).

“This rule brings long-needed clarity for American workers and employers,” said U.S. Secretary of Labor Eugene Scalia. “Sharpening the test to determine who is an independent contractor under the Fair Labor Standards Act makes it easier to identify employees covered by the Act, while recognizing and respecting the entrepreneurial spirit of workers who choose to pursue the freedom associated with being an independent contractor.”

“Streamlining and clarifying the test to identify independent contractors will reduce worker misclassification, reduce litigation, increase efficiency, and increase job satisfaction and flexibility,” said Wage and Hour Division Administrator Cheryl Stanton. “The rule we announced today continues our work to simplify the compliance landscape for businesses and to improve conditions for workers. The real-life examples included in the rule provide even greater clarity for the workforce.”

The Final Rule includes the following clarifications:

- Reaffirms an “economic reality” test to determine whether an individual is in business for him or herself (independent contractor) or is economically dependent on a potential employer for work (FLSA employee).
- Identifies and explains two “core factors” that are most probative to the question of whether a worker is economically dependent on someone else’s business or is in business for him or herself:
 - The nature and degree of control over the work.

- The worker’s opportunity for profit or loss based on initiative and/or investment.

- Identifies three other factors that may serve as additional guideposts in the analysis, particularly when the two core factors do not point to the same classification. The factors are:

- The amount of skill required for the work.
- The degree of permanence of the working relationship between the worker and the potential employer.
- Whether the work is part of an integrated unit of production.

- The actual practice of the worker and the potential employer is more relevant than what may be contractually or theoretically possible.

- Provides six fact-specific examples applying the factors. The rule will take effect 60 days after publication on the Federal Register, on March 8, 2021.

WHD’s mission is to promote and achieve compliance with labor standards to protect and enhance the welfare of the Nation’s workforce. WHD enforces federal minimum wage, overtime pay, recordkeeping, and child labor requirements of the FLSA. WHD also enforces the paid sick leave and expanded family and medical leave requirements of the Families First Coronavirus Response Act, the Migrant and Seasonal Agricultural Worker Protection Act, the Employee Polygraph Protection Act, the Family and Medical Leave Act, wage garnishment provisions of the Consumer Credit Protection Act, and a number of employment standards and worker protections as provided in several immigration related statutes. Additionally, WHD administers and enforces the prevailing wage requirements of the Davis Bacon Act and the Service Contract Act and other statutes applicable to Federal contracts for construction and for the provision of goods and services.

The mission of the Department of Labor is to foster, promote and develop the welfare of the wage earners, job seekers and retirees of the United States; improve working conditions; advance opportunities for profitable employment; and assure work-related benefits and rights.

Virtual National HVACR Educators and Trainers Conference

One very real challenge facing the industry is that HVACR instructors must now teach technologies that they themselves never encountered when they were in the field. Equally important, HVACR instructors need to adapt to teaching in a blended learning environment.

To assist you in meeting these challenges, HVAC Excellence hosts the National HVACR Educators and Trainers Conference. The conference is open to anyone in the industry interested in hearing directly from industry leading manufacturers, authors and subject matter experts, about the latest in HVACR technologies and instructional techniques.

With safety being paramount to everyone, the 2021 conference is being held online, making it easy, affordable and safe for everyone to attend.

To provide flexibility in selecting classes, the sessions scheduled on a given day, will be available for the entire day, as well as for an additional 120 days after the conclusion of the conference. This flexibility allows conference participants to learn from all of the sessions, and watch them again with their students, as many times as they wish. Upon completion of a session, attendees will be prompted to download a continuing education certificate, which they can print or file electronically.

One Hundred HVACR Training Sessions

1. Air treatment with a focus on fresh air considerations: Part 1
2. Air treatment with a focus on fresh air considerations: Part 2
3. Blended learning
4. Building automation systems (BAS) training made easy
5. Choosing a refrigerant
6. Compressor capacity

SEE HVACR PG.5

Have Questions about Air Quality?



Dust Free® provides answers pages 12-13

RSES “Cowtown” 2021 Officers



Jim Malone, CMS President, David Gabrielson Vice President, Jill Malone Secretary/Treasurer, Alfredo Delgado Sgt. At Arms, W.D. “Mac” MacCarthy, CM Historian

The Cowtown Chapter meets the 2nd Thursday of each month, at AC Supply’s training center at 100 Page St., Fort Worth TX.

WWW.AC-TODAY.COM

INSIDE

- Consultants’ Corner6,14,17
- Product News.....9,13,20
- TACCA- Trade Talk 2,B2,B4
- Software Programs / Classified..... B 7
- HARDI News..... B 5
- ASHRAE News 1 0
- Calendar B4,B6
- Spotlight on People B 4
- TDLR News 2 1

PRST STD
U.S. POSTAGE
PAID
AC TODAY LLC

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

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

☐

Air Pros USA Expands Operations in Texas to Address the Growing Demand for Indoor Air Quality, Opens New Office in Plano

Dallas, Texas – Air Pros Residential and Commercial Air Conditioning Services (Air Pros USA) expanded its presence in the booming Dallas-Fort Worth metro region by opening a new office in Plano, Texas. This second location was launched in response to the increasing demand by consumers and business owners seeking better indoor air quality since the onset of the pandemic.

Air Pros USA debuted in Fort Worth in November 2019 by acquiring Blue Star Heating and Air and has grown exponentially in the region. Air Pros USA is a trusted air conditioning and heating service provider to over 1500 residential and commercial customers in the Dallas-Fort Worth area. The company operates with 10 trucks and 18 employees across its two service locations in Fort Worth and Plano, Texas.

“We’re extremely proud of the growth and success Air Pros USA has achieved in the Dallas-Fort Worth area in just one year since debuting in the market,” said Anthony Perera, founder of Air Pros USA. “We are pleased with the loyalty and trust our customers place in us. Air Pros USA was found on the premise of putting customers first, and we will continue

to uphold our promise and commitment to our customers.”

In addition to the increase in the need for HVAC maintenance and repairs, Air Pros USA witnessed a demand surge for air purification and filtration products since the onset of the pandemic. Among the most requested products were the iWave air purifiers and air scrubbers that are placed inside the air ducts to purify the passing air and improve the indoor air quality, and electrostatic air filtration systems that help to keep the ventilation system clean and save energy.

For more information about Air Pros USA, visit www.airprosusa.com.

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

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

Serving the HVAC/R Industry Since 1986
P.O. Box 311776 New Braunfels, Tx. 78131-1776
(877) 669-4228
www.ac-today.com
Publisher AC Today
Editor & Ad Director Lance Lackey
llackey@ac-today.com

Advertisers Directory

TACCA	2, B2, B4
TACCA Greater San Antonio	B5
ACES AC Supply	B8
AC Today	20
Attic Tent.....	22
Baker Distributing	7
Castillo Training.....	B7
Coastal HVAC Supply.....	19
Century A/C Supply	3,B3
Coburn Supply	6
Complete Curb.....	5
Construction Data.....	14, 22
Duct Saddle.....	B6
Dust Free.....	12
Elite Software.....	B7
FTL Finance.....	14
Insco Distributing	24
Johnson Supply.....	11
Johnstone Supply.....	18,B1
Johnstone Supply South.....	4
Locke Supply.....	8
MORSCO	15
Plumbers and Pipefitters	2
Pro Lift	22
Searco	B7
Team Management Systems	B7
Transtar AC Supply.....	9
United AC Supply	17
Venstar	16

TACCA Exam Prep Course

Know someone you think is ready to take the ACR license exam? Make sure they are prepared with our exam prep course proven to increase pass rates.



Class Only

\$575

TACCA members save \$100

For more information visit tacca.org/examprep

NOTICE OF PLUMBER, PIPEFITTER, HVAC APPRENTICESHIP OPPORTUNITY

Plumbers & Pipefitters Local 142 J.A.T.C. will accept applications for apprenticeship beginning February 22-March 05, 2021, M-F, from 8:00 -11:00 a.m. and 1:00 - 3:00 p.m. at the address listed below.

Apprenticeship is the Earn-While-You Learn training program. Attend evening school and work during the day. No tuition or fees required for training. No financial debt for your career training.

Benefits include Health Insurance, Retirement plan, defined wage advancements, continuing education and training opportunities. Receive 32 hours of college credit upon completion of our 5-year training program. Veterans may utilize their Montgomery or Post-911 benefits in this program.

MINIMUM QUALIFICATIONS: Must be 18 years of age when applying. Must have a high school diploma (or be a graduating senior in May 2021) or have a GED. A certified birth certificate and official sealed high school transcript or GED grades are required to complete the application. DD-214 needed for Veterans. Driver’s License or Photo ID. All applicants under the age of 26 must register for Selective Service or provide proof of ineligibility or prior registration.

Equal opportunity will be offered without regard to sex, race, color or national origin.

www.local142.org/apprenticeship/

PLUMBERS AND PIPEFITTERS J.A.T.C.
3630 BELGIUM LANE
SAN ANTONIO, TX 78219
(210) 226-2661

WE MAKE IT HAPPEN!

We look forward to providing you with exceptional service in 2021

✓ **PRIVATELY-OWNED BUSINESS**

We have the flexibility to meet your needs

✓ **EASY ORDERING**

Online, in person, over the phone - *text or call!*

✓ **BETTER DEALER PROGRAMS & BENEFITS**

We give you more perks than the standard program

✓ **FAST, FRIENDLY SERVICE**

We get you in and out so you can get back to work

✓ **HANDS-ON TECHNICAL TRAINING**

With award-winning trainers

✓ **DEDICATED TECHNICAL SUPPORT TEAM**

Knowledgeable team to help you over the phone

✓ **CONVENIENT LOCATIONS ACROSS TEXAS**

Find a location near you at CenturyHVAC.com

✓ **FREE SAME-DAY DELIVERY**

Call your local branch for details

✓ **DEDICATION TO EXCEPTIONAL SERVICE**

We make it easy to do business



NEW
10-year Confidence
Plus Factory-backed
Warranties!



*Call your sales rep today
to sign up for our
2021 Dealer Programs!*



SCAN THE QR CODE TO LEARN MORE
ABOUT THE **NEW CENTURY**

Same friendly faces and exceptional service!



Shop online 24/7 at
CenturyHVAC.com



Visit Century A/C Supply in the Houston Area



We LOVE our Johnstone Supply customers today and everyday!

February 1st - February 28th

Get a \$10 Whataburger gift card for orders over \$150

Promo Code: BURGER10

(Equipment and refrigerant excluded)



Brownsville

4635 Mar Street
(956) 838-0542

La Feria

13422 E Expressway 83
(956) 797-2035

College Station

12201 State Hwy 30
(979) 731-5700

Laredo

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

Corpus Christi

2701 Agnes Street
(361) 882-8896

Pharr

3107 North Sugar Road
(956) 783-1036

Corpus Christi

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

Victoria

3704 Billy Drive
(361) 574-8349

HVACR con't

7. CO Sensing: not all CO detectors are created equally
8. Combustion analysis: why combustion testing is so important
9. ComfortBridge™ bluetooth technology / CoolCloud™ HVAC application
10. Commercial boilers and accessories
11. Condensate management
12. Demystifying the thermostatic expansion valve
13. ECM: constant torque vs. constant airflow
14. Effective ways to teach low-temperature refrigeration
15. Environmental regulations
16. Flame tools safety and brazing techniques
17. Fluorescent leak detection and system additives for AC&R systems
18. Follow the heat
19. Fundamentals of refrigeration
20. Getting refrigerant retrofits right the first time
21. Getting your students interested in residential HVAC design
22. Giving your students the best opportunity
23. Go with the flow: airflow 2020
24. History of refrigeration
25. How to do multi-camera Zoom training
26. How to Meet Your Instructional Goals - Regardless of Course Format
27. How to teach in a blended environment
28. HVACR trainers ensure repeatability in the lab
29. Ignite your training
30. Indoor air quality basics
31. Indoor air quality in commercial buildings
32. Indoor air-virus relationship Part 1
33. Indoor air-virus relationship Part 2
34. Introducing the healthy housing principles
35. Learn how easy it can be to teach residential heat pumps
36. Learn How to Effectively Teach HVAC Skills Online
37. Life Hacks to Enhance Your Online

Course Today

38. Maintaining a balancing act: fluid balancing in plumbing & hydronic heating and chilled water systems
39. Making a refrigerant: a behind the scenes look
40. Making PowerPoints work for you
41. Mechanical codes
42. Mini split aftermarket products
43. Mini split maintenance best practices
44. Mini Splits Part 1: basic principles of mini split heat pump operation and energy use
45. Mini Splits Part 2: ACCA industry manuals, using manual J load calculations, system sizing and specifications
46. Mini Splits Part 3: System design options and considerations
47. Mini Splits Part 4: Thermostats and controls, best practice design examples
48. Modern tools for HVAC fabrication that improve ductwork quality and excites students
49. Practical test instrument usage
50. Programmatic accreditation
51. Presented by: James Crisp Ph.D.
52. Put some HEAT into your training program
53. R-290 is not a new refrigerant!
54. Recruitment and industry outreach
55. Refrigerant leak detection in today's HVACR industry
56. Refrigerant resources
57. Refrigeration design fundamentals
58. Residential and commercial mini-split heat pump applications
59. Retrofitting HCFCs and HFCs
60. Scroll compressor technology with modulation: Part 1
61. Scroll compressor technology with modulation: Part 2
62. Simplifying HVAC electrical controls and circuit training
63. Soft skills instructional design for the classroom: Part 1
64. Soft skills instructional design for the classroom: Part 2
65. Steps to improve indoor air quality
66. Surviving and thriving in a Covid-19 world
67. System evacuation the right way!
68. System troubleshooting and service:

better and faster than ever

69. Take a look behind the curtain of HVAC system troubleshooting
70. Teaching carbon monoxide is a matter of life and death
71. Teaching don'ts
72. Teaching strategies that work
73. Teaching the latest approaches for measuring residential air handler flow
74. Teaching the latest approaches for residential air balancing
75. Teaching troubleshooting tactics
76. Ten traits of highly effective instructors
77. The ABCs of BAS: starting a building automation systems program
78. The art of performance brazing
79. The compressor failed, but how did it die?
80. The five W's answered regarding A2L refrigerants
81. The Future of HVAC is Healthy Homes: Learn How to Make Your Students Leaders in the Industry
82. The Future of HVAC is Healthy Homes: Why You Should be Teaching the Healthy Housing Principles
83. The safer alternative to brazing: an introduction to HVAC/R press fittings
84. The virtual classroom - conducting hands on training remotely
85. Thermodynamic properties

86. Tomorrow's HVACR technology today
87. Transitioning from comfort cooling to refrigeration: not as easy as one might think
88. Troubleshooting variable air volume (VAV) systems
89. Understanding compressors in the classroom
90. Using text messages to increase communication during student lifecycle
91. Vacuum pumps and tools
92. Vapor compression refrigeration cycle
93. Virtual Trouble: Managing Challenging Students in an Online Environment
94. Visualizing superheat and subcooling for troubleshooting: Part 1
95. Visualizing superheat and subcooling for troubleshooting: Part 2
96. Walking it backwards: Part 1
97. Walking it backwards: Part 2
98. Wireless instruments: changing the face of learning
99. You've never taught refrigeration theory like this before!
100. Zoning: the next big thing in HVAC, make certain your students are prepared for it!

We invite you to review session descriptions, presentations biographical information, participating companies, and register at escogroup.org.

Nortek Global HVAC Announces Price Increase

Increase affects residential, aftermarket OEM and light commercial products.

St. Louis — Nortek an up to 6% price increase manufacturer (OEM) and Global HVAC, manufacturer on residential, aftermarket, light commercial products, of HVAC products, announces original equipment effective March 1, 2021.

CHANGE OF ADDRESS?
Be sure to notify us to continue receiving your monthly copy of
AIR CONDITIONING TODAY
llackey@ac-today.com

COMPLETE CURB PRODUCTS

PITCHED FAN CURBS

Metal Building Curb Experts!

EXHAUST HOOD CURBS

PACKAGE ROOF CURBS

HAIL GUARDS, ISO RAILS, EQUIPMENT SUPPORTS & ADAPTERS

Ph: 713.690.1622 Fax: 713.690.1945

Website: WWW.COMPLETECURBS.COM

Email: SALES@COMPLETECURBS.COM

7229 FAIRVIEW STREET, HOUSTON, TX 77041

The Price is Right

What is the Right Price for My Product?

This is one of the most common questions business owners must answer. Defining your pricing strategy is critical to your success because it tells prospective customers a lot about your business, helping them place you in relationship to other companies in the market. So how do you come up with that price?

There are many different approaches to pricing. Some are easier to implement and manage than others, and some are more appropriate for specific types of businesses. Let's take a look at some of those alternatives to help you select the right pricing strategy for your business.

Cost Plus Pricing Strategy

The is the simplest approach and very common in construction and contracting industries. Essentially you start with what it cost you to build or to provide a service. Then you simply add your profit margin on top of that number. The "cost plus" your profit margin. If something costs \$100 to build and you want to make \$25, you sell it for \$125.

While the cost plus approach will

guarantee a profit, it doesn't mean you're pricing your product or service appropriately. Maybe your cost plus analysis results in a price of \$125, but people are willing to pay \$200 or \$300 because of the value. In this case you are leaving money on the table. Or a competitor comes along with a less expensive process and their cost-plus is only \$110.

Value Based Pricing Strategy

With a value-based approach you price based on the customer's perception of value. When someone buys your product, what's it worth to them? If you're selling a business tool or a resource consider how much that customer will save or earn as a result of your product. In order to understand how much value a customer puts on your product you will need to do some research.

Marketing Position

With this pricing strategy you start with your competitors. What are they charging for the same product or service? Once you know where the rest of the market is, you have to decide if you want to be a market leader, or follower. Leaders set the pricing at the top of the market. To successfully

select this option, you should have the best product available. If your product is average for the the market, playing it safe will put you firmly in the middle of the pack. Or you can choose to be the low cost service provider. This is, however, a difficult position to maintain and you could end up in a price war, with your profits spiraling down as you try to defend that position long-term.

Capacity Based Pricing Strategy

One of my favorite approaches is capacity based pricing. In this pricing model you set your price based on how many units you can deliver. If you're selling your time that is a limited resource. If you are consistently booked 30 – 35 hours a week, you should probably raise your price. Conversely, if you have lots of free time, inventory in your warehouse, or capacity on your manufacturing machines you may need to drop your pricing slightly.

Quantity Discount

Another strategy is the quantity discount. With this model you are trying to influence buyer behavior, encouraging people to come back and buy more of your product or service. You might offer a discount for a full

year contract or a discount if multiple units are purchased at the same time. This is a win-win approach. The advantage to the customer is they save money and the advantage to you is you've got lower selling costs because you don't have to find a new customer for each one of those units.

Product bundle

This is a variation on the Quantity Discount. Instead of selling multiple units of one product, construct a product bundle which includes two or three related products. Bundled together the price is less than buying each of those units individually. As with the quantity discount, the customer saves money and you don't need to find as many customers.

When should you raise your price?

There is no simple answer to this question. It is something you should study on a regular basis. Most small business owners under value their product or service, so occasionally evaluating and raising your price, is a good idea. One approach is to look at your last 10 sales. If your price was 5% or 10% higher how many sales would you lose?



Lorraine Ball

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

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

EXAMPLE:

Let's say you sell 10 units for \$100 each. That is \$1,000 in revenue. If you raise your price 10% and lose one customer your revenue is \$990. Have you really lost anything? When you consider you are saving the cost of producing that final unit you will probably roll more profit to your bottom line. This is a simplified example, but do the math for your business and see if you like the results.



The New Standard of Cool

Designed for quick installation, the new Ruud® Renaissance™ Line is your ticket to faster cooling action. This creatively engineered line of products is energy efficient, loaded with smart new features and crafted for easy serviceability.

TO LEARN MORE, STOP BY A COBURN'S SUPPLY NEAR YOU, OR VISIT WWW.COBURNS.COM.



TEXAS | LOUISIANA | MISSISSIPPI | TENNESSEE | ALABAMA

coburns.com

Baker
Distributing Company

WEIL
HEATING & COOLING PRODUCTS

WE HAVE SOLUTIONS THAT ENABLE YOU TO CONTINUE YOUR DAY-TO-DAY TRANSACTIONS EFFICIENTLY AND PRODUCTIVELY:

ORDERING

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

DELIVERY / PICKUP

- Delivery
- Curbside Express
- Bakerdist.com Express Pickup

ONLINE PAYMENTS

- Payments can be made online with BakerPay

AFTER HOURS

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



STOP BY YOUR LOCAL BAKER TODAY!

<p>OKLAHOMA</p> <p>ARDMORE 410 I STREET NW (580) 223-1372</p> <p>OKLAHOMA CITY 2030 NW 7TH ST (405) 835-3710</p> <p>TULSA 7601 E 46TH ST (918) 641-0660</p>	<p>LOUISIANA</p> <p>ALEXANDRIA 3907 PRESCOTT RD (318) 445-8279</p> <p>GONZALES 2034 S SOUTHLAND AVE (225) 647-3330</p> <p>HAMMOND 44567 S AIRPORT RD (985) 419-8083</p> <p>HOUMA 325 S VAN AVE (985) 851-5631</p> <p>LAFAYETTE 149 EASY ST (337) 233-8517</p> <p>LAKE CHARLES 3104 COMMON ST (337) 436-2597</p> <p>METAIRIE 1050 S LABARRE RD (504) 828-1172</p> <p>MORGAN CITY 1405 SANDRA ST (985) 385-5711</p> <p>SHREVEPORT 7409 MANSFIELD RD (318) 861-0094</p> <p>WEST MONROE 2920 CYPRESS ST (318) 323-9397</p>	<p>TEXAS</p> <p>ABILENE 3151 S TREADAWAY BLVD (325) 670-0699</p> <p>ARLINGTON 2350 E ARBROOK BLVD (469) 540-7050</p> <p>AUSTIN 3203 LONGHORN BLVD (512) 836-9351</p> <p>BAYTOWN 4104 ALLENBROOK (281) 420-1120</p> <p>BEAUMONT 1420 N MLK PKWY (409) 832-3428</p> <p>BROWNSVILLE 1931 ANEI CIRCLE (956) 546-4501</p> <p>BRYAN 405 DELLWOOD (979) 822-1334</p> <p>CORPUS CHRISTI 217 44TH ST (361) 904-0921</p> <p>DALLAS 10701 N STEMMONS FWY (214) 638-5141</p> <p>DENTON 3923 MORSE ST (940) 382-9622</p>	<p>FORT WORTH 2300 FRANKLIN DR (817) 625-1562</p> <p>GROVES 3500 E PARKWAY ST (409) 962-0248</p> <p>HOUSTON 13903 MUSCATINE ST (713) 453-8129</p> <p>HOUSTON 6605 ROXBURGH DR (832) 626-1462</p> <p>HUMBLE 451 ASRTESIAN PLAZA DR (281) 540-1044</p> <p>KATY 1231 PRICE PLAZA DR (281) 578-5275</p> <p>KILLEEN 2931 ATKINSON AVE (254) 554-6046</p> <p>LAREDO 2822 E BUSTAMANTE ST (956) 727-0928</p> <p>LEAGUE CITY 214 NEWPORT BLVD (281) 332-0614</p> <p>LEWISVILLE 845 N MILL ST (972) 434-3648</p>	<p>LONGVIEW 420 A ENTERPRISE ST (903) 759-3722</p> <p>MCCALLEN 517 EAST CEDAR (956) 686-9561</p> <p>MCKINNEY 330 INDUSTRIAL BLVD (972) 548-9706</p> <p>NACOGDOCHES 2816 SOUTH ST (936) 560-0565</p> <p>PARIS 2240 NE LOOP 286 (903) 785-0008</p> <p>PLANO 624 KRONA DR (972) 398-6292</p> <p>ROSENBERG 1117 AVENUE G (281) 342-9752</p> <p>SAN ANTONIO 7007 FAIRGROUNDS PKWY (210) 987-5501</p> <p>SAN ANTONIO 523 URBAN LOOP (210) 222-8007</p>	<p>SAN MARCOS 4794 TRANSPORTATION WAY (512) 396-4076</p> <p>SHERMAN 3800 FRISCO RD (903) 868-0593</p> <p>TEXARKANA 1009 N ROBISON RD (903) 794-2616</p> <p>TEXAS CITY 831 HWY 146 (409) 948-2800</p> <p>TYLER 13225 KALLAN AVE (903) 534-9086</p> <p>WACO 630 TEXAS CENTRAL PKWY (254) 757-3737</p> <p>WICHITA FALLS 200 CHESTER (940) 767-2722</p>
---	---	--	---	---	--

www.bakerdist.com

Some Decisions are Tough. This One Isn't.

When you consider Concord systems, quality and value are givens. You're getting peace of mind with great features and smart designs that squeeze more efficiency out of every energy dollar. Best of all, you get it right now.

***Your customers
want value.***

***You want
quality.***



**LIMITED
LIFETIME
HEAT EXCHANGER
WARRANTY**

Get them both with
CONCORD®
The Right Choice. Right Now.

**LIMITED PARTS
10-YEAR
WARRANTY**

ADA
821 N. Broadway Ave.
580-332-1576

ALTUS
1624 N. Main St.
580-477-3122

AMARILLO
5119 Plains Blvd. Unit C
806-467-8950

ARDMORE
609 N. Commerce St.
580-226-8067

ARLINGTON
1605 W. Pioneer Pkwy.
817-785-0007

BARTLESVILLE
244 NE Washington Blvd.
918-333-1145

BEDFORD
512 Harwood Rd.
817-282-1365

BENBROOK
7917 Camp Bowie West
Blvd.
817-244-3340

BROKEN ARROW
1821 S. Aspen Ave.
918-258-0805

CHICKASHA
809 S. 4Th St.
405-224-4272

CLAREMORE
1113 W. Will Rogers
918-343-1131

CLINTON
1069 S. 10Th St.
580-323-6982

DENTON
2001 Fort Worth Dr.
940-484-4323

DESOTO
719 N. Hampton Rd., Suite
201
972-230-0840

DUNCAN
1715 N. 81
580-252-5048

DURANT
2100A W. Evergreen St.
580-920-2140

EDMOND
405 S. State St.
405-340-8945

ENID
1725 N. Van Buren St.
580-237-2081

FAYETTEVILLE
2301 W. Martin Luther
King Blvd., Suite 3
479-443-2381

FT SMITH
1200 S. Waldron Rd., Suite
120
479-478-9469

GARLAND
2350 Crist Road, suite
300A
469-209-7614

LAWTON
1022 NW 38Th St.
580-353-0990

MCALESTER
202 S. Swallow Dr.
918-423-5165

MIAMI
2632 N. Main St., Suite A
918-542-5364

MIDWEST CITY
7421 SE 15Th St.
405-732-0791

MOORE
1001 N. Moore Ave.
405-799-0200

MUSKOGEE
1500 N. 11Th St.
918-686-8205

N PORTLAND
3647 NW 39Th St.
405-947-1025

NORMAN
1500 SW 24Th Ave. SW
405-329-8057

OKC S. KENTUCKY
7610 S. Kentucky Ave.
405-632-8216

OKC SW 29TH
2809 SW 29Th St.
405-682-2245

OKMULGEE
201 E. 5Th St., Suite A
918-756-4146

OWASSO
8787 N. Owasso Expy.
918-376-9851

PLANO
2404 Avenue K
972-578-9688

PONCA CITY
1201 E. Prospect Ave.
580-718-0498

PRYOR
510 S. Elliott St.
918-824-1016

ROGERS
1303 W. Walnut St.
479-936-7037

SAPULPA
967 S. Main St.
918-248-8858

SHAWNEE
530 Kickapoo Spur St.
405-275-4362

SILOAM SPRINGS
2304 US Hwy. 412
479-549-3860

SPRINGDALE
104 S. Thompson St.
479-750-0711

STILLWATER
901 E. 6Th Ave.
405-372-8588

TAHLEQUAH
1791 N. Grand Ave.
918-456-7714

TERRELL
1425 W. Moore Ave.
972-551-2823

TULSA CENTRAL
3720 E. Admiral Pl.
918-587-8832

TULSA S. LEWIS
8787 S. Lewis Ave.
918-299-0968

TULSA SE
5670 S. Garnett Rd. East
918-252-4209

WARR ACRES
5932 NW 38Th St.
405-495-9307

WEST RENO
2600 W. Reno
405-235-6674

WOODWARD
1414 Oklahoma Ave.
580-254-2173

YUKON
9 S. 4Th St.
405-350-1422

**Locke®
SUPPLY CO.**

Character. Customer Service. Employee Owned

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

Product News

RectorSeal® Introduces Aspen® M4R and RTP™ Series Condensate Tank Pumps

Introduction includes multiple tank pump models with cutoff switches that protect most residential and commercial unitary air conditioning, furnace, and dehumidifier applications from property-damaging condensate overflow.

RectorSeal®—a leading manufacturer of quality HVAC/R tools and accessories, and wholly owned subsidiary of CSW Industrials Inc. [Nasdaq:CSWI], introduces the Aspen® Pumps M4R Series and RTP™ (RectorSeal Tank Pump) Series of condensate tank pumps. The multiple-model introduction represents the HVAC industry's most flexible, diverse and compact tank pump product lines for the North American unitary air conditioning, furnace and dehumidifier condensate markets.

The product line offers tank pumps for most residential and commercial applications ranging from entry level value to feature-rich, premium models all with water level float mechanisms, thermal overload protection and safety cut-off switches that inactivate the system to protect property-damaging condensate overflow.

The three-model M4R Series features a noise rating operation of less than 45-dB at one-meter (comparable to a refrigerator compressor). The Series also offers a small footprint of 11.2 x 5.6-inches (284 x 142-mm), and a compact height of 5.3-inches (134-mm). The M4R lineup's 230-V and two 110-V models are designated by 15, 17 and 20-foot (4.5, 5.1, 6-m) head capacities. The M4R Series uses a patented impeller technology that enhances performance. The M4R Series' IP-24 rating certifies ingress protection against objects up to 1/2-inch (12.5-mm) and sprayed water from all directions. The M4R Series also carries a two-year warranty and a >140°F (60°C) rating suitable for furnace condensate temperatures.

The M4R's installation aids include a built-in bubble level, four 3/4 (19-mm) or one 1-inch (25-

mm) tapered PVC inlet options with covers, 6-foot-long (1.8-m) power cord, 6-inch-long (152-mm) cutoff switch wire leads and slotted mounting arms for flexible positioning. The M4R design expedites routine maintenance with two perforated, easily-cleaned plastic debris filters, power status LED and a 1/2-gallon (1.9-L) ABS plastic quick-release tank. The removable outlet check valve prevents drain backflow and is easily repaired or replaced with a unique twist-and-click lock-in design and securing retention clip.

The RTP Series consists of one 230-V and two 110-V models with either 15 or 24-foot (4.5 or 7.3-m) head capacities. The RTP's compact footprint is 11 x 5-inches (279-127-mm) with a 7-inch (177-mm) height. Installation is quick with molded-plastic mounting arms, a 6-foot-long

power cord, 10-inch-long (254-mm) cutoff switch wire leads and three 3/4-inch inlet options with covers. It features a reliable float arm design and a 1/2-gallon tank. The RTP carries a one-year limited warranty.

Complementing the tank pump product line is several existing RectorSeal condensate maintenance products: Actabs™ EE EPA-registered biocide bacteria, sludge and odor eliminator; Nu Line® non-corrosive, non-fuming condensate drain cleaner for preventing clogs and leaks; and LineShot™ drain line CO2 pressure flush device for use with Safe-T-Switch Model SC1 cleanout.

Installation and service instruction for both the RTP and M4R Series are available free with On-Demand Training with RectorSeal, a free program for individuals or groups of HVAC service technicians.

Participants can sign up for 20 to 40-minute interactive online classes at www.rectorseal.com/class-registration with RectorSeal's NATE-certified product trainer, Jerry Myren. Registrants receive a confirmation email and receive an invitation on their Google, Outlook or other calendar options. Training is also available with the new RectorSeal Academy, a cloud-based platform of self-directed e-learning courses that operate easily on all computer devices and smartphones.

For additional information on RectorSeal's tank pump product line, please visit www.rectorseal.com





TRANSTAR

A/C SUPPLY, INC.

"We have the parts and equipment to do the job!"








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

Switch to AirEase™ today and Earn up to

\$15K

AIREASE

New AirEase and Concord Dealer Programs!

Switch to Concord® today and Earn up to

\$10K

CONCORD
The Right Choice. Right Now.

STAFFORD
3535 S. Main
Stafford, TX 77477
281-499-3377

I-10
10814 East Freeway
Houston, TX 77029
713-671-0114

AIRLINE
4315 Airline Drive
Houston, TX 77022
713-681-9787

ALVIN
225 West Coombs Drive
Alvin, TX 77511
281-585-2600

BRENHAM
1700 Buchanan Street
Brenham, TX 77833
979-830-5056

GULF FREEWAY
8485 Gulf Freeway
Houston, TX 77017
713-920-2222

1960
10509 FM 1960 W
Houston, TX 77070
281-890-2108

VISIT OUR WEBSITE FOR
MORE INFORMATION
www.transtaracsupply.com

NOW HIRING
EXPERIENCED
COUNTER SALES AND
WAREHOUSE POSITIONS





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's Virtual Winter Conference Offers Robust Technical Program

Emphasis on live interactive small groups

Atlanta – A full technical program, featuring more than 120 sessions will be presented at the 2021 ASHRAE Virtual Winter Conference, running from February 9-12.

The technical program includes 8 tracks compromised of 40 live sessions (most with live Q&A) and 80+ on-demand sessions, with many addressing issues related to the COVID-19 pandemic.

“As the need for current, reputable guidance to address building systems and readiness becomes a greater priority in today's climate, more than ever, we are proud to host this important conference virtually,” said 2020-21 ASHRAE President Charles E. Gullledge III. “The 2021 ASHRAE Virtual Winter Conference will bring thousands of industry experts and professionals from around the world to network, exchange ideas and learn about the latest technology solutions to not only bring comfort to building occupants, but health and safety as well.”

Featured live technical sessions include:

- *Lessons from Managing Infrastructure through the COVID Shutdown*
- *MERV 13, HEPA & UVC: What did Buildings do During this Pandemic and How to Make your Buildings More Resilient for the Next Outbreak*
- *Avoid the Headlines! Today's Top 10 Security Best Practices for Controls*
- *BAS Best Practices for O&M Success*

In addition to updates from Society leaders and awards presentations, here are some additional conference features:

- Early morning and evening sessions to accommodate attendee time zones from across the globe
- Keynote Speaker, Stephanie Taylor, M.D., presenting “Buildings are Our Best Medicine”
- Small group, interactive sessions to facilitate discussions, including:
 - *Forums*: Forums will be held for attendees to hold discussions to promote a free exchange of ideas.
 - *Meet Ups*: Meet Ups provide an outlet for small group of people who wish to meet “face-to-face” during the conference to engage in casual conversation.
 - *Roundtables*: Roundtables discussions will

be hosted by a moderator on certain topics of interest. Attendees can communicate with one another via their microphone and/or webcam.

- Engaging Student Program with discounted Student Registration rate of \$25.

- Sponsor Technology Demonstrations: New to the ASHRAE Virtual Winter Conference, technology demonstrations will be hosted by sponsoring companies and will provide the opportunity for attendees to join a 30-minute interactive session via Zoom to learn more about conference sponsors' technology. Attendees will be able to interact with and ask questions throughout the session.

- Escape Room: A virtual Escape Room experience will be hosted by the ASHRAE Virtual Winter Conference Host Committee. Attendees may purchase tickets through their registration for \$10.

- Virtual Tours: Attendees can take virtual tours of the new ASHRAE Global Headquarters building and Chicago's STACK Infrastructure Data Center.

- Closing Performance from the Psychometrics: Attendees can wind down with a performance from ASHRAE's musical group, The Psychometrics.

The cost to attend the virtual conference is \$249 for ASHRAE members (\$479 for non-members, which includes an annual ASHRAE membership). Company registration packages are also available for groups of 3 or more. Registrants will receive:

- Scheduled live video chat sessions with speakers from on-demand conference paper sessions
- Downloadable copies of all conference papers
- PDHs, LEED AP credits and AIA learning units available
- Access to 120+ technical sessions for 18 months
- Updates from ASHRAE Society leaders
- Virtual networking events and sponsor kiosks

To learn more about the 2021 ASHRAE Virtual Winter Conference and to register, visit ashrae.org/2021Winter.

ASHRAE Epidemic Task Force Releases Core Recommendations for Reducing Airborne Infectious Aerosol Exposure and Communities of Faith Building Guidance

Atlanta – The ASHRAE Epidemic Task Force has released new guidance to address control of airborne infectious aerosol exposure and recommendations for communities of faith buildings.

An infectious aerosol is a suspension in air of fine particles or droplets containing pathogens such as the SARS-CoV-2 virus that can cause infections when inhaled. They can be produced by breathing, talking, sneezing and other as well as by flushing toilets and by certain medical and dental procedures.

ASHRAE's Core Recommendations for Reducing Airborne Infectious Aerosol Exposure concisely summarize the main points found in the detailed guidance documents produced by the ASHRAE Epidemic Task Force. They are based on the concept that ventilation, filtration and air cleaners can be combined flexibly to achieve exposure reduction goals subject to constraints that may include comfort, energy use and costs.

“This guidance outlines a clear approach for lessening

the risk of infectious aerosol exposure for building occupants that can be applied in a wide range of applications, from homes to offices to mobile environments such as vehicles and ships,” said William Bahnfleth, ASHRAE Epidemic Task Force chair. “ASHRAE's Core Recommendations are based on an equivalent clean air supply approach that allows the effects of filters, air cleaners, and other removal mechanisms to be added together to achieve an exposure reduction target.”

Specific recommendations include the following:

- Public Health Guidance
 - Follow all regulatory and statutory requirements and recommendations.
- Ventilation, Filtration, Air Cleaning
 - Outdoor airflow rates guidance for ventilation as specified by applicable codes and standards.
 - Recommendations on filters and air cleaners that achieve MERV 13 or better levels of performance.
 - Air cleaners usage.
 - Control options that provide desired exposure reduction while minimizing associated energy penalties.
 - Air Distribution
 - Promote the mixing of space air.
- HVAC System Operation
 - Maintain temperature and humidity design set points.
 - Maintain equivalent clean air supply required for design occupancy.
 - Operate systems for a time required to achieve three air changes of equivalent clean air supply.
 - Limit re-entry of contaminated air.
- System Commissioning
 - Verify that HVAC systems are functioning as designed.

The task force's Communities of Faith Buildings guidance offers recommendations on conducting worship services under epidemic conditions.

“The intent of the Communities of Faith guidance is to offer those who operate and care for buildings used for worship a plan for implementing short- and long-term HVAC strategies to reduce the possibilities of transmission of the SARS-CoV-2 virus. The document also helps communities move toward a new ‘normal’ operation after this public health emergency nears an end,” said Rick Karg, ASHRAE Epidemic Task Force member.

Recommendations for Communities of Faith include the following:

Identify HVAC system characteristics. Compile and review operation and maintenance manuals and schedules.

Verify HVAC systems are well maintained and operating as intended. For maintenance, follow the requirements of ASHRAE Standard 180 - 2018, Standard Practice for the Inspection and Maintenance of Commercial HVAC Systems.

Consider PPE when maintaining HVAC systems including filters, coils and drain pans.

Operate HVAC systems, if present, with system fan set to run continuously when building is occupied for services or cleaning.

Operate the system for a time required to achieve three equivalent air changes of outdoor air (effect of outdoor air, filtration and air cleaners) before the first daily occupancy and between occupied periods, if appropriate. Three equivalent air changes can be calculated using ASHRAE's Building Readiness Guide.

To view the complete ASHRAE Core Recommendations For Reducing Airborne Infectious Aerosol Exposure and Communities of Faith Building guidance, visit ashrae.org/COVID-19.



JOHNSON SUPPLY

Your Trusted HVACR Distributor Since 1953



**CALL US TODAY
TOLL FREE
1(800) 833-5455**

Allen, TX
1307 North Watters Rd.
Suite 100
p: 469-270-5900

Austin, TX
9416 Neils Thompson
Suite 100
p: 512-977-0100

Beaumont, TX
1110 Gulf St.
p: 409-838-5251

Bryan, TX
2616 South College
p: 979-775-5554

Carrollton, TX
1401 Valwood Parkway
p: 972-277-9300

Clute, TX
406 S Brazosport Blvd.
p: 979-265-0466

Corpus Christi, TX
1248 South Padre Island Dr.
p: 361-808-9675

Fort Worth, TX
524 N. Beach Street
p: 817-834-9675

Garland, TX
1036 South Jupiter
Suite 300
p: 972-494-0148

Houston, TX
3511 Jensen Drive
p: 713-869-3700

Houston, TX
6630 Roxburgh Drive
Suite 100
p: 713-849-2030

Houston, TX
10151 Stella Link
p: 713-830-2499

Houston, TX
3930 Stoney Brook
p: 713-781-1100

Humble, TX
1515 East 1st Street
p: 281-548-0600

Huntsville, TX
676 IH 45 S
p: 936-291-6818

Lafayette, LA
4002 Cameron St.
p: 337-232-9862

Lake Charles, LA
2501 Ryan Street
p: 337-433-7100

Pasadena, TX
3230 E. Pasadena Fwy
p: 713-477-0562

Pharr, TX
801 Mozell
p: 956-702-3445

San Antonio, TX
1050 Arion Parkway
Suite 106
p: 210-495-9675

Stafford, TX
13255-B Murphy Road
p: 281-499-9000

Waco, TX
600 Esther
p: 254-755-7333

Webster, TX
611 North Texas Ave.
p: 281-338-6638

Spring, TX
604 Spring Hill Road
Suite 170
p: 281-872-3454

call or text phone numbers listed

JOHNSON SUPPLY is a proud supplier of:

ALLIED
Commercial

ARMSTRONG
AIR
The Professional's Choice

Ducane
AIR CONDITIONING
AND HEATING

magic-pak



JOHNSON SUPPLY Dealer Program Benefits

- Industry's Best Residential and Commercial Rebate Program
- Attractive Co-Op Incentive
- No Hassle Homeowner Financing and Instant Rebate Program

For more information



visit johnsonsupply.com



DUST FREE®

BREATHE THE DIFFERENCE.

IAQ3

THE INDOOR AIR QUALITY STRATEGY

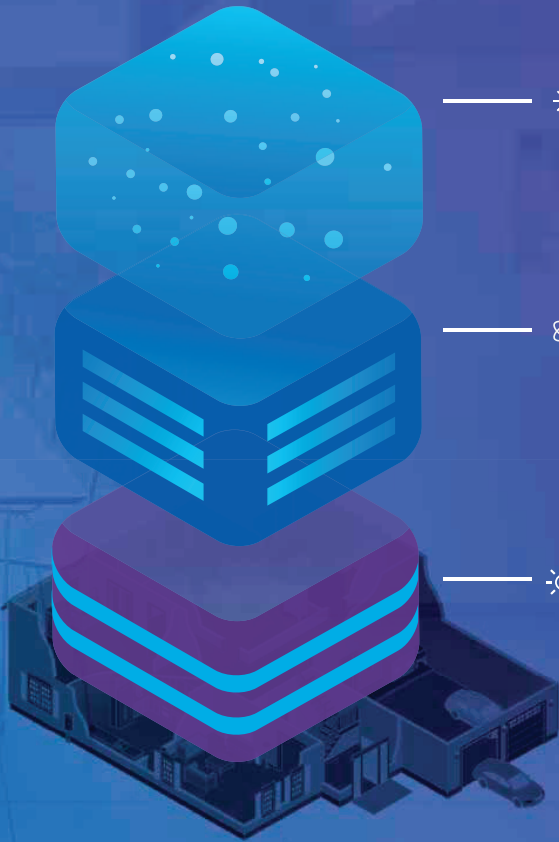
The IAQ3 platform integrates three levels of air quality products, each increasing the overall air quality of the space. The result is a dynamic air quality management strategy that provides a complete IAQ solution, custom-tailored to your specific needs.

THE IAQ3 PLATFORM OF PRODUCTS IS CAREFULLY DESIGNED TO MEET THE FULL SPECTRUM OF INDOOR AIR QUALITY DEMANDS IN TODAY’S HOMES.

THE FULL LINE OF IAQ3 AIR QUALITY MANAGEMENT PRODUCTS

Each product works together to build the filtration, sterilization, and purification components of the IAQ3 platform, and delivering a total indoor air quality solution.

✱ DF MAC-13	⦿ DF ACTIVE	☀ LIGHTSTICK PLUS
✱ DF MAC-11	⦿ DF CARBON	☀ LIGHTSTICK, MINISTICK, VERSALIGHT, ULTRA-FLEX, 4XTREME, XL
✱ ELECTROSTATIC AIR FILTERS	⦿ MICROPURE	☀ NOMAD, NOMAD 2



- FILTRATION**
Remove symptom causing dust, pollen, mold, and dander, as air circulates through your central air system.
- PURIFICATION**
Total home active air purification using next generation technologies to neutralize indoor air pollutants such as odors, vocs, and bacteria.
- STERILIZATION**
Germicidal UV lights work 24/7 reducing biological contaminants at the HVAC system level. Even when your HVAC system isn't running.

WHOLE HOME DUCT MOUNTED AIR PURIFIERS



Dust Free®'s Active Air Purifier utilizes **ionic oxidation technology plus negative ionization** to target poor indoor air quality in the home.

- Dual active air purification technologies provide a complete IAQ solution for your home.
- Reduces particulate matter such as dust and dander by improving the performance of your existing filtration system.
- Innovative carbon fiber brushes increase ion production.
- Effective against biological growth, bacteria, odors, VOC's, and more, in the air and on surfaces.
- Expanded range ballast for increased electrical reliability.
- Auxiliary power port to power an additional 24V Germicidal UV-C light allowing to easily add an additional UV light to any HVAC system.

GERMICIDAL UV



BEST IN CLASS
UV TECHNOLOGY

DUST FREE® LIGHTSTICK & LIGHTSTICK PLUS

REDESIGNED FROM THE GROUND UP, THE NEW GENERATION LIGHTSTICK AND LIGHTSTICK PLUS OFFERS THE HIGHEST UV-C OUTPUT COMPARED TO ALL OTHER 24V UV FIXTURES. BETTER AT OPTIMIZING INDOOR AIR QUALITY BY FIGHTING MOLD AND BACTERIA GROWTH ON HVAC COILS THAN EVER BEFORE.

- Germicidal UV light works with your home's filtration system 24/7 to optimize indoor air quality by fighting mold and bacteria growth on your systems coil. The Lightstick family utilizes low mercury lamps that are good for the environment and provide high ambient temperature operation.
- Highest UV-C output compared to all other 24V UV fixtures.
- Fights mold and bacteria growth for optimal coil purification.
- 100% ozone free and uses low mercury lamps.
- Works with your air filter 24/7 to disinfect cooling coils, drain pans, and duct surfaces.
- Highest quality components the industry has ever seen.
- Comprehensive HALT testing for improved reliability.

HIGH EFFICIENCY MEDIA AIR CLEANERS



DUST FREE® MAC 13

The Dust Free® MAC™ 13 is not only effective in reducing household dust, mold, and other allergens, carbon filter technology absorbs more odors and Volatile Organic Compounds than traditional filter media.

- MERV 13 carbon filter
- Captures dust, pollen, dander, and other common indoor pollutants
- Effective against odors, smoke, and VOC's
- Lowest pressure drop MERV 13 filter at 0.24" w.c.

DUST FREE® MAC 11

The Dust Free® MAC™ 11 is effective in reducing household dust, pollen, and other allergens 100 times more effective than traditional filter media.

- MERV 11 high-efficiency filter
- Captures dust, pollen, dander, and other common indoor pollutants

Product News

The Dust Free® Active Air Purifier



The Dust Free® Active Air Purifier is a compact, duct mounted, air purifier that is effective at reducing dust, dander, VOC's, germs, odors and other allergens, from the indoor air. The Dust Free® Active Air Purifier utilizes ionic oxidation, negative ionization, and UV-C light to clean the air and surfaces. Installed into the supply plenum of your HVAC system, the Dust Free® Active Air Purifier's environmentally-friendly oxidizers and negative ionization system safely and effectively cleans the air in your home.

FEATURES

- Dual active air purification technologies provide a complete IAQ

solution for your home.

- Reduces particulate matter such as dust and dander by improving the performance of your existing filtration system.
- Innovative carbon fiber brushes increase ion production.
- Effective against biological growth, bacteria, odors, VOC's, and more, in the air and on surfaces.
- Expanded range ballast for increased electrical reliability.
- Auxiliary power port to power an additional 24V Germicidal UV-C light allowing to easily add an additional UV light to any HVAC system.
- Highest quality construction.

SPECIFICATIONS

Dimensions: 6.5"Hx6"W (6" and 12" Lengths)

Electrical: 24V, 50/60Hz. Expanded range ballast 20V-32V. 3000V surge protection

Weight: Approximately 3 lbs.

Core: Active matrix.

Warranty: 7-yr power supply. 2-yr lamp.

The Dust Free® Lightstick Plus UV

Dust Free's LightStick Plus UV has been redesigned from the ground up using the highest quality components the industry has ever seen. Its professionally engineered injection molded thermoplastic co-polymer high strength ballast design and comprehensive HALT testing provide improved reliability. Designed for any residential system.

- Works in conjunction with your air filter 24/7 to disinfect cooling coils, drain pans, and duct surfaces
- Fights mold and bacteria growth for optimal coil purification
- 24V power module
- Expanded range ballast operates over a range of 20V to 32V and offers 3000V surge protection
- Direct Connect™ custom design allows lamp to be installed directly in A-coil delta plate for optimal UV exposure.
- Custom magnetic bracket offer remote mount capability

- Quick disconnect lamp connection enables easy lamp replacement
- PuriFi compatible for real time lamp status alerts (Patent Pending)

SPECIFICATIONS

Dimensions: 4.75"L x 3.16"W x 1.75"H

Bracket: 3.5"L x 2.25"W x 3.5"H

Electrical: 24V (Expanded Range

Ballast: 20V-32V), 50/60HZ. 1.4A. 3000V Surge Protection. 3-FT Power Cord. 4-FT Lamp Cord.

Weight: 2 lbs.

Lamp: 15" length 18,000-hour life Ozone free

Humidity: Water Resistance Lamp

Warranty: 7-year on power module. 2-yr lamp.



The Dust Free® Media Air Cleaner

The Dust Free media air cleaner cabinet is designed to capture a significant amount of airborne particles. The cabinets are sold with MERV 13 carbon filter media. Dust Free media filter cabinets can be installed in all forced warm air furnaces and cooling systems up to 5 tons (2000 CFM).

FEATURES

- MERV 13 carbon filter
- Lowest pressure drop MERV 13 filter at 0.24" w.c.
- Sized for air handlers and furnaces
- Easy filter size identification
- Quick filter media replacement
- Painted steel cabinet
- Positive seal gasket material included
- Two-stage filter seal on cabinet door
- Minimal air leakage design

FILTER MEDIA

MERV 13 carbon media. Our pleated design has greater

media capacity than non-pleated filters.

TEMPERATURE RATING

-40° to 140° F (-40° to +60° C).



BEST IN CLASS

Dust Free's Media Air Cleaners utilize a best in class MERV 13 carbon filter that traps 100 times more airborne particles than traditional disposable fiberglass filters.



Preferred HVAC Services Provider of University of Texas Athletics

The indoor air we breathe contains millions of particles- most are impossible to see. Usually, several products must be used to filter, purify and sterilize to provide clean air. The Hill Country Pro Dust Free Air Purification System can retrofit any HVAC system to be an active air purification system.

Hill Country Pro HVAC installed the Dust Free Air Purification system at DKR-Texas Memorial Stadium for Texas Athletics in the Summer of 2020. In addition to air purification, the Dust Free Air Purification system provides an active combatant to COVID-19 and other viruses, as well as allergens.

Arthur Johnson, Executive Senior Associate Athletic Director at the University of Texas, stated, "The air purification system installed was an all-in-one solution to ensure our students, staff, and visitors to the athletic facility are working and working out in a clean air environment."

The installation at UT Athletics covered locker rooms, physical training rooms, equipment rooms and weight rooms. Michael

Rodriguez, Technical Trade Supervisor for University of Texas Athletic Facilities, stated, "Within days we noticed the clean air smell in our locker rooms and equipment rooms. These are locations in our facility that have some of the most pungent odors."

Hill Country Pro HVAC, DBA Gemini Mechanical, was able to install the University's units during business hours working around staff and student-athletes with no disruption to the athletic department's operations. Mike Rodriguez commended the efforts by Hill Country Pro to stay unnoticed and flexible to the schedule of Texas Athletics. "We had them moving from location to location in order to minimize the disruption of practice schedules. The technicians installed quickly, quietly, and cleanly," he said.

Hill Country Pro HVAC, DBA Gemini Mechanical, is proud to serve the Austin area for 20 years and to be the Preferred HVAC Services Provider of Texas Athletics. We look forward to making you a fan of our business.

Building a Forecast for Fun and Profit

Imagine being the captain of a supertanker full of half a million barrels of oil. You have been given the job of taking the cargo from a terminal in the Persian Gulf to the refineries in Houston, Texas. How do you do the job?

You plan. You consult your maps and weather forecasts and satellite images and have the ship's navigator chart a course that takes you and the cargo to the destination safely and on time.

What if you did not chart a good course? You might end up like the Exxon Valdez! You might lose the cargo, even the ship. That would probably cost you your job!

So why is it in business that most HVAC contractors don't do a forecast before they set sail on the next fiscal year? A forecast gives you a chance to spot the reefs,

avoid the shallows, and dodge bad weather. In non-poetic terms, it helps you plan work flow, adjust the work force in a timely manner, and assure strong cash flows year round.

Doing a forecast is not as difficult as it used to be, especially in this day of computers. Begin by doing a historical analysis of your sales by month. Take your monthly sales over the last three years and compute a weighted average for each month.

A weighted average means you take the oldest data (3 years ago) and multiply it by 1; then take the next oldest data (2 years ago) and multiply it by 2; and take last year's data and multiply it by 3. Add the three results together and divide that result by 6 (the sum of the weighting factors). This method gives more weight

to your more recent activity. Once you know what each weighted month is, add them up for a weighted year, and then figure what percentage of the year each month is.

Next step—look at your P&L and sort each account into one of two buckets: fixed, or variable.

Fixed items are those that are not tied to sales activity. Examples include rent, insurance premiums, depreciation, office salaries, management salaries, interest expense, and so on-- any account that is more or less the same amount of money each month.

Variable items are those that tend to move up and down with sales volume. This includes material, labor, subcontracts, freight, postage, fuel and vehicle maintenance, and even advertising.

Next, take a sheet of paper (or a blank spreadsheet on your computer) and set up 14 columns. The first column is for the account titles; the next 12 are for the months of your fiscal year; and the 14th is for the total for each line.

In the first column, write the title of each account on your P&L—Sales, Labor, Materials, Office Wages, Rent, and so on.

For all fixed items, take last year's total dollars and ask yourself how much this number will change in the coming year. Unless the rent goes up, or your insurance premiums change, or you give your office help a raise, most of these items won't change much from last year. For those that do, estimate the total for the coming year. Then divide each amount by 12 and enter that figure in the 12 monthly

columns, adding them up for column 14. (Example: Rent will be \$12,000 next year. Divide by 12 to get \$1,000 a month, which goes in each of the 12 monthly columns, and put \$12,000 in column 14.)

For the variable items, it is a little trickier. Like the fixed items, you want to estimate where you will end up next year—an increase in the amount, a drop in the amount, and so on. Once you have next year's totals figured out, multiply each item by the percentage of sales for each of the months. (Example: You estimate labor to come in at \$220,000. Your first month is normally 5.2% of your year, so for the first month column, you would enter \$220,000 x 5.2%, or \$11,440.) Do this for each account all the way across the page, and total the months in column 14.



Richard Harshaw

Finally, do the standard P&L calculation—Sales less Cost of Sales is Gross Margin. From this, subtract Overhead to get Net Margin. If it is positive, great! Now, go make it happen. If it is negative, say, "Oh rats!" and make some changes until you get a profit (at least on paper).

Then, as the year progresses, compare each month's numbers from the P&L to your forecast to see if you are on track to win or lose. You'll know by May if you are on a good track or not, and if not, you have 7 months to fix it, or find someone to sell the business to.

GET MORE APPROVALS

From great credit to challenging credit, FTL is here for your homeowners. It's time to close more sales with zero dealer fees. We make financing easy for you and your customers.




Register online at FTLFinance.com/actoday or call 800.981.9032





CONSTRUCTION DATA



TEXAS HVAC/R TEST PREPARATION

3 DAY LIVE INSTRUCTED SCHEDULE

IRVING	Mar 4 - 6
HOUSTON	Apr 8 - 10
IRVING	Apr 29 - May 1

HELPING TEXANS SUCCEED FOR OVER 20 YEARS

888-500-PASS

www.constructiondatainc.com



MORSCO

HVAC SUPPLY

Comfortmaker®

Air Conditioning & Heating

Confident comfort that's effortless.

The Ion™ System Control puts you in command of premium comfort by unlocking the full potential of your Comfortmaker® communicating variable-speed home comfort system. The Ion System Control combines advanced touchscreen performance with the convenience of remote access via Wi-Fi®. Add an Ion Zoning System* to control your comfort room-by-room throughout your home. It's never been simpler or more convenient to enjoy maximum performance and energy savings.

*Ion Zoning System is only available with Comfortmaker® communicating, modulating gas furnaces and communicating, variable-speed fan coils when connected to the Ion System Control. Wi-Fi® is a registered trademark of the Wi-Fi Alliance Corporation.

ion

SYSTEM CONTROL



Your local MORSCO HVAC Supply has the parts and service you need to get the job done. Our fully-stocked locations and knowledgeable staff get you in and out and back on the job. Count on MORSCO HVAC Supply for the supplies you need when you need them.

To find your local branch, call (877) 709.2227 or visit morscohvacsupply.com.

www.morscohvacsupply.com

We Have a WiFi Thermostat for Every Budget and Every Application.



From our **Explorer® Mini**, the smallest and most affordable WiFi thermostat on the market, to our premium **Explorer**, offering unmatched flexibility with even a model designed just for classrooms, to our award-winning **ColorTouch®**, Venstar has the right solution for you. No matter what line you choose, users can control their thermostats anytime, anywhere with our free **Skyport® Mobile App**. And our free **Skyport Web App** unlocks multiple features, including 365-day programming, global changes, geofencing, runtime graphs and temperature-alert notifications. Our ultra low-power **WiFi Mini Temperature Sensor** provides even more visibility as it remotely monitors indoor and outdoor temperatures. With its long battery life, you'll always have complete climate control. All Venstar connected thermostats have a local API to work with most automation systems, plus they are compatible with Amazon Alexa and Google Assistant.



At work, school, or home, WiFi technology has never been more flexible or affordable.



VENSTAR®
www.venstar.com



Find Venstar products at the HVACR distributor below.



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

It's On My Heart: Keep the team motivated!

Just had a fun couple of mornings in meetings with Lou Hobaica. Yes, that Lou (You'll Likea Hobaica), President of Hobaica Services located in lovely Phoenix, AZ. Lou has grown a hvac business into a conglomerate, they now do HVAC, Plumbing, Electrical, Security and Wine Cellars. Wine Cellars, is that really a market? Lou's largest one was larger than most homes, in the middle of a home that was the size of a small Walmart. So in his case, yes, that is a market.

Back to what Lou does, and what this article is all about. We just went thru a really tough year, and while many of us had business increases, we still have some opportunities. Our team is getting tired of: Netflix, ordering out, MASKS!, gloves, sanitizer, no hugs, no handshakes, list is a long one. So how do we keep the team motivated, encouraged, and striving to hit new higher goals and better productivity?

Lou has always started his meetings with the Hobaica cheer: I'm Alive, I'm Awake, I feel great! Gotta move those hips with each segment. I even found a YouTube video of him in the hospital, IV in place, doing the Hobaica Cheer! He admits it is an unusual way to start a meeting, but he also stands on the fact that what comes out of our mouths gets turned into action. Does it three times, sometimes he picks someone to lead the cheer from the front of the room. Amazing, he led our meetings in Phoenix and Tucson with

that cheer, and everyone stood up and followed his lead. I was impressed, had hear about the cheer, even saw it at his place before, but this was a group he had never met before and he is leading them in a loud, expressive cheer. And they got engaged, sat up straight, listened to his story.

I have mentioned how he got into the biz in an earlier newsletter but want to share some other things he does to strengthen his team; help keep them motivated. He has a message on YouTube on Likability. How important it is to encourage the people we are around, to have a positive attitude, smile, respond with pleasant thoughts/words/actions even when the other person is not positive, in fact, it is even more important when they are frustrated, unhappy and/or mad. He says to compliment others and listen carefully. How often do we listen, actively listen to the people around us? In many cases, we are busy planning our next statement, plotting our own course, and miss a key comment by the customer or co-worker, or even the person we find in the marketplace. It is rare to listen with intent to discover needs, wants and what the other person is thinking, it takes effort. Lou's message is this: your likability has a lot to do with how someone is going to feel about you, trust you, do business with you.

His meetings are lively, he has face fans made up with each employee's photo, they put them on to award members who

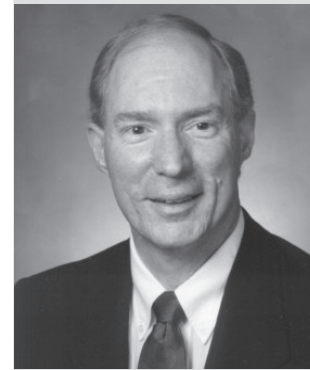
go above and beyond. He gives out financial incentives for those who met goals or set new bar heights. Lots of interaction, and fun as well. Lou is a patriot, they all wear red shirts on Friday to honor members of the military, Lou gave out American Flag pins to each one of us in the meetings, he had one on his shirt when he arrived. He gives back to the community, his son Andy set up a charity years ago, One Bag At A Time. They do an event each month downtown for the homeless, they give out food, water, clothing, even have a barber to trim folks up. He gives out items to several hundred each month, may be thousands, Lou will probably let me know if this is not accurate.

What are you doing to improve moral this year? Some of our members have "fun events" during the summer, take a break when they are really busy to do something different, fishing, golf, bowling, you get the idea. These events help build a team, where a member will want to stay even if he or she is given an offer from a competitor at dollars more/hour. Realize today you have to do these things carefully, not always possible to get everyone together. So here is what Matt Michel, the President of Service Nation is doing these days. Every day since early March Matt has posted on our inner office messaging system a couple of things. First he has a video that is inspirational in nature, a motivational message, even a story of someone overcoming

a struggle life has put in their path. Then Matt asks us how that applies to our lives, when did we feel let down, depressed, left out, and how did we get past that, what tools did we use to handle those moments. Or, if it applies, when did we feel uplifted and successful even when facing opportunities that would set us back. He asked us to share what we are looking forward to this week, the responses will amaze you. We have gotten closer as a team because we have heard how some of us got thru a medical crisis, a relationship problem, a job change and actually came out better for the experience.

So this year, commit to your employees, your team. Be sure they know you have their back, and do something different to help them stay connected to your company.

Thanks, and we will talk later.



Jim Hinshaw

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

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

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

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

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

And now as an AUTHOR: "For those who might be interested, he has a collection of writings from the last 10 years. Stories of how one person can ruin a relationship with a customer, and how one can repair it! Stories of the loss of service in America, and how you can improve customer service today. Go to the following link for full details on how to make this collection yours!"

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

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

UNITED SUPPLY HVAC WHOLESALER SERVING THE INDUSTRY FOR 33 YEARS

ONE STOP DOES IT ALL!



**Proudly offering all sizes
of ASPEN COILS**



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

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



**Call, stop in,
or visit us
online today!**

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

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

GREE Top Gun Training Competition

Tradewinds Climate Systems, Doral FL- GREE mini splits will be conducting an 8 week-long GREE TOP GUN Training Competition beginning the week of February 28, 2021. Competitors will earn points by successfully completing

troubleshooting tasks related to the GREE mini split product utilizing 2D and 3D simulations created by Interplay Learning of Austin TX. The competition is open to all independent, licensed HVAC installers and technicians in the United

States. First, second and third place prizes will be awarded each week with the overall GREE TOP GUN troubleshooter winning a complete GREE Sapphire 12K system. You can learn all about the competition at www.GREetraining.com

Rees Scholarship Foundation Awards \$83,000 to Aid Aspiring HVACR Technicians

Arlington, Va. – The Clifford H. “Ted” Rees, Jr. Scholarship Foundation, a 501(c)(3) charitable foundation of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) and the Air Conditioning Contractors of America (ACCA), today announced scholarship awards totaling \$83,000 to 44 students, including five military veterans, studying to become technicians in the HVACR and water heating industry.

“Each year, the Foundation provides aid to these aspiring technicians, helping to promote careers in the industry and fill good-paying jobs that cannot be outsourced,” said AHRI President and CEO Stephen Yurek. “We are pleased to award scholarships to these qualified and dedicated students, and we look forward to welcoming them into the industry.”

“Workforce development is a major priority for ACCA, and we’re pleased to work with the Rees Scholarship Foundation and AHRI to help recruit financial support for deserving individuals,” said Barton James, ACCA President and CEO. “It is our responsibility as an industry to continue to support and encourage careers in the skilled trades, and it starts with training and education.”

HVACR and Water Heating Technician Program Recipients (IN OUR REGION):

Alejandro Alvarez, Tyler Junior College, Tyler, TX

Samuel Alvarez, Tulsa Technology Center, Tulsa, OK

Steven Bryant, Tulsa Technology Center, Tulsa, OK

Eric Harris, Tulsa Technology Center, Tulsa, OK

Jeffrey Holtzclaw, Tyler Junior College, Tyler, TX

Robert Hunt, Tyler Junior College, Tyler, TX

Alexander Spicer, Tulsa Technology Center, Tulsa, OK

Nicholas Telemchuk, Tulsa Technology Center, Tulsa, OK

SkillsUSA Program Recipients:

Elijah Smart, Texas State Technical College, Waco, TX

Since the Rees Scholarship Foundation was founded in 2003, it has awarded more than \$1 million in scholarships to 643 deserving students and instructors.

AHRI Applauds Inclusion of HFC Reduction Language in Omnibus Bill

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today expressed its gratitude to House and Senate negotiators who included language in the just-passed Omnibus bill to bring about a national phasedown of HFC refrigerants. Particular appreciation also is due to Sens. John Kennedy (R-La.), Tom Carper (D-Del.), and John Barrasso (R-Wyo.) as well as Reps. Frank Pallone (D-NJ), Pete Olson (R-Tex.), and Paul Tonko (D-N.Y.) for their tireless efforts to see this bipartisan initiative through to completion.

The language included in the bill would bring about a national phase down of a class of refrigerants known as hydrofluorocarbons (HFCs) and allow for a market- and consumer-friendly transition to new and better performing refrigerants and related products and equipment.

“We are gratified that negotiators included this bipartisan, jobs-promoting language in the Omnibus bill and we are grateful to the Senate and House champions who worked so hard to see it accomplished, and to the House and Senate for passing the bill,” said AHRI President & CEO Stephen Yurek. “Our industry has been working toward this goal for more than 10 years and it is very exciting to see our vision of an HFC phasedown reach the home stretch. We are hopeful that President Trump will quickly sign the bill so we can pivot toward implementation.”

According to a 2018 study by Interindustry Forecasting at the University of Maryland (INFORUM), an HFC phasedown will create 33,000 new manufacturing jobs, increase direct manufacturing output by \$12.5 billion, and increase the U.S. share of the global HVACR export market by 25 percent.

Regal Introduces QR Codes on Mounted Bearing Products

Company leverages digital technology in ways that enhance customer interaction with Regal® products

Beloit, Wis — Regal Beloit Corporation, a leading manufacturer of electric motors, electrical motion controls, power generation and power transmission components, today announced it is now putting QR codes on Sealmaster® and Browning® mounted bearings products and bearing boxes including Browning, McGill®, Rollway®, Sealmaster and System Plast®.

Regal customers can use any smartphone to scan this simple, yet effective QR code to gain access to the landing page on regalbeloit.com, which provides:

- Information on how to register Regal bearing products
- Access to product specifications, including all critical dimensions and features, and the Regal 2D and 3D CAD libraries
- Installation and maintenance instructions
- Information on where to buy Regal products
- Instructions on how to download the Regal Power Transmission mobile app

“This is a natural progression of our goal to leverage digital technology to make it easier for Regal customers to quickly find information and improve transactions with our company,” said Ian Rubin, director of marketing — customer experience, Regal. “The Regal Power Transmission Solutions group will expand this effort beyond bearings, working to deploy QR codes on other products. More information on that is to come.”

To learn more, visit www.regalbeloit.com.

In Memory Of Jack Lappeus, Former ACCA San Antonio President & CEO



John “Jack” Leslie Lappeus was born on June 23, 1944 in Union, New York and

he went home on December 24, 2020 in San Antonio, Texas. Jack was adopted by Belford and Dorothy Lappeus and was raised in Engelwood, New Jersey.

In 1984, the Lappeus family moved to San Antonio where they have lived ever since. Jack became data processing manager for Kotzebue Distributing Company. Jack also worked for Comfort Air Engineering and C & J Air Conditioning. In 1990 Jack took on the role as President & CEO of San Antonio Air Conditioning Contractors Association (SAACCA) which later became Air Conditioning Contractors Association San Antonio (ACCA -SA). Jack served in this role for over 18 years, he will always be remembered for his dedication to ACCA and it’s members and elevating the professionalism of the HVAC industry.

PARTNERS WANTED!

ENJOY EXCLUSIVE BENEFITS:

✓ Field Training

✓ Rewards Program

✓ Rebates on Annual Purchases

✓ Savings on All Web Order and OE Touch Purchases

✓ Free Next Day Delivery

✓ Johnstone Field Support

✓ Waived Warranty Processing Fees

✓ And Much More!

Ask a Johnstone Sales Associate for More Details.
Call or Text Us at (713) 868-8967

Shop Online 24/7 at www.JohnstoneSupply.com/39

AMCA International Elects Four to Board of Directors

Arlington Heights, Ill.—

During the general session of its 2020 Annual Meeting, held virtually Dec. 8, Air Movement and Control Association (AMCA) International Inc. elected four new members to its board of directors:

- Jürgen Albig, director, product management, ventilation technology, Ziehl-Abegg SE.

- Charlie Black, director of air-control solutions, Ruskin.

- Asokdas M. Damodaran, managing director, Systemair India.

- Mark Saunders, vice president, sales and marketing, Pottorff.

“This year’s candidates were among the most experienced and diverse I can recall,” AMCA International Executive Director Mark Stevens said. “All will be wonderful contributors to the board of directors and demonstrate the quality and commitment of our membership and their leaders.”

The term for each seat on the AMCA International board is three years. Albig’s, Black’s, Damodaran’s, and Saunders’ terms will expire in October 2023.

EVAPCO Announces Price Increase, Effective February 1, 2021

Taneytown, MD-based EVAPCO, Inc. has announced a price increase of up to 8 percent affecting all product lines, effective February 1, 2021. For more information, please contact your local EVAPCO representative.

A-Plus Air Conditioning & Home Solutions Gives Back to the Community

Austin, Texas - A-Plus Air Conditioning & Home Solutions, along with Lennox Industries & Jewish Family Services, has donated and installed a new, complete Lennox HVAC system to a member of our community who has been a victim of the Covid-19 layoffs.

Recently, Jewish Family

Services reached out to Stephanie Yamin with A-Plus Air Conditioning & Home Solutions, an HVAC, home repair and remodel company, to help a member of our community that unfortunately lost their job due to the Covid-19 pandemic. Unfortunately, their AC system stopped working and could not be repaired. A-Plus is proud

to have partnered with Lennox Industries and the Jewish Family Services to donate and install a new Lennox heat pump system at no cost to the recipient.

A-Plus Air Conditioning & Home Solutions is a locally owned and operated Home Repair, Home Remodeling and HVAC Company, serving the Austin area since 1977.



Century® HVAC EQUIPMENT

CORPORATE HEADQUARTERS

NORTH HOUSTON -

51 ESPLANADE, SUITE 100
HOUSTON, TX 77060
P: 281-445-3237 F: 281-445-3242

STORE HOURS

M-F 6AM-5PM
SA 8AM-12PM

NORTHWEST HOUSTON -

7875 NORTHCOURT ROAD, SUITE 200
HOUSTON, TX 77040
P: 713-996-9227 F: 713-996-7014

STORE HOURS

M-F 6AM-5PM
SA 8AM-12PM

LA PORTE -

11810 FAIRMONT PKWY., SUITE 300
LA PORTE, TX 77571
P: 281-474-9227 F: 281-474-9226

STORE HOURS

M-F 6:30AM-5PM
SA 8AM-12PM

AUSTIN -

2222 W RUNDBERG LN BUILDING 3
SUITE 500
AUSTIN, TX 78758
P: 512-491-9227 F: 512-491-9239

STORE HOURS

M-F 6:30AM-5PM
SA 8AM-12PM

CORPUS CHRISTI -

5002 OLD BROWNSVILLE RD.
CORPUS CHRISTI, TX 78405
P: 361-850-9227 F: 361-814-9455

STORE HOURS

M-F 6:30AM-5PM
SA 8AM-12PM

**Texas's Premier HVAC
Wholesale Supplier**



www.coastalhvacsupply.com

MARS®
Delivering Confidence

Johnson Controls Named “IoT Partner Ecosystem of the Year” in 2021 IoT Breakthrough Awards

Cork, Ireland — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, was awarded “IoT Partner Ecosystem of the Year” in the 2021 IoT Breakthrough Awards. The company was honored for its OpenBlue digital platform and extensive work implementing a network of OpenBlue Innovation Centers around the world. Both are part of Johnson Controls’ commitment to deliver healthy people, healthy places and a healthy planet.

“We feel extremely honored that our OpenBlue digital strategy is being recognized for reimagining how artificial intelligence and machine learning can enhance building ecosystems by delivering a new level of security, comfort and efficiency,” said Mike Ellis, executive vice president and chief customer & digital officer at Johnson Controls. “Our OpenBlue innovation centers as well as our OpenBlue platform mark the beginning of our collaboration with leading companies to develop breakthrough technologies that foster a more sustainable future for generations to come.”

This is the third consecutive year Johnson Controls won an IoT Breakthrough Award. The awards program is devoted to honoring excellence in Internet-of-Things (IoT) technologies, services, companies and products. The company was named “Overall IoT Company of the Year” and “IoT Innovator of the Year”, in 2020 and 2019 respectively.

“Our goal is to deliver the most comprehensive analysis of the IoT industry each year. With over 3,850 nominations from all over the world, the industry evaluation was broad and extremely competitive for the 2021 program,” said James Johnson,

managing director, IoT Breakthrough Awards. “Once again, Johnson Controls rose to the top as a leader in advanced digital solutions that enhance performance, reliability, safety and energy use for buildings and its occupants.”

Johnson Controls has nine OpenBlue innovation centers around the world in Milwaukee, Wisconsin; Boca Raton, Florida; Cranston, Rhode Island; Birmingham, Alabama; Cork, Ireland; San Jose, Costa Rica; Wuxi, China; Singapore and Pune, India. These centers are designed to accelerate the reinvention of the building landscape, creating dynamic smart facilities that help businesses meet their sustainability commitments, while delivering healthy places, enriched experiences and cost savings.

Johnson Controls has already formed partnerships with major organizations and recently announced a global collaboration with Microsoft to digitally transform how buildings and spaces are conceived, built and managed through the integration of their Digital Twin technologies and OpenBlue platform.

In addition, the company recently opened its Singapore OpenBlue innovation center at the National University of Singapore. The facility serves as a “living laboratory” where occupants interact with a variety of connected solutions designed to improve productivity, deliver safe and respectful security, boost well-being and increase sustainability. These solutions are driven by advanced technologies including artificial intelligence and machine learning – meeting future demands for healthy people, healthy places and a healthy planet.

To learn more about OpenBlue and our innovation centers, please visit: <https://www.johnsoncontrols.com/openblue>

Nu-Calgon Launches New Line of Sealants

St. Louis, MO – Nu-Calgon has launched NuLock™, a new family of anaerobic-based products designed for metal fastener thread locking and sealing



in the HVACR market. NuLock products can be used on flare fittings to improve seals and thread locking of mechanical fasteners that are usually susceptible to leakage due to vibration.

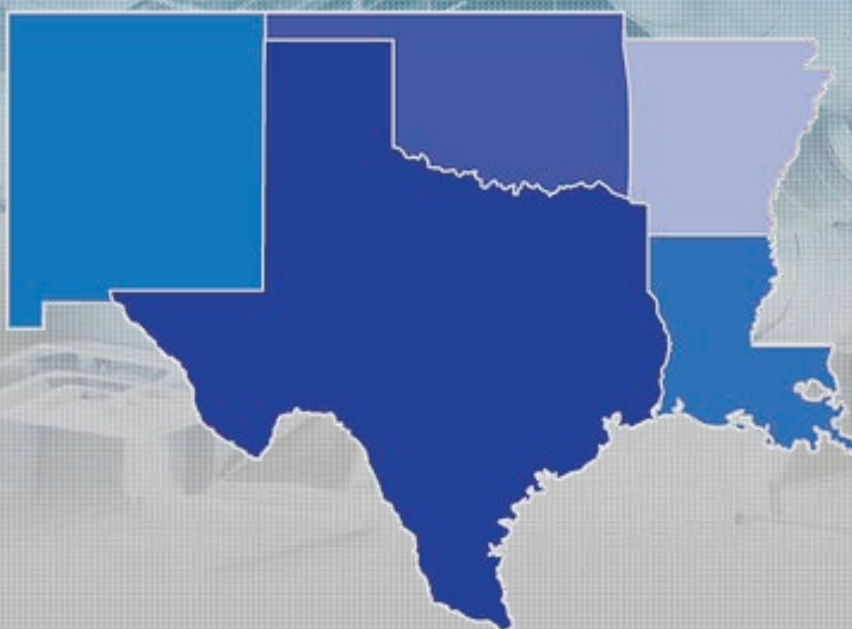
NuLock is available in multiple formulations for different applications:

- 1) A general purpose thread sealant for metal fasteners
- 2) A thread sealant for refrigerant systems
- 3) A thread sealant with PTFE for metal threaded pipes and fittings
- 4) A flange sealant to aid in sealing small gaps on rigid metal faces and flanges

NuLock is ideal for metal pipe thread, flare and compression fittings. The fast-curing NuLock products are quick and easy to apply. All formulations are highly resistant to heat and vibrations, with excellent chemical resistance and corrosion protection.

For over 70 years, Nu-Calgon has been providing quality specialty products for the HVACR market. The company’s complete line of products includes coil cleaners, descalers and refrigeration oils, as well as products for indoor air quality, water treatment, ice machine maintenance and other applications.

Do you want to reach all of the customers in this area in 2021?



Advertise in **Air Conditioning TODAY**

LLACKEY@AC-TODAY.COM | WWW.AC-TODAY.COM/ADVERTISE



New Texas Licensing System Coming Soon

We're excited to announce that we're developing the Texas Licensing System (TLS), a comprehensive licensing system and database that will eventually support all 40 TDLR-regulated professions. TLS will replace the nine different licensing database systems that TDLR currently maintains.

We're excited to announce that the Electricians program will be among the first programs that will move over to TLS when it first rolls out, hopefully at the end of this year.

We can't wait to show off this new system, which will make applying and renewing for TDLR licenses much easier for our licensees.

Can You Apply Or Renew Online? If You Can, You Should

TDLR staffers have been working both remotely and in the office since the beginning of the COVID-19 pandemic, but two departments within TDLR have had to cease operations multiple times because employees were diagnosed with COVID or had to quarantine because of COVID exposures. As a result, processing of mailed-in paper applications and renewals has fallen at least two months behind.

TDLR strongly encourages licensees to renew online using a credit card instead of mailing in a paper form and a check whenever possible, as online renewals are automated and processed within a week of receipt.

Applicants for new licenses should check the TDLR website to see whether their license type allows for original applications to be submitted online. If so, they should apply online and submit documents electronically to help speed up the licensing process.

Air Conditioning and Refrigeration Rule Change, 16 TAC 75.110: Applicable Codes

TDLR has adopted the following applicable codes mentioned in Texas Administrative Code Chapter 75 and Chapter 1302 of the Occupations Code, effective January 1, 2021:

- 2018 International Residential Code;
- 2018 International Mechanical Code;
- 2018 International Fuel Gas Code; and
- 2018 Uniform Mechanical Code.

The 2015 codes remained in effect through December 31, 2020. All air conditioning and refrigeration work permitted or started before January 1, 2021 may be completed in accordance with the 2015 code editions.

Update on Boiler Rules

As we learned in our last edition, the Texas Boiler Law was created after an explosion killed 293 children and adults at the New London School in New London, Texas, in March 1937.

After the explosion, the Texas Legislature passed the Boiler Law and established Administrative Rules to implement the law. The Board of Boiler Rules continually reviews and updates the rules to keep up with advances in technology.

Here are some updates made this year:

- 65.206: Care of Boiler Room became effective September 1, 2020, and mandates that a carbon monoxide (CO) detector with a manual reset be installed in all boiler rooms that contain a boiler or boilers that can produce carbon monoxide. The CO detector is required to be interlocked with the boiler or boilers to disable the boiler's burners when CO levels inside the boiler room rise above 50 parts per million. Furthermore, you are required to calibrate the CO detector at least every 18 months.

NOTE: While this new rule is mandated for all boilers being installed on or after September 1, 2020, you do not have to modify boilers installed before that date to meet this rule; however, modifying those boilers is highly recommended.

- 65.2: Definitions and 65.64: The Extension of Interval between Internal Inspections became effective November 1, 2020. Four new definitions were added, and the updates clarify the process for

requesting and obtaining an extension of the internal inspection on Power Boilers, Unfired Boilers and Process Steam Generators.

- The four new definitions added are:

• Continuous Water Treatment—A verifiable program that controls and limits corrosion and deposits in a boiler.

• Operation—The condition of a boiler in which the energy source is being applied to the boiler.

- Out of Service—The condition of a boiler in which it is neither in operation nor in standby.

• Standby—The condition of a boiler in which the owner or operations has (1) placed the boiler into operation at low fire or (2) can place the boiler into operation with 48 hours' notice.

- Clarification of 65.64 included:

• Expanding the timeframe in which an owner or operator may request an extension of the internal inspection.

• Allowing for boilers in "Standby" to maintain eligibility for an extension of the internal inspection.

• Allowing for boilers to maintain eligibility for an extension of the internal inspection when removed from service for all repairs for up to 15 days.

• Providing guidance to owners and operators on if eligibility is maintained, or how to maintain eligibility for repairs that go over 15 days.

Air Conditioning and Refrigeration Outreach

Inmate education is an important step to reducing recidivism rates nationwide. Numerous Texas Department of Criminal Justice units provide training in the trades through the Windham School District, including in several TDLR-licensed trades and professions.

TDLR provides outreach within the Texas prison system to advise inmates before they become applicants for trade licenses.

During one outreach visit before the coronavirus mitigation restrictions, TDLR's Air Conditioning and Refrigeration Chief Bill Weatherly and Enforcement Prosecutor Trevor Theilen traveled from Austin to Gatesville to speak with the inmates-students from the Texas Department of Criminal Justice Crane & Sycamore units.

"We were very well received by the students and faculty in attendance, with lots of audience questions and participation...especially during Trevor's presentation on criminal background evaluations! The enthusiasm and sense of hope was palpable in the room." – Bill Weatherly, ACR Chief

Learn more about this program and an agreement we recently entered into with the Windham School District, the Texas Department of Criminal Justice and the Texas Workforce Commission.

Recent License Revocations

The licenses below were listed as "Revoked" by TDLR as of the production date of this newsletter. After that date, you can verify the license status online at: <https://www.tdlr.texas.gov/verify.htm>. For more information on each order, you can look at the Safeguarding Consumers page on our website.

Name	Program	Location	License Type
Browning, Johnathan	ELECTRICIANS	Flint	ELC-Journeyman
Blake			Electrician
Davis, Letravis D.	ELECTRICIANS	Arlington	ELC-Electrical Apprentice
De La Cruz, Israel	AIR CONDITIONING & REFRIGERATION	Spring	ACR-Registered AC Technician
Frank, Logan J	AIR CONDITIONING & REFRIGERATION	Odessa	ACR-Registered AC Technician
Garza, Anthony R	ELECTRICIANS	Houston	ELC-Electrical Apprentice
Garza, Antonio Jr.	ELECTRICIANS	Victoria	ELC-Journeyman
			Electrician
Graham, Dwayne	AIR CONDITIONING & REFRIGERATION	Alvin	ACR-Registered AC Technician
Grohs, Roland Faust Jr	AIR CONDITIONING & REFRIGERATION	Houston	ACR-Registered AC Technician
Grohs, Roland Faust Jr.	AIR CONDITIONING & REFRIGERATION	Houston	ACR-Registered AC Technician
Haynes, Billy R Jr	ELECTRICIANS	Houston	ELC-Electrical Apprentice
Hedger, Edward	AIR CONDITIONING & REFRIGERATION	Dickinson	ACR- Air Conditioning Contractor
Hernandez, Efrain	ELECTRICIANS	Houston	ELC-Journeyman
			Electrician
Hernandez, Marcelo Jr.	ELECTRICIANS	Fort Worth	ELC-Electrical Apprentice
Holly, Raymond R	ELECTRICIANS	Humble	ELC-Electrical Apprentice
McCleery, Kristin Lee	ELECTRICIANS	Corpus Christi	ELC-Electrical Apprentice
Paulk, Nicholas S	ELECTRICIANS	Houston	ELC-Electrical Apprentice
Reyes, Jose G Jr.	ELECTRICIANS	Texas City	ELC-Journeyman
			Electrician
Rivera, Jorge M	ELECTRICIANS	McAllen	ELC-Electrical Apprentice
Rivera, Juan A. J.	ELECTRICIANS	Bellaire	ELC-Master Electrician
Robertson, David T.	ELECTRICIANS	Dayton	ELC-Electrical Apprentice
Robles, Pedro	ELECTRICIANS	Pasadena	ELC-Electrical Apprentice
Scott, Aaron M	AIR CONDITIONING & REFRIGERATION	Fort Worth	ACR-Registered AC Technician
Tabares, Rocky P	ELECTRICIANS	Houston	ELC-Electrical Apprentice
Tovar, Rolando Juan	ELECTRICIANS	Alton	ELC-Electrical Apprentice
Yancey, LeJordan D	ELECTRICIANS	Arlington	ELC-Electrical Apprentice

Nonresidential Construction Spending Shrinks Further in November as Many Commercial Projects Languish, Even While Homebuilding Soars

Association Urges Quick Action on Infrastructure Funding and Protection from Meritless Lawsuits; Industry Survey Finds Widespread Pessimism about Volume of Projects Available to Bid on in 2021

Construction spending was a tale of two industries again in November, as soaring single-family construction masked ongoing downturns in private and public nonresidential construction, according to an analysis of new federal construction spending data by the Associated General Contractors of America. Association officials said the new figures underscore the need for new infrastructure investments and other measures to boost demand for nonresidential construction amid the pandemic.

“Private nonresidential construction declined for the fifth-straight month in November, while public nonresidential spending slipped for the fifth time in the past six months,” said Ken Simonson, the association’s chief economist. “Unfortunately, our latest survey finds contractors expect the volume of projects available to bid on in 2021 will be even more meager.”

Construction spending in November totaled \$1.46 trillion at a seasonally adjusted annual rate, an increase of 0.9 percent from the pace in October and 3.8 percent higher than in November 2019. But the gains were limited to residential construction, which soared 2.6 percent for the month and 16.2 percent year-over-year. Meanwhile, private and public nonresidential spending slumped 0.6 percent from October and 4.7 percent from a year earlier.

Private nonresidential construction spending decreased for the fifth month in a row, sliding 0.8 percent from October to November and 9.5 percent from November 2019. The largest private nonresidential segment, power construction, declined 0.9 percent for the month. Among the other large private nonresidential project types, commercial construction—

comprising retail, warehouse and farm structures—dipped 0.3 percent for the month, manufacturing construction inched up 0.1 percent, office construction gained 0.3 percent, and healthcare construction fell 1.4 percent.

Public construction spending declined 0.2 percent for the month but increased 3.1 percent year-over-year. There were decreases from October to November for most nonresidential categories, although the two largest segments rose: highway and street construction gained 1.8 percent for the month, while educational construction increased 0.3 percent.

Private residential construction spending increased for the sixth consecutive month, rising 2.7 percent in November. Single-family homebuilding jumped 5.1 percent for the month, while residential improvements spending ticked up 0.2 percent. Multifamily construction spending was flat.

Association officials said demand for most types of nonresidential construction was likely to remain down for much of the year. They added that they would have more insights on the state of the industry when the association and Sage release their annual Construction Hiring & Business Outlook on Thursday, January 7. In the meantime, they urged the incoming Congress to act quickly to boost investments in infrastructure and pass liability reforms to protect firms that employ necessary safety protocols to protect their workers and the public from meritless coronavirus lawsuits.

“Without additional measures to boost demand for nonresidential construction, this year is likely to be a challenging one for the industry,” said Stephen E. Sandherr, the association’s chief executive officer. “The impacts of the pandemic are clearly accumulating for many construction employers.”

HVAC RepCo appointed as Rep Agency for Crescent Tools



Memphis, Tn – HVAC RepCo has signed a Manufacturer’s Sales Representative agreement with Apex Tool Group to represent the Crescent Tool family of brands, including Crescent wrenches & hand tools, Wiss aviation snips, knives & shears, Lufkin measuring tapes (including the revolutionary Shockforce Nite Eye) & wheels, Nicholson files and saws, H.K. Porter heavy-duty cutting products, GearWrench sockets & tool sets, Crescent Tradesman Tool Bags & Backpacks, Campbell chain, fittings & clamps, Apex industrial fastener tools, Jacobs drill chucks, Weller, Erem, Xcelite and JOBOX on-site storage, flammable liquid storage, and truck storage solutions.

HVAC RepCo represents Crescent Tools in Alabama, Arkansas, Colorado, Florida, Georgia, Louisiana, Mississippi, Oklahoma, Tennessee & Texas. “This is an exciting time to represent the most dynamic tool line in the HVAC & Plumbing markets,” says Tom McCrory, president of HVAC RepCo. “My team is very enthusiastic to represent the iconic Crescent brand, relied on by generations of professional tradesmen, since they introduced the original adjustable wrench in 1907.”

CONTINUING EDUCATION

LIVE OR ONLINE



Wade Airheart
Owner/Instructor

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

TDLR Provider #1142



CONSTRUCTION
DATA

(888) 500-PASS

www.airconditioningce.com

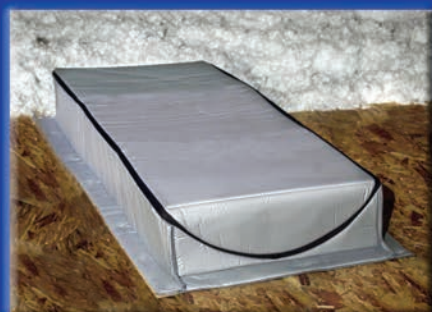
Want to SAVE on CRANE costs?



www.pro-lift.com

(972) 939-3231

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



Distributor Benefits:

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

Needs only 27" x 19" Floor Space

Contractor Benefits:

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



Always get the best!



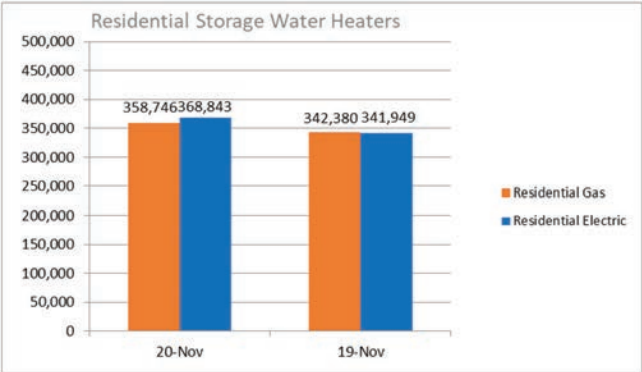
Sold at your local distributor!
If not, call:

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

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for November 2020 increased 4.8 percent, to 358,746 units, up from 342,380 units shipped in November 2019. Residential electric storage water heater shipments increased 7.9 percent in November 2020 to 368,843 units, up from 341,949 units shipped in November 2019.

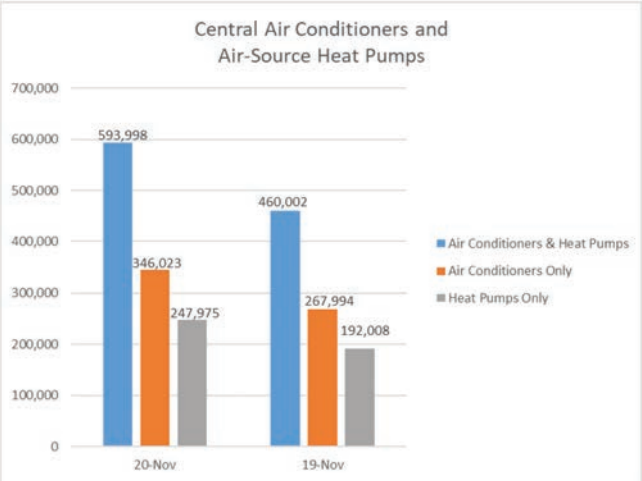


Year-to-date U.S. shipments of residential gas storage water heaters increased 4.8 percent, to 4,162,667 compared to 3,971,353 shipped during that same period in 2019. Residential electric storage water heater shipments increased 10.3 percent year-to-date, to 4,212,512 units, compared to 3,818,316 shipped during the same period in 2019.

Year-to-Date	Nov 20 YTD	Nov 19 YTD	%CHG.
Residential Storage Gas	4,162,667	3,971,353	+4.8
Residential Storage Electric	4,212,512	3,818,316	+10.3

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 593,998 units in November 2020, up 29.1 percent from 460,002 units shipped in November 2019. U.S. shipments of air conditioners increased 29.1 percent, to 346,023 units, up from 267,994 units shipped in November 2019. U.S. shipments of air-source heat pumps increased 29.1 percent, to 247,975 units, up from 192,008 units shipped in November 2019.

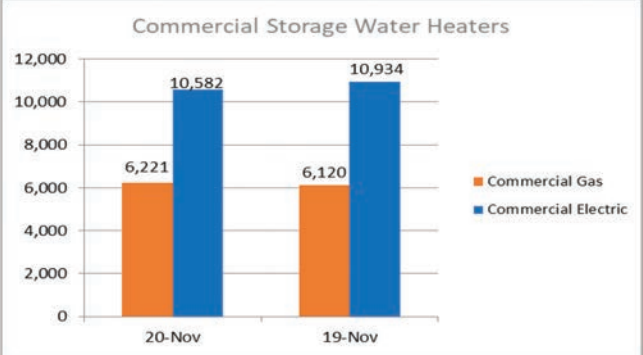


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 10.1 percent, to 8,764,619 units, up from 7,960,827 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners increased 10.5 percent, to 5,588,393 units, up from 5,056,087 units shipped during the same period in 2019. The year-to-date total for heat pump shipments increased 9.3 percent, to 3,176,226, up from 2,904,740 units shipped during the same period in 2019.

Year-to-Date	Nov 20 YTD	Nov 19 YTD	%CHG.
Air Conditioners & Heat Pumps Combined Total	8,764,619	7,960,827	+10.1
Air Conditioners Only	5,588,393	5,056,087	+10.5
Heat Pumps Only	3,176,226	2,904,740	+9.3

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 1.7 percent in November 2020, to 6,221 units, up from 6,120 units shipped in November 2019. Commercial electric storage water heater shipments decreased 3.2 percent in November 2020, to 10,582 units, down from 10,934 units shipped in November 2019.

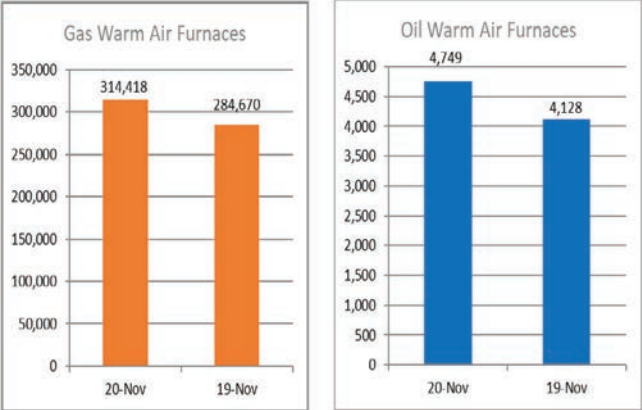


Year-to-date U.S. shipments of commercial gas storage water heaters decreased 11.3 percent, to 72,117 units, compared with 81,276 units shipped during the same period in 2019. Year-to-date commercial electric storage water heater shipments decreased 7.8 percent, to 127,765 units, down from 138,522 units shipped during the same period in 2019.

Year-to-Date	Nov 20 YTD	Nov 19 YTD	%CHG.
Commercial Storage Gas	72,117	81,276	-11.3
Commercial Storage Electric	127,765	138,522	-7.8

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for November 2020 increased 10.4 percent, to 314,418 units, up from 284,670 units shipped in November 2019. Oil warm air furnace shipments increased 15 percent, to 4,749 units in November 2020, up from 4,128 units shipped in November 2019.



Year-to-date U.S. shipments of gas warm air furnaces decreased 5 percent, to 2,998,085 units, compared with 3,154,273 units shipped during the same period in 2019. Year-to-date U.S. shipments of oil warm air furnaces decreased 10.8 percent, to 31,832 units, compared with 35,669 units shipped during the same period in 2019.

Year-to-Date	Nov 20 YTD	Nov 19 YTD	%CHG.
Gas Warm Air Furnaces	2,998,085	3,154,273	-5.0
Oil Warm Air Furnaces	31,832	35,669	-10.8

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	25,574	+9.2
16.5-21.9	59,132	+31.9
22-26.9	110,677	+28.3
27-32.9	82,919	+19.8
33-38.9	121,443	+31.2
39-43.9	45,081	+33.3
44-53.9	71,970	+48.0
54-64.9	57,988	+44.3
65-96.9	6,642	-11.1
97-134.9	5,179	-5.5
135-184.9	3,239	-18.7
185-249.9	1,522	-13.1
250-319.9	1,443	+38.1
320-379.9	290	-27.0
380-539.9	332	+0.9
540-639.9	216	+0.5
640-799.9	112	-26.3
800.0-899.9	38	-51.3
900.0-999.9	67	-1.5
1,000.0-1,199.9	40	+14.3
1,200.0 & Over	94	-18.3
TOTAL	593,998	+29.1

YTD		
Size Description (000) BTUH	Total	% Change from 2019
Under 16.5	332,789	+16.0
16.5-21.9	799,897	+15.9
22-26.9	1,722,166	+12.1
27-32.9	1,401,395	+11.9
33-38.9	1,875,802	+11.2
39-43.9	673,204	+9.7
44-53.9	980,428	+9.7
54-64.9	736,588	+3.1
65-96.9	85,573	-16.0
97-134.9	63,924	-17.9
135-184.9	42,945	-18.4
185-249.9	19,289	-18.3
250-319.9	15,934	+6.6
320-379.9	3,627	-6.2
380-539.9	3,805	-7.1
540-639.9	2,889	-0.1
640 & Over	1,286	-13.9
800.0-899.9	734	-4.6
900.0-999.9	811	+11.7
1,000.0-1,199.9	559	+16.2
1,200.0 & Over	974	-24.9
TOTAL	8,764,619	+10.1

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 can 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 public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial. For previous monthly shipment releases and historical data, please see <http://www.ahrinet.org/statistics>.



CLUTCH

Insko & Ruud Reliable Equipment
THE TEAM YOU CAN RELY ON!



PRO PARTNERS RECEIVE

- | | |
|-----------------------------|--------------------------------|
| Cash Back Rebates | Lead Generation |
| Special Financing Offers | T ³ Rewards Program |
| Co-op Advertising Support | FREE Training |
| Dealer Incentives and Trips | Local Technical Support |
| Dedicated Sales Team | Industry Leading Equipment |

CONTRACTOR CASH BACK
Starts March 1st

ENROLL: [INSCO.COM/CASHBACK](https://www.insco.com/cashback)

Rebates Up To
\$625
Heat Pump Systems

Rebates Up To
\$600
A/C Systems

Rebates Up To
\$300
Package Units



[INSCO.COM/ACADEMY](https://www.insco.com/academy)

FEATURED CLASSES

FEBRUARY 16
NEXT LEVEL TRAINING
RUUD INVERTERS
GRAPEVINE

FEBRUARY 19
RUUD 101
INVERTER SALES
WEBINAR

FEBRUARY 23
NEXT LEVEL TRAINING
RUUD DAY
MCALLEN

MARCH 2
NEXT LEVEL TRAINING
RUUD DAY
LAREDO

SHOP NOW @

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

INSCO.COM



Best Products. Best Service. Best People.



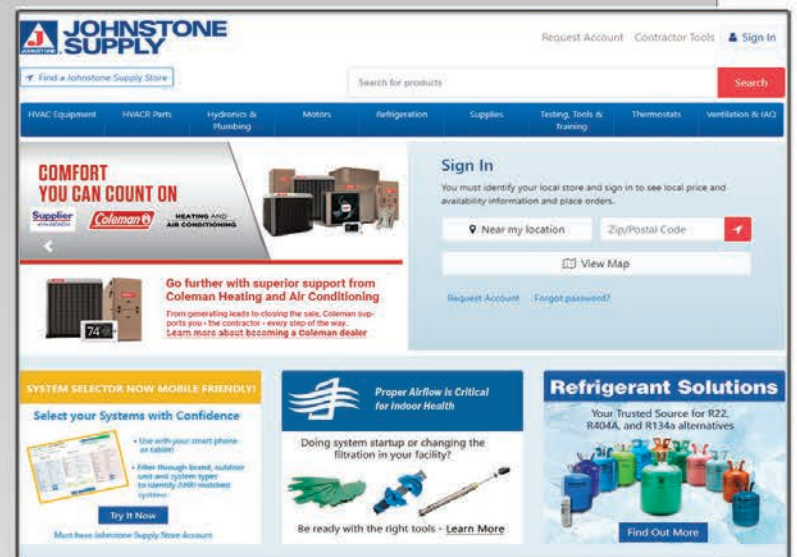
/inscodistributing
@inscohvac



Saving You Time and Increasing Your Bottom Line

Johnstone Supply is your one-stop shop, with a variety of options in unitary and specialty equipment, repair and replacement parts, and maintenance supplies for Residential, Light Commercial, Refrigeration and Facilities Maintenance.

We Make it Easier to Do Business.



Same website, with a fresh look!

Take advantage of these convenient buying options



OE Touch App

App Store/Google Play Store



Text us

713-868-8967



Online Ordering

www.JohnstoneSupply.com/39



Locker Pickup

713-868-8967

We are here to serve you when you need us!



**Call or text us at (713) 868-8967
Checkout our website 24/7 at www.JohnstoneSupply.com/39**

**Become a Partner today and take advantage of even more perks!
Ask a Sales Associate for more information.**

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

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

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

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

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

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

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

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

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



Texas Air Conditioning
Contractors Association
13706 Research #214
Austin, Texas 78750
800.998.HVAC (4822)
www.tacca.org

TACCA Local Chapters

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



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

VoiceLink Communications

Koolpro
(Thermal Alternatives LLC)
- Houston

Beyer Air Conditioning
and Heating – San Antonio

iO HVAC Controls

Rankin Group

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.

Advocacy

The 87th Texas Legislature kicked off on Tuesday, January 12, 2021. The COVID-19 pandemic and heightened security means this session will look a little different than usual. There is some thought that legislators will work on fewer bills this year, but some of the big issues that will be tackled are the state budget and redistricting. A few of the bills that TACCA is already tracking include HB 871 relating to the municipal fees charged to certain air conditioning and refrigeration contractors, HB 636 relating to the continuation and functions of the Texas State Board of Plumbing Examiners, HB 87 relating to requiring certain employers to provide paid sick leave to employees, and several bills relating to an increase in the state's minimum wage. Throughout the session TACCA's legislative committee and Government Affairs Counsel Shannon Nobel will be monitoring and working with legislative staff on behalf of the HVAC/R industry.

NEW! TACCA Healthcare Initiative

Members told us one benefit they would like to see is access to health insurance. We have a brand-new recommended vendor offering 10-40% savings on healthcare for members and their employees.

SAVE ON AVERAGE 10-40%



Get a Quote Today!

- Up to five plans to choose from
- Dental and vision plans available
- Telemedicine and international mail order for brand name drugs
- Free access to THINKHR—live assistance and online training modules
- Largest network of healthcare providers in the nation



www.tacca.org/healthplans



Start Saving Today!
Contact Janet Jennings
healthplans@tacca.org

TACCA Training Opportunities for 2021

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 consistently receive high ratings from our course attendees. Visit our website for the full 2021 class schedule. www.tacca.org/CE

License Exam Prep Classes for 2021

For the second year in a row, TACCA sent out a survey to all students who took the exam prep course in the previous year. Preliminary results for 2020 reflect a pass rate of 77-percent, double the TDLR reported overall pass rate of 38-percent, with an average score of 80. TACCA is proud to offer a consistently successful prep course for technicians looking to obtain their ACR license.

About our instructor: Wayne Young has a long career in HVAC and teaching that started in the U.S. Navy in Air Conditioning C-1 School. He holds an ACR license and is a retired professor at Midland College, having taught for 32+ years. Wayne has been teaching the TACCA exam prep course for 15 years, combining his HVAC knowledge and background in education to help our students have an edge when taking the exam.

What students have said after taking our course:

"The instructor explained and trained very well on how to help us during the exam with hints and how to prepare for the exam."

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

"I chose the TACCA exam prep course from a personal referral that took your class and passed the test the first time. He spoke very highly of the instructor as well. The instructor, Wayne, was incredible. I've never met an educator/trainer of his caliber and knowledge! I will highly recommend this course if anyone asks. Great job!"

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

"Everything was handled very professionally considering the difficult COVID conditions we had to deal with. I really liked the instructor and the insight he provided for us. He is very knowledgeable."

Mapping out your pathway to licensure?
Here is the full 2021 schedule for Exam Prep Classes.

Austin	Houston	Red Oak	San Antonio
Feb 27-28	March 20-21	Feb 12-13	April 24-25
May 1-2	July 17-18	May 14-15	June 26-27
Aug 21-22	Sept 18-19	Aug 6-7	Oct 23-24
Nov 20-21	Dec 11-12	Oct 8-9	

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.

WE MAKE IT HAPPEN!

We look forward to providing you with exceptional service in 2021

Experience the Century difference & enjoy perks like a pro

- ✓ **PROPARTNER CASHBACK PROGRAM STARTS FEB. 1ST**
- ✓ **0% FOR 60 MONTHS FINANCING PROGRAM**
- ✓ **PLUS MORE DEALER PERKS**
- ✓ **BETTER DEALER BENEFITS AND CENTURY PRO PERKS**
- ✓ **DEDICATED EMPLOYEES HELPING YOU GET WHAT YOU NEED**



PRO
PARTNER

Experience the difference with Century:

- | | | |
|--|--|--|
| ✓ Privately-owned business
We have the flexibility to meet your needs | ✓ Fast, friendly service
We get you in and out so you can get back to work | ✓ 26 Locations across Texas
With convenient locations across Houston |
| ✓ Easy Ordering
Online, in person, over the phone - <i>text or call!</i> | ✓ State-of-the-art Training Center
Functioning systems for hands-on learning | ✓ Dedication to Exceptional Service
We make it easy to do business |
| ✓ Thousands of parts and supplies in stock
We have what you need - today | ✓ Dedicated Technical Support Team
Knowledgeable team to help you over the phone | |

**COMING
SOON!**

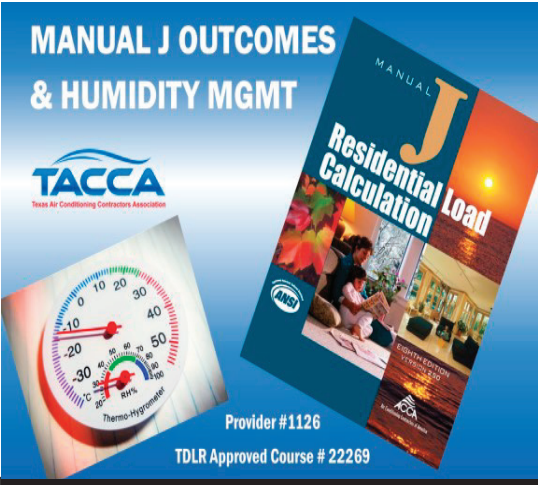


Order Pickup Locker

Call your local rep or branch today to learn about our 2020 Dealer Programs.

CENTURY
A/C SUPPLY™





Quality TDLR-
Approved CE
for ACR License
Renewal

TDLR Provider #1126

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

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

FREE in-person or virtual classes for TACCA Members!

- Abilene—Feb 6
- Austin—Mar 13
- Beaumont—Feb 12
- Burleson—Feb 12
- Corpus—Mar 13
- Denton—Apr 10
- Harlingen—Apr 24
- Houston—Feb 20, Mar 20
- Hurst—Feb 27, Mar 27
- Lubbock—Feb 20
- Mt. Pleasant—Feb 12
- San Antonio—May 1
- Waco—Apr 17
- Virtual Class—Feb 13

In-person or Virtual

TACCA Members
~~\$159~~ \$0

Nonmembers
\$159

Online Rates

Members \$45

Nonmembers \$59

Manual J Outcomes & Humidity Mgmt #22269

Expectations from Manual J

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

Managing Humidity

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

Tools for Successful Business

TDLR laws and rules (required one hour)

NOTE: This course covers Manual J theory, not calculations



**REGISTER AT
WWW.TACCA.ORG**

*The
spotlight*

**Johnson Controls CEO
George Oliver named
Chair of Business
Roundtable Energy &
Environment Committee**

**REHAU Appoints Dr.
Thomas Troeger CEO of
Americas Region**

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

CALENDAR OF EVENTS

Insco's December Events Schedule

Training from Insco Academy

Insco Academy offers some of the best training available in the HVAC/R industry. With over 100 years of experience, we provide hands-on instruction at our state-of-the-art training facilities located in Houston, Grapevine & San Antonio. 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.

Grapevine

Tuesday, February 2nd – Ruud Next Level: EcoNet Stat and Zoning located at our Grapevine Training Facility. From 7am – 9am | \$25

Tuesday, February 16th – Ruud Next Level: Inverter Systems located at our Grapevine Training Facility. From 7am – 9am | \$25

Houston

Tuesday, February 9th – York Mico Channel Coils located at our Houston Training Facility. From 8am – 12pm | \$50

Tuesday, February 16th – Mitsubishi DSB Training located at our Houston Training Facility. From 8am – 12pm | \$50

Tuesday, February 23rd – HVAC Diagnostics located at our Houston Training Facility. From 8am – 12pm | \$50

McAllen

Tuesday, February 23rd – Ruud Next Level: Ruud Day located at our McAllen Training Facility. From 7:30am – 4pm | \$50

San Antonio

Tuesday, February 2nd – Ruud 101: Gas Furnace and Air Handler located at our San Antonio Training Facility. From 8am – 12pm | \$25

Tuesday, February 16th – Ruud 101: AC & Heat Pumps located at our San Antonio Training Facility. From 8am – 12am | \$25

Free Online Classes

Friday, February 5th – EcoNet Technician from 10am- 11am | FREE

Friday, February 12th – Ruud Next Level: EcoNet Inverter Controls from 10am – 11am | FREE

Friday, February 19th – Inverter Sales 101 from 10am – 11am | FREE

Wednesday, February 24th – Airflow Diagnostics Webinar from 9am – 10am | FREE Friday, February 26th – MyRuud.com Portal Training from 10am – 11am | FREE

Goodman Acquires Robinson Supply Company, Expands Presence in Northeast

Houston — Goodman Distribution, Inc., a subsidiary of Daikin Industries, Ltd. (DIL), the world's largest manufacturer of heating, cooling, and refrigerant products, announced today the purchase of Robinson Plumbing & Heating Supply Co., Inc., an existing distributor of Goodman, Amana® and Daikin brand residential unitary and light commercial products in the Northeast.

"The acquisition of Robinson supports our growth strategy and is a key step in expanding our distribution footprint in the Northeast," said Ardee Toppe, Senior Vice President and President of Goodman, Quietflex and PTAC Business Units.

Robinson will continue to supply and promote the full line of residential unitary and light commercial Goodman, Amana® and Daikin ductless HVAC products, as well as

controls, air quality products, parts, plumbing and accessories throughout its seven branch locations across Massachusetts, Connecticut and Rhode Island.

"We are confident our new alignment with Goodman will provide more personal and professional growth and learning opportunities for our employees and enhance training and technical service for the benefit of our valued customers," said Russell Robinson, who will remain with the company as a strategic advisor after serving as Robinson Supply president.

Robinson will maintain its Fall River, Massachusetts headquarters and management structure throughout its existing branch locations.

"Goodman and Robinson have enjoyed a great relationship since 1994 working with one another as separate entities," Toppe said. "As we embark on this new chapter, I am

confident our greatest successes are ahead of us as part of the same organization."

The announcement comes on the heels of Daikin's November acquisition of Stevens Equipment Supply, LLC.

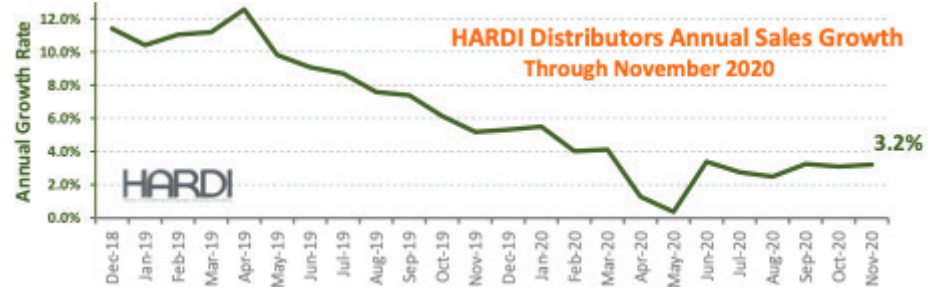
Daikin has transformed the North American HVAC industry in recent years, beginning with the \$3.7 billion purchase of Goodman Global Group, Inc. in 2012, followed by the completion in 2017 of Daikin Texas Technology Park, a state-of-the-art business campus near Houston, Texas that includes research and development, manufacturing, engineering, logistics, marketing, distribution and sales operations. The \$450 million, 4 million square-foot facility is the largest single investment in the 96-year history of DIL and is one of the largest manufacturing facilities in the world.

HARDI

HARDI Distributors Report 3.6% Percent Revenue Increase in November

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 3.6% percent during November 2020.

The average annual sales growth for the 12 months through November 2020 is 3.2% percent.



"This month was warmer than normal and warmer than November 2019 in six of our seven economic regions," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "November is an important month for annual furnace sales, and the weather was not helping demand."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 44 days. "The normal DSO for January is 48 days," said Loftus. "It is increasing from the summer lows consistent with the normal annual pattern. One of many things that was unique about this year is how low DSO was this summer due to the unusually high share of cash transactions."

"It looks like the modest temps offset the strong housing market, but the recovery is far from over," said Loftus. "The easy part of the recovery is behind us, but another economic surge is likely if the vaccines can prevent a COVID surge."

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.



NOW IS THE PERFECT TIME TO JOIN TACCA GREATER SAN ANTONIO!

FREE CLASSROOM CONTINUING EDUCATION INCLUDED WITH YOUR TACCA MEMBERSHIP

HIGH QUALITY BUSINESS ESSENTIAL AND LEADERSHIP TRAINING

MEMBER MEETINGS WITH THE LATEST INFORMATION- HR AND

LEGAL UPDATES AND CODE CHANGES & MORE

YOUR GO TO FOR ALL THE LATEST RELATIVE INDUSTRY NEWS

ADVOCACY- YOUR WATCHDOG AT THE STATE CAPITOL, TDLR AND

THE CITY OF SAN ANTONIO, DEVELOPMENT SERVICES DEPT.-

PROTECTING YOUR LICENSE!

NEW! TACCA HEALTHCARE INITIATIVE

SAVE ON AVERAGE 10-40%

Get a Quote Today!

- Up to five plans to choose from
- Dental and vision plans available
- Telemedicine and international mail order for brand name drugs
- Free access to THINKHR—live assistance and online training modules
- Largest network of healthcare providers in the nation

Start Saving Today!
Contact Janet Jennings
healthplans@tacca.org

TACCA Health Plans

Cigna

TACCA www.tacca.org/healthplans

Join Now!

NEW MEMBERSHIP SPECIAL

SAVE \$100

TACCA HELPS CONTRACTORS

succeed!

SAVE TIME AND MONEY, IMPROVING YOUR BOTTOM LINE AND YOUR QUALITY OF LIFE.

CALL 210-901-4222

FOR DETAILS

OR VISIT OUR WEBSITE

TO JOIN ONLINE!

TACCAGREATERSANTONIO.ORG

COMPLIMENTARY SERVICE ROUNDTABLE MEMBERSHIP INCLUDED WITH TACCA MEMBERSHIP

CASH BACK REWARDS!

OVER 200 DOWNLOADABLE & CUSTOMIZABLE MARKETING TOOLS

PROFIT REPORT NEWSLETTER & MORE

CALENDAR OF EVENTS

			FEBRUARY 2021 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
1-Feb	M	8:30am - 11:30am	Broadway	Friedrich Mini-Split HP Installation & Start-up	605-170	\$45
2-Feb	Tu	9:00am - 11:30am	Broadway	Basic Refrig. Cycle Training # 1 - Thermodynamics & Heat Transfer	605-127	\$45
3-Feb	W	8:30am - 4:30Pm	Broadway	TDLR 8 hr. CE for State License Renewal - Upcoming Industry Changes	605-115	\$135
4-Feb	Th	9:30am - 12:00pm	Broadway	Basic Electricity - Ohm's Law, Watt's Law - AC & DC Electricity	605-187	\$45
8-Feb	M	1:00pm - 3:30pm	Broadway	NATE CORE Certification Prep Class # 1	605-124	\$265
9-Feb	Tu	9:00am - 11:30am	Broadway	Basic Refrig. Cycle Training # 2 - Pressure - Temperature - Enthalpy	605-127	\$45
11-Feb	Th	9:30am - 12:00pm	Broadway	Basic Electricity - Ohm's Law, Watt's Law - Series & Parallel Circuits	605-187	\$45
15-Feb	M	1:00pm - 3:30pm	Broadway	NATE CORE Certification Prep Class # 2		incl
16-Feb	Tu	9:00am - 11:30am	Broadway	Basic Refrig. Cycle Training #3 - Major Components, Piping & Pressure	605-127	\$45
17-Feb	W	8:00am - 4:00pm	Broadway	ESCO EPA Sec. 608 Certification Review & Exam	605-101	\$175
17-Feb	W	1:30pm - 4:00pm	Broadway	ESCO EPA Sec. 608 Certification Exam Only	605-102	\$95
18-Feb	Th	9:30am - 12:00pm	Broadway	Basic Electricity - Controls - T-stats, Limits, Relays, Circuit Boards	605-187	\$45
22-Feb	M	12:00pm - 2:00pm	Broadway	NATE CORE Certification Prep Class # 3		Incl.
22-Feb	M	2:00pm - 4:00pm	Broadway	NATE CORE EXAM	605-103	\$185
23-Feb	T	9:00am - 11:30am	Broadway	Basic Refrig. Cycle Training # 4 - System Operation, Superheat, Subcool	605-127	\$45
24-Feb	W	8:30am - 11:30am	Broadway	Friedrich Mini Split HP System Service & Troubleshooting	605-171	\$45
25-Feb	Th	9:30am - 12:00pm	Broadway	Basic Electricity - Loads - Motors, Heaters, Capacitors	605-187	\$45
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>						
Classes are limited to <u>10</u> persons.						
ALL ATTENDEES WILL BE REQUIRED TO WEAR MASKS AT ALL TIMES DURING TRAINING.						

Sell Performance Upgrades
for All-Season Profits

**DSB ENERGY
EFFICIENCY
AIRFLOW
UPGRADE**

- Easy Retrofit Without Strap Removal
- Easy Upsell - Every Call is an Opportunity
- Increase Revenue During Off Season
- Highest Profit Upsell Opportunity
- Address Airflow & Condensate Complaints

Maximize Profits on EVERY Call

Boost Sales in the Offseason While Increasing Profits

DSB
DUCT SADDLE STRAPPING SYSTEM

Call for FREE Homeowner Focused Sales Tools

214.407 6100
www.ductsaddles.com



MEPO of Oklahoma, Inc.

**Mechanical - Electrical - Plumbing
Contractors of Oklahoma**

**MEPO
OKLAHOMA**

Make this Year the Best for Your Business

**December Meetings Agendas
CPS IAQPRO SmartAir**

Ardmore Tuesday Feb 2nd, 11:30 Cafe Alley 126 A St NE
OK City Wednesday Feb 3rd, 11:30 Charleston's 2000 S. Meridian
Tulsa Thursday Feb 11th, 11:30 OK Joe's BBQ (Enter at Back Door)
6175 E. 61st St.
Tulsa eve Social Meeting Thursday Feb 4th, 6:30pm
Freddie's 4125 New Sapulpa Road
Enid Friday Feb 5th, 11:30 El Patio 4410 W. Owen K. Garriott

**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

Focus

CASTILLO TRAINING

•TDLR 8 HR CE CLASSES•

Please call the office for available classes.

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•

Phone: (210) 828-0234

silverfox0001@earthlink.net www.castillotraining.com

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

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



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

Always use with time delay relay to prevent short cycling.

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

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

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

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

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



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

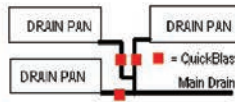
If you want locks that will actually **STOP someone from getting into the system**, get ours. If you are just trying to meet minimum code guidelines, get the cheap plastic ones that can be easily ripped off or opened with a common tool (Allen wrench, etc.). Lawyers will love those when litigating.

6. QB1: My product

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



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



BUY AT MOST QUALITY SUPPLY HOUSES! Request the best!

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

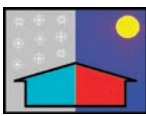


For questions or comments: mikesears061@gmail.com
Cell: 214-597-2067. Land line: 903-527-0412. www.HVACcraft.com

Elite Software

Over 20 Hvac Design Programs!

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



New!

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



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

Register for Free Trial Version!

www.elitesoft.com 800-648-9523



Service & Project Management Software

- * Complete Cloud Based Service and Project Management Software
- * Scheduling & Dispatching
- * Service Agreement Management
- * Residential & Commercial
- * Dashboard KPI's
- * Integrated Payment Processing
- * Easy to Learn & Use
- * Crew Scheduling
- * Equipment Tracking
- * Field Service Management
- * Marketing Scorecard
- * QuickBooks Integration
- * Access from Anywhere



800-329-8326

Team Management Systems, Inc.

www.servicefactor.com * sales@servicefactor.com * www.teamservice.com

READ THE NEWEST ISSUE ONLINE!
AC-TODAY.COM

WE'RE AMERICAN STANDARD

For over a hundred years, we've made some of the most awarded, well-engineered heating and air conditioning equipment, and earned a reputation for doing things... right.

And through it all, we've followed a pretty simple idea:

"A HIGHER STANDARD" ISN'T JUST HOW WE BUILD OUR PRODUCTS.

IT'S HOW WE BUILD OUR RELATIONSHIPS.

FROM OUR VALUED DISTRIBUTORS,

TO OUR INDEPENDENT DEALERS,

TO THE CUSTOMERS WHO DEPEND ON US EVERY DAY.

See, it's all connected. And that's why, together, we're stronger. Together, we're leaders.

TOGETHER, WE'RE ALL AMERICAN STANDARD.

BUILT TO A HIGHER STANDARD

American Standard®

HEATING & AIR CONDITIONING



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

ACESUPPLY.COM

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

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

CORPUS CHRISTI
1157 HENDRICKS ROAD
(361) 853-5050

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

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

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

SAN ANTONIO
3835 STAHL ROAD
(210) 656-6900

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

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

STAFFORD
10155 MULA ROAD
(281) 977.6980

Texting now available. See your ACES™ for details.