



Air Conditioning TODAY



MARCH 2021 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 35, No 3

Mini Split March

Rosenberg Indoor Comfort Named ACCA's 2021 Residential Contractor of the Year



Alexandria, VA-The Air Conditioning Contractors of America (ACCA) concluded its winter Board of Directors and membership meeting by announcing Rosenberg Indoor Comfort in San Antonio, TX as the ACCA 2021 Residential Contractor of the Year, sponsored by Nortek Global HVAC.

Each year, ACCA presents the Contractor of the Year award to a contracting company in the residential and commercial field that demonstrates a commitment to contractor excellence by exceeding national standards and producing exceptional performance and high-quality results. The finalists

are judged through a range of qualities such as their level of community and industry involvement, as well as their commitment to employee training and education programs.

The winner of this award is chosen by a panel of past ACCA chairs. The 2021 judges are: Greg Leisgang of JonLe Heating & Cooling, Cincinnati, OH (2005); Bobby Ring of Meyer & Depew Co, Kenilworth, NJ (2013); Phil London of Thermal Concepts Inc., Davie FL (2015); and Tony Shaker of Enfinity Partners LLC, Mashpee, MA (2000).

"ACCA is excited to present the 2021 Res-

idential Contractor of the Year award to the team at Rosenberg Indoor Comfort," said Barton James, ACCA president and CEO. "Michael, Lee, and Betty have been in the HVACR industry for over 40 years and have made it their mission to set themselves apart from their competitors. Through their dedication to building customer trust within San Antonio and their Build-A-Tech Program, Rosenberg Indoor Comfort proves to be a company that will see nothing but upward for success."

"We are so honored to be selected as ACCA's 2021 Residential Contractor of the Year," said Mi-

chael Rosenberg, president of Rosenberg Indoor Comfort. "Since starting our business in 2003, we have focused on honesty, integrity, and professionalism. "We have been a member of ACCA for over 35 years. In addition, our participation in an ACCA MIX® Group has been instrumental to our success."

For more information on ACCA's Commercial and Residential Contractor of the Year Awards, please visit www.acca.org/members/awards or contact Melissa Broadus, ACCA director of member communications & committee liaison at melissa.broadus@acca.org or 703-824-8842.

Richard "Rick" Lawrence Heyden Jr.

Co-founder of The Heyden-Stanley Group a Manufacturer's Rep Agency in the Southwest



The "larger than life" Richard Lawrence Heyden Jr (Rick) transitioned peacefully to his heavenly home on Sunday, February 21, 2021 at the age of 71 at his home in New Braunfels TX surrounded by his family and wife Cyndi. Rick was born November 29th, 1949 in Dallas, Texas. He graduated from Hillcrest High School in Dallas, TX in 1967 and obtained a Bachelor's Degree in Business

Marketing from Texas Tech University in 1972.

Rick was an accomplished businessman who was well respected in the HVACR industry. After starting out in the sales industry, Rick took a job in the HVACR industry with Global The

Source and Dickie Sirotiak in the 80's. Sirotiak said "Heyden came in to sell me something, and I ended up hiring him". After a successful tenure as National Sales Manager for Global, Heyden struck out on his own forming his own manufacturer's rep firm agency.

SEE HEYDEN PG.B5

INSIDE

- Consultants' Corner 5,6,14,21
- Product News.....2,9,B6,B10,B13,B18
- TACCA- Trade Talk B2,B12,B14
- Software Programs / Classified..... B 19
- HARDI News..... B 10
- ASHRAE News B 14
- Calendar B12,B16
- Spotlight on People B 9

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Big Performance In Small Package: Friedrich Introduces Space-Saving Hvac Solution

*Newest Friedrich VRP studio unit offers outsized efficiencies,
IAQ capabilities for lodging industry*

San Antonio, Texas—Friedrich Air Conditioning Co., a leading U.S.-based manufacturer of air conditioners and other home environment products, has introduced a space-saving 7,000Btu version of its award-winning VRP® (Variable Refrigerant Packaged) Heat Pump system to address the needs of the lodging industry for a high-efficiency, cost-effective in-closet heating solution that delivers outstanding indoor air quality for smaller spaces.

Designed to accommodate the latest trends in the lodging industry where smaller, better insulated rooms are increasingly common, the smaller unit called VRP® studio, takes up less space, provides effective heating, cooling and dehumidification, and yet still allows customized comfort and sophisticated indoor air quality capabilities in compliance with ASHRAE 62.1 requirements for MUA (make-up air). The smaller sized VRP studio unit allows for retrofit into existing Vert-I-Pak or VRP applications to help create quieter, cleaner and more comfortable environments while offering simplified installation and maintenance benefits.

The VRP studio joins the family of award-winning Friedrich VRP solutions which includes one-, two- and three-ton in-closet, single packaged units suitable for larger hotel rooms and suites, multi-family and other applications. VRP studio is based on the company’s innovative technology that features variable refrigerant flow and a Precision Inverter compressor that delivers powerful cooling and heating performance, increased efficiencies and

reduced sound—all without the cost or complexity of a large central air system. Now available with Friedrich’s enhanced FreshAire™ IAQ options, VRP units also incorporate the latest design and best practices for exceptional indoor air quality with powerful MUA capabilities, enhanced MERV 13 filtration, air purification and UV-C technologies to help eliminate pathogens and pollutants.

“Our newest VRP model packs bigtime performance and plug-and-play benefits into a smaller configuration, giving the lodging industry an outstanding, customizable solution for maximizing guest comfort and satisfaction even in tight spaces” said TJ Wheeler, Friedrich Senior Vice President – Sales & Marketing.

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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
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TACCA	B2, B12,B14
TACCA Greater San Antonio	B13
ACES AC Supply	3
AC Supply Co	2
AC Today	B16
Aspen	5
Attic Tent.....	B15
Baker Distributing	4
Castillo Training.....	B19
Coastal HVAC Supply.....	22
Comfort Products	B5
Comfortstar	11,B4
Century A/C Supply	7,B3
Coburn Supply	6
Construction Data.....	B6,B15
DAIKIN	8
Duct Saddle.....	B18
Elite Software.....	B19
Fantech.....	9
Friedrich.....	10
FTL Finance.....	B6
Gemaire Distributors.....	12
GREE	13
IO HVAC Controls.....	B9
Insco Distributing	24
JB Industries	14
Johnson Supply.....	15,B7
Johnstone Supply.....	B1,B9
Johnstone Supply South.....	16
Locke Supply.....	19
McDaniel Metals	B10
Mitsubishi Electric.....	20
MORSCO	23
Olimpia Splendid.....	17
Pro Lift	B15
Searco	B19
Shearer Supply	B20
Solar Supply	11,B4
Team Management Systems	B19
Testo	B8
Transtar AC Supply.....	21
United AC Supply	B10
Venstar	B11
XCI Zoning Systems	B5
Yellow Jacket.....	18



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The Duct-Free Zone

The history of the mini split: Prior to my time at Tradewinds Climate Systems, I did some contract work for Heat Controller, Inc. out of Jackson, MI. You know them by the brand name Comfort-Aire.

I had the pleasure of learning the history of the mini split from a man who lived it, Mr. Don Peck, the CEO of Heat Controller at that time and an employee there for over 50 years.

Don was always proud to tell me that the FIRST mini split was developed by Heat Controller... here are his exact words...

“The first introduction in 1965 was the Comfort Aire Twin which was a window air conditioner with a split cabinet design that allowed the window to close into the center of the unit with the compressor and the condenser fan on the outside of the window and the indoor fan on the inside making for a very quiet application.



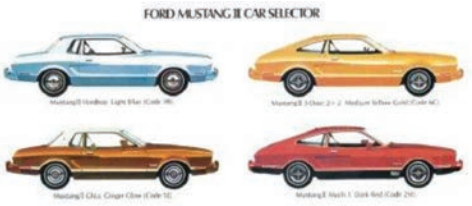
The Twin Pac, the first mini split, was an offshoot of the Twin and was originally developed for Sears in 1969 and went by the name “Sears Modular Central Air Conditioning System”. They offered two sizes, a 6000 (115 V) and 16000 (230 V). The original units had only 8’ of refrigerant lines and were quick connect and included a double wrench kit for making the connection. In 1971 the Twin Pac were made available under the Comfort Aire label. Three sizes were then offered, (6000, 11000 and 16000). The line set accessories were also changed to allow for up to 19’ between the indoor and outdoor units. WW Grainger and Harry Alter Co were probably the largest wholesale customers. The product went away when the federal government instituted the first EER rating of 8.0, in the late 1980’s as the product was classified as a split system

rather than a room unit.” Here is an actual piece of literature for the Comfort-Aire Twin Pac...



Look at the indoor unit...seems like EVERYTHING was woodgrain back in the 70’s!

Don always made a point to say that in 1974, the Comfort-Aire Twin Pac won the product of the year award in the state of Michigan...it beat out the 1974 Ford Mustang. Now, you might say that just about anything should have beaten this car...



...but those of us who are old enough to remember know that Ford sold a bunch of these cars and for any non-automotive product to win in Michigan was unheard of at the time!

Now, let’s climb into the 1982 DeLorean DMC-12 and set the flux capacitor to 2021...52 years forward from the introduction of the first mini split in North America.

In those 52 years we went from the lunar module to the space shuttle to Space-X.

We went from the 1969 Ford Mustang Mach 1 with a 390 cu.in. 6.4 litre V8 motor to the 1974 Mustang II with a 2.3 litre 4 cylinder motor to the 2021 Mustang Shelby GT500 with a supercharged 5.2 litre V8 producing 760 HP.

...and we went from the Comfort-Aire Twin Pac in 1969 with an EER of something less than 8 to the GREE Sapphire ...

Here we have the GREE Sapphire high wall mount unit...

A 12K Sapphire IDU is just 39.9” long X 12.1” high X 8.7” deep. No funky woodgrain but rather a simple, discrete clean appearance.

The Comfort-Aire Twin Pac of the early 1980’s left the market because it could not meet the EER of 8 required back in the day... the Sapphire? The 12K Sapphire has an EER of 15.3 and a SEER of 30.5 (the 9K Sapphire has an EER of 16.7 and a SEER of 38).

Oh yeah...and the Comfort-Aire Twin Pac had a maximum lineset length of 19’, well the GREE Sapphire SAP24HP230V1A has a maximum lineset length of 164’...now that’s progress!



Gerry Wagner

Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 41 years in the HVACR industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website: www.twclimate.com

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Inspire Action with Power Words

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?

Words have the power to move, motivate, inspire, frighten, and cheer. What you say and how you say it can have a profound impact on another person. And some words, called power words, have more impact than others. These words have a strong meaning which is likely to trigger a psychological or emotional response. They are persuasive, pushing people to take action.

Power words fall into one of three categories: seductive, emotional, or sensory (visual). As you write web copy, email communication, and social media status updates, employing these powerful phrases will help you grab

and hold the attention of a reader.

Seductive Power Words

These terms have the ability to “seduce” readers, overriding logical reasoning and compelling them to take action. Examples of seductive words include:

- **New** – People often equate new with better. When you offer something new, they assume it is better than what they already have.
- **Free** – We are conditioned to respond to the word “free.” That promise reduces the resistance to action.
- **Because** – Simply giving people a reason is all they need to give you a try.
- **How To** – This is a common search phrase for almost every product category. The phrase “how to” promises practical information. If you use it, be sure your content delivers on the promise.

Emotional Power Words

Tapping into human emotions with your headlines is more

challenging. There isn’t a short list of emotional words that always works. Instead you need to consider the emotions themselves and find ways to tap into them.

Common emotions which will drive action include fear, jealousy, curiosity, joy, surprise, anger, disgust, trust, and anticipation. Not all emotions will work the same way. For example, anger may cause someone to share something on social media, but not purchase a product or a service. In contrast, fear or jealousy may drive someone to take action and buy.

Some studies indicate people are more likely to take action to avoid negative outcomes than to achieve positive ones. Example: What do your competitors know that you don’t? That question is designed to elicit fear from the reader.

Sensory Power Words

Sensory words paint a picture in the mind of the reader. These descriptive words are designed to

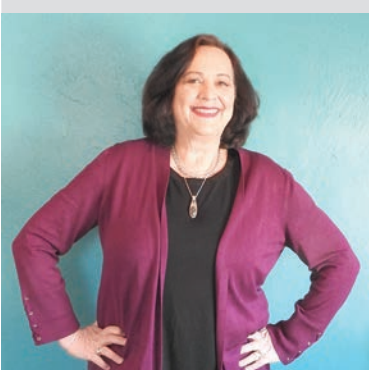
activate one or more of the senses. They describe how we experience the world: how we smell, see, hear, feel, or taste something.

Engage the eyes with words related to colors, shape, or appearance. For instance: gloomy, dazzling, bright, foggy, or gigantic.

Make something tangible when you describe textures. These same words can be applied to feelings and abstract concepts also such as gritty, creepy, slimy, fluffy, or sticky.

When you read words like cha-ching, kaboom, or pow, you can almost hear the sounds. Other descriptive words such as crashing, pounding, or ringing will engage the reader’s auditory sense.

Especially helpful if you are writing about food, words related to taste and smell may get your prospective reader salivating for your product. Many of these words like zesty, tantalizing, sweet, stinky, or stale will transform bland copy.



Lorraine Ball

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

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Remember that motion is sensory, too. Active words such as vibrating, soaring, mind-boggling, staggering, or bumpy take the reader on a journey with you.

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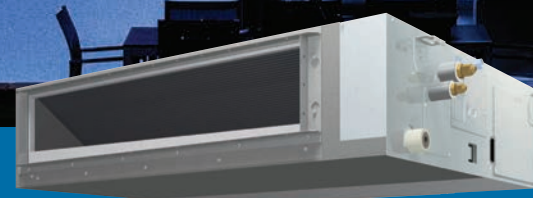
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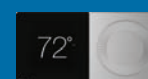
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Product News

Testo Introduces the Next-Generation of HVAC Instrumentation with the testo 550i, testo 550s, testo 557s Smart Digital Manifolds



The next-generation testo 550i, testo 557, 550s Smart Digital Manifolds, and the testo 115i Temperature Smart Probe and testo 552i Vacuum Smart Probe all featuring Bluetooth.

Sparta, NJ – Further improving on its digital manifolds for the servicing and commissioning of air conditioning and refrigeration systems, Testo has introduced the next-generation of Smart Digital Manifolds.

The testo 550s and testo 557s Smart Digital Manifolds feature many new improvements including a larger screen for increased visibility, improved guided measurement menus which allow automatic determination of important parameters, and increased Bluetooth connectivity to the new testo Smart App allowing for a variety of temperature, pressure, and humidity measurements using testo Smart Probes.

The testo 550i Smart Digital Manifold is the first all-digital manifold. The testo 550i enables you to control your daily servicing and maintenance work on refrigeration, air conditioning systems, and heat pumps using the new testo Smart App on a smartphone or tablet. The smallest digital manifold on the market is equipped with a 2-way valve block and is compatible with a variety of testo Smart Probes for fast, detailed measurements.

The testo 552i Wireless Vacuum Probe expands the testo Smart Probes portfolio with the option of measuring vacuum wirelessly, fast, and with just one service port. For vacuum measurement, the testo 552i automatically connects with the testo 550s and testo 557s Smart Digital Manifolds, as well as with the testo 550i via the testo Smart App and provides alarms within the App in the case of critical values.

Using the new Testo Smart App, stored measurement programs guide you step by step through the configuration and measurements. With the integrated documentation functions, reports can be created on site, and digital measurement protocols, including photos, can be sent as PDF or CSV files directly by e-mail.

You can also set up customer data and measurement sites at the touch of a button, and synchronization with the free testo DataControl PC software is done via Wi-Fi.

LG Electronics Headlines Net Zero Showhomes: 'New American Home' and 'New American Remodel'

For Second Year in a Row, NAHB Selects Award-Winning LG Home Appliances, Consumer Electronics, Solar and HVAC Solutions for Official IBSx 2021 Showcase Homes

Orlando, Fla -- Innovative home appliances, consumer electronics, solar panels and HVAC technologies from LG Electronics are delivering high performance, unparalleled home connectivity, enhanced convenience, and energy efficiency to The New American Home® (TNAH) and The New American Remodel® (TNAR), the official show homes of the 2021 International Builders' Show® virtual experience (IBSx).

The National Association of Home Builders (NAHB) chose LG as Platinum Partner for the show's two featured "Net Zero" homes in the heart of central Florida. TNAH and TNAR are

state-of-the-art showcase houses illustrating how any home can be transformed into a high-performance, high-tech space when integrating today's building and appliance innovations to reduce energy consumption, increase efficiency and enhance daily life.

Super-Efficient and Sleek Air Conditioning Technologies

Featuring efficient advanced HVAC systems and controls from LG Air Conditioning Technologies USA, TNAR embeds LG air conditioning solutions that complement the home's unique design characteristics.

SEE LG PG.13



HERO HS300 HEPA Filtration System

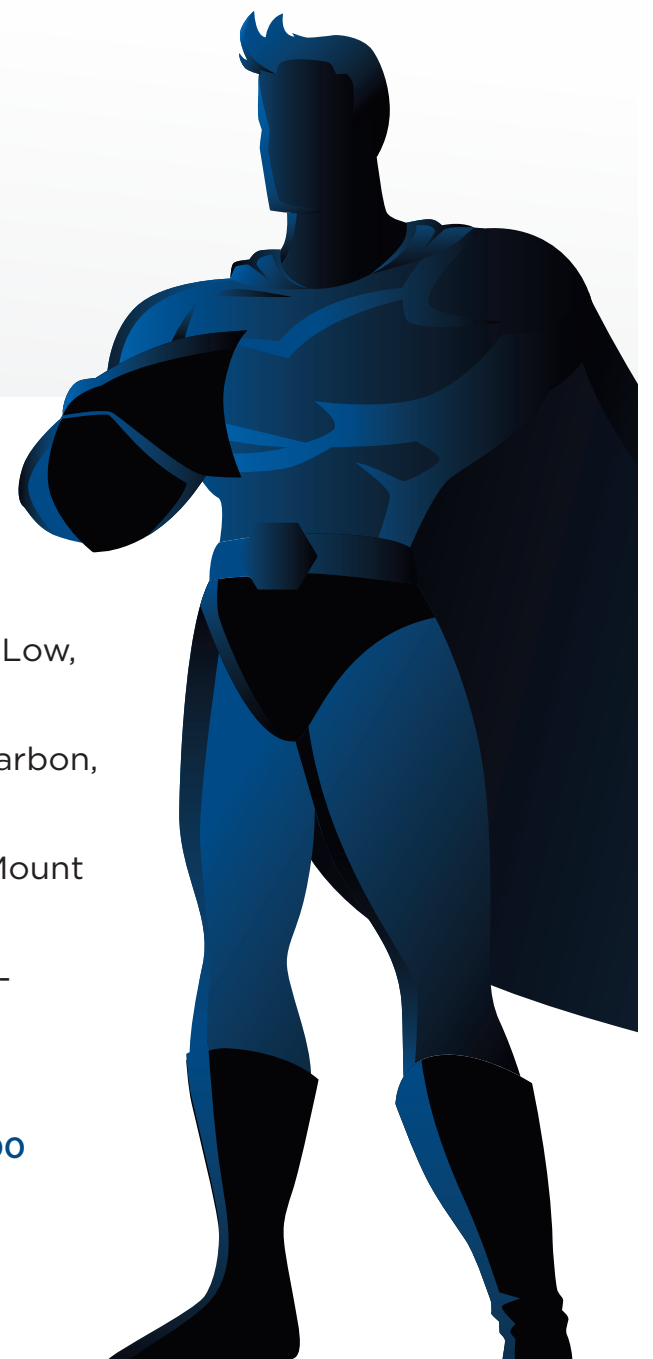


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Learn more at fantech.net/HS300



Johnson Controls HVAC Manufacturing Plant Powered by 100 Percent Renewable Wind Energy

- *The facility is fully powered by a local Wichita wind farm completed in November 2020*
- *Energy savings are expected to be about \$2.7 million over the life of the 20-year contract*
- *Reinforces Johnson Controls commitment for Healthy People, Healthy Places and a Healthy Planet*



Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, is leading the charge on sustainable manufacturing with its continued commitment to green energy. The company’s 1.3 million square-foot HVAC manufacturing plant in Wichita, KS, is now powered by 100 percent wind energy. The plant manufactures residential heating and air conditioning equipment for the YORK®, Luxaire®, Coleman® and Champion® brands. With this

switch to renewable energy, the plant’s electricity is offset by zero carbon electricity, which represents 19 percent of Johnson Controls U.S. manufacturing electricity consumption.

“With the Wichita plant now operating on 100 percent local wind power, this is not only a major achievement for Johnson Controls, but also the community. This change has dramatically reduced emissions and the plant’s environmental impact for many years to come,” said Joe Oliveri, vice president and general manager, Global Ducted Systems, Johnson Controls. “This is a prime example of Johnson Controls commitment to sustainability and a healthier planet.”

Johnson Controls Wichita plant is receiving its wind energy from Evergy’s Soldier Creek Wind Farm, a 300-megawatt wind farm in Nemaha County, Kansas, that was completed in November 2020. The energy cost savings projections from the wind power agreement are expected to be approximately \$2.7 million over the life of the 20-year contract – the equivalent of taking 100,000 passenger vehicles off the road. In addition, Johnson Controls will be installing improved capacitor banks to more efficiently consume the plant’s wind energy. This will lower the plant’s energy consumption by nearly 5 percent, equalling an additional energy savings of \$3 million over the next 20 years.

“Evergy applauds Johnson Controls leadership in sustainability by using local, renewable energy,” said Jeff Martin, vice president, community and customer operations, Evergy. “This commitment helps grow wind development in our area, driving investment in local communities and creating green jobs.”

Since 2017, Johnson Controls reduced its GHG emissions intensity by 26 percent and energy intensity by nearly 6 percent. Building on this history of success, in 2021, Johnson Controls set new ambitious environmental sustainability commitments such as aiming to achieve zero carbon emissions before 2040 as well as reducing the company’s operational emissions by 55 percent and reducing customers’ emissions by 16 percent before 2030. In addition, the company aims to achieve 100 percent renewable electricity usage globally by 2040.

To learn more about Johnson Controls commitment to sustainability, please visit: www.johnsoncontrols.com/corporate-sustainability/environment

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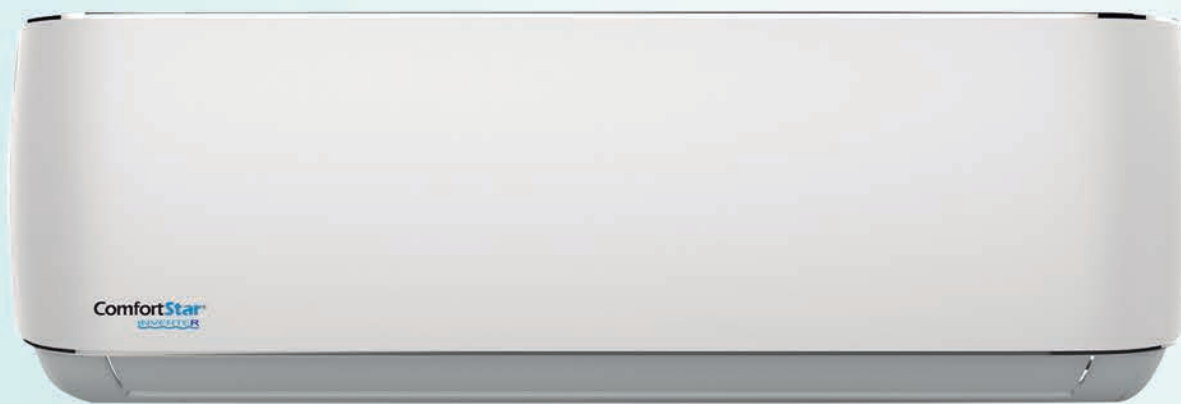
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Littelfuse Acquires Hartland Controls

Acquisition Expands Industrial Product Portfolio and End Market Leadership

Chicago - Littelfuse, Inc. (NASDAQ: LFUS), a global manufacturer of leading technologies in circuit protection, power control, and sensing, announced it has acquired Hartland Controls. Headquartered in Rock Falls, Illinois, Hartland Controls is a manufacturer and leading supplier of electrical components used primarily in heating, ventilation, air conditioning, and refrigeration (HVAC/R) and other

industrial and control systems applications. For 2020, Hartland Controls had sales of approximately \$70 million.

"Hartland Controls is a premier provider of control products and assemblies, with an outstanding reputation for quality, engineering, and customer service," said Peter Kim, Vice President and General Manager, Littelfuse Industrial Business. "We are excited to welcome Hartland Controls' associates

to Littelfuse as we combine our capabilities and strong customer relationships."

Littelfuse will share additional details about the acquisition during the company's fourth quarter of fiscal 2020 earnings conference call on Wednesday, February 3, 2021 at 9:00 a.m. Central Time. The live conference call will be available via webcast from www.littelfuse.com. A recording of the call will also be available there.

Malco Products, SBC, Opens Nominations for 2021 HVAC Trade-Pro of the Year

Five top U.S. HVAC professionals will be honored with national award, \$1,000 in tools

Annandale, Minn. — Malco Products, SBC, one of the nation's leading manufacturers of high-quality, American-made tools for the HVAC trade (Heating, Ventilation and Air Conditioning), has opened nominations for its 5th annual HVAC Trade-Pro of the Year Award program.

The HVAC Trade-Pro of the Year Award recognizes and celebrates outstanding, experienced HVAC technicians

who are dedicated to the industry and on-the-job safety, as well as giving back to their communities.

Five nation-wide winners will receive \$1,000 worth of Malco tools of their choosing, and all qualifying trade professionals who submit an entry will receive a Malco cap and pair of gloves.

"We invite HVAC professionals to nominate themselves or a fellow

technician for this year's HVAC Trade-Pro of the Year Award. The past year has proven just how dedicated to safe, high-quality work and customer service the men and women in the HVAC industry are, and we are proud to recognize their efforts and community service," said Malco president and COO Mardon Quandt.

Nomination forms are available until Wednesday, June 30, 2021, at www.malcoproducts.com/hvac-trade-pro-2021. Winners will be announced in September 2021.

For more information about Malco Products, SBC, visit www.malcoproducts.com.

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Both homes have achieved National Green Building Standard "Emerald" certification, ENERGY STAR building certification, and Net Zero status from the U.S. Green Building Council. Thousands of building professionals from around the world come to tour the homes and learn how to incorporate countless ideas into their projects.

Tours of the homes are offered virtually. Visit The New American Home's virtual experience as well as The New American Remodel's virtual experience to learn more about the construction process, as well as the final showcase homes. The final version of the homes will be available indefinitely on buildersshow.com.

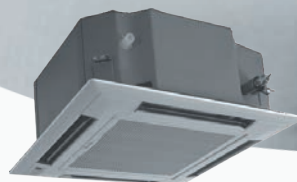


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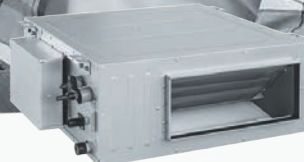
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Husband and Wife Teams

Let me make this as professional and business-like as possible. A husband and wife team do not have to be “in love” to make a good management team, but they do need to know and respect each other’s boundaries and areas of responsibility. (Being in love helps a lot, but it is not a requirement for a husband/wife team to be in business together.)

What I tell people in a business partnership I tell to married couples. You need to organize and act like a corporation. Incorporation (C, S, or LLC) not only provides legal and tax advantages—when done properly, it also spells out lines of responsibility and action.

Normally, each partner in a marriage brings to

the union unique gifts and talents. You probably already know what those are for each of you. To help ensure tranquility, *try to assign tasks to each other that mesh well with those gifts and talents.* For instance, if you are good at detail work and your husband is not, you should take on more of the detail tasks in the office, like job take-offs or accounting. If your wife is good at talking with people, she might do well as the office manager, and/or doing the customer satisfaction phone calls, or making the sales calls, and so on. As the old song says, “Get to doin’ what you’re happy doin’i.” My wife, for example, really enjoys keeping the bank accounts, so even though I do financial

consulting for multi-million dollar distributorships, I let her run the books in the house because she enjoys it and is good at it... and I don’t have the time usually to give it proper attention.

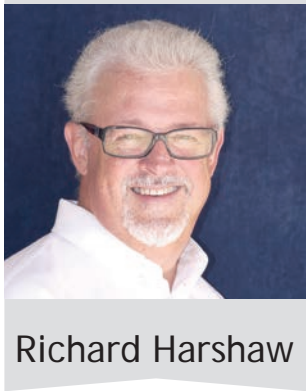
Good advice for a marriage is also good advice for a business—never go to sleep on an unresolved problem. If possible, you and your spouse should resolve business problems (especially between your personalities) at the office and try not to bring them home. But if you do, covenant together to resolve the issue before you turn in for the night. In all cases, strive to resolve any problem, even if it takes a few days. Your spouse is the one employee you probably should not fire. (A divorce will cost a lot

more than a new employee!) I also advise that you do what I had to tell two brothers to do on a consultation. They were 50/50 partners in the business and every time I tried to get to the cause of a problem, they played the “He did...” / “He did...” game. I finally had enough of it and slammed my portfolio down on the desk and said, “I am going across the street to that restaurant and get a Coke. When I get back, decide WHO is going to stop the buck around here, because if you do not, I’m heading to the airport and we are done.” They were shocked, but when I got back half an hour later, they had decided which brother would take the final responsibility for decisions. I had them draft a letter stating that and had

both sign it. That was 14 years ago, and they are still running a great business and retired a six-digit IRS debt in the process. I don’t care whether the final authority for decisions rests with the husband or the wife—but it had better rest with ONE of them! And both need to respect that burden.

Finally, never forget that you are a husband and wife and that you made a solemn covenant in the past to live life together no matter what it brought your way. *Be long on forgiveness, short on malice, and patient with each other.* Love beyond one another’s faults and forbear each other’s flaws. Your spouse is not perfect—they married you, after all.

I love that scene in *Fiddler on the Roof*, where



Richard Harshaw

Tevye, after 25 years of marriage, asks his wife, “Do you love me?” In a touching song, they recall how they were married (having never seen each other until their wedding day) and how they had grown together over the years through all the heartaches and joys they had shared. At the end of the song, Tevye croons, “Then I suppose I love you too!”

Remember: marriage is, more than anything, about *learning* to love one another throughout all of life. That goes for the business part of it too.

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JOHNSTONE SUPPLY HVACR

New “Pro Act” Will Hurt Construction Workers, Undermine Their Privacy and Make it Hard for the Economy to Recover, Official Warns

Measure Denies Workers Absolute Right to Secret and Fair Union Elections, Forces Them to Become the Victims of Union Disputes, Will Unleash Strikes and Disruptions that Will Kill Jobs, Hurt Recovery

The Associated General Contractors of America’s chief executive officer, Stephen E. Sandherr, issued the following statement in reaction to the introduction in Congress today of the so-called “PRO Act”:

“The PRO Act is anti-worker, anti-privacy and anti-recovery. The measure threatens workers’ absolute right to a free, fair and secret union ballot. There is something fundamentally un-American about subjecting workers to

intimidation and coercion when it comes to deciding whether and how to organize and seek representation at the workplace.

“By allowing secondary boycotts and other actions against firms that are not directly involved in labor disputes, the measure means many workers could be idled for a dispute where they do not stand to benefit. This would also put union construction firms at a competitive disadvantage, as owners seek

firms less likely to be impacted by unrelated labor disputes.

“The measure also makes it extremely difficult for entrepreneurial workers to establish their own businesses by discriminating against independent contractors. These provisions will undermine many working people’s ambitions to establish their own firms and become self-employed.

“The measure also harms the tens of thousands of construction firms that

choose to hire union workers.

That is because the PRO Act undermines the collective bargaining process that has worked to successfully elevate construction workers into the upper ranks of the middle class for the past half century.

“More broadly, the PRO Act will unleash a new era of labor unrest and strikes that will make France look like the land of labor harmony compared to the U.S. It is hard to imagine how the country can

build back better when work is idled, workers are unpaid and projects go uncompleted.

“We view this measure as a significant threat to the viability of the commercial construction industry, its long history of offering advancement and opportunity to all workers and its ability to rebuild our economy and revive our nation. That is why we will take every possible step to ensure that the “PRO Act” does not become law.”

Danfoss Partners with New Hydronic Controls Sales Representative in Louisiana and Mississippi

Danfoss has announced its partnership with Hydronic Technology, Inc., which will provide the states of Louisiana and Mississippi with knowledgeable sales and service of Danfoss’ portfolio of hydronic comfort controls.

Founded in 1951, Hydronic Technology is a leading supplier of water-side HVAC and domestic water equipment. It has three locations: New Orleans, Louisiana; Shreveport, Louisiana; and Jackson, Mississippi.

“Hydronic Technology has great expertise in working with designers, installers, and maintaining personnel of hydronic systems, and we’re pleased to have them as part of our team in the deep south,” said Richard Thiel, sales director at Danfoss.

Danfoss’ robust line of hydronic comfort controls includes valves, actuators, sensors, and controllers that ensure accurate control of hydronic systems, resulting in increased building energy efficiency, occupant comfort, and energy savings. It also includes the iconic Danfoss thermostatic radiator valve, or TRV, which Danfoss Founder Mads Clausen invented more than 75 years ago.

Contact Hydronic Technology at www.hydronictechnology.com, or visit www.heating.danfoss.us to find the sales representative closest to you.

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AC Supply Co Relocates Their Arlington TX Branch

AC Supply Co. has relocated its Arlington Branch to 3701 New York Ave, Suite 100 Arlington, Texas 76014. AC Supply Arlington, central in DFW, has been serving HVAC Contractor needs for over 40 years at its previous location.

Still located in the South Arlington area, the new Arlington branch has an expanded showroom, ample parking and double the warehouse space. Just minutes from I-20, the new AC Supply location on New York Ave enables our HVAC contractors to swiftly access our supply house to pick up their heating and air-conditioning parts and equipment needs.

“While the original Arlington store is somewhat of a staple supply house location for so many local contractors, I’m very excited to see what sort of things are to come now with a bigger space and new facilities” – Melissa Chaparro, Owner, D&D AC Service LLC

In November 2020, the Arlington Branch on Secretary was struck by a tornado causing major structural damage. Prior to



this incident, AC Supply owners had already been looking for a larger space with better accessibility. After meeting with engineers, AC Supply decided now was the time to make this major relocation.

AC Supply continues to prioritize customer service and are excited to share this new location with our customers throughout DFW.

“The same rock star team will be fulfilling customers needs and will continue to go above and beyond making AC Supply Arlington the top HVAC wholesale supply house in central DFW” – Mike Lucas, Manager AC Supply Arlington.

PHCC Educational Foundation to Connect Apprentices and Students with \$150,000 in Scholarships in 2021

Falls Church, Va – The 2021 scholarship program from the Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation is open, with 56 awards worth up to \$150,000 available this year.

The scholarships are primarily available to plumbing and HVAC apprentices who are employed by PHCC—National Association members. Awards are also available to trade school students studying plumbing or HVAC installation, service & repair and to college students pursuing studies directly related to the plumbing-heating-cooling industry – such as mechanical engineering and business administration.

The deadline for applications and all supporting materials to be submitted is May 1st. Applications and details on submission requirements can be found on the Foundation website at phccfoundation.org/scholarships.

Awards range from \$1,000 up to \$10,000 each. Funding for the awards is provided by

corporate sponsors A.O. Smith, Bradford White Corporation, Delta Faucet Company, InSinkErator, RIDGID, State Water Heaters and Viega. New for 2021, Moen became the top sponsor for the 2021 program, providing \$30,000 in funding.

“\$150,000 is a record-breaking total for scholarship dollars available,” said Foundation Chair Kevin Tindall of Tindall and Ranson Plumbing in Windsor, N.J. “I’m glad that we have such strong support for this program, and for Moen really stepping in with funding this year. That support is helping us all by getting more people working in our trade.”

The Foundation’s scholarships are also supported by generous gifts from individual donors and organizations, including Bill Jones, Gerry Kennedy, Steve & Isabella Schaeffer, Anne Williams, the PHCC Auxiliary of Texas, the PHCC Auxiliary of Massachusetts and PHCC’s Past National Officers.

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Those words echoed across the sales floor at the Northern Colorado motor sports shop my son Jon is GSM at. Jon heard those words followed by the loud thump of heavy shoes stamping on the concrete floor. He remembered those words and boot stampings, but it had been from a life past, a couple of decades earlier. Next, he heard his name called out, loud enough to be heard across the highway: Jonathan Hinshaw! He jumped up and walked out to the floor to see 3 Marines standing at full attention, in dress blues. Jon said, I am Jon Hinshaw...

They proceeded to hand him a box with all sorts of Marine Corps swag, keychains, bumper stickers, decals. The lead Marine said "we want you to know, no matter who the President is, we are here for you. No one is forgotten". Jon

thanked them, followed them out into the parking lot. How did you find me, he asked? We have our ways they replied.

Later on, one of the sales reps told Jon if he remembered a sale to a retired Marine that went bad. Not that it happens often, but this one went really bad. Not only was it a \$40,000+ side by side, it was the wrong vehicle. The guy got it home, 200 miles away, and it would not do what it was supposed to do (electronic shocks). He called, the salesman tried to tell him it was the right ride, he just did not know how to make it work. After viewing a couple of videos, they all decided he was right, wrong side by side. Jon had to step in, told the Marine that he would make it up. He then called the rep, he said they would have one in the next month. Jon called the customer, let him know he had one coming into his shop in

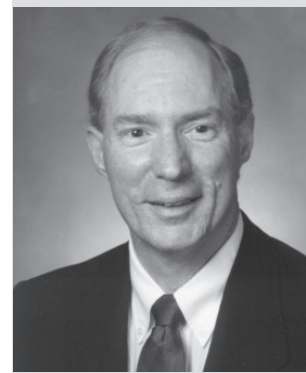
about 3 weeks. What the rep did not say was that the unit would be made in 3 weeks but would need another 30 days in shipping. So, Jon had to call the Marine back, give the bad news. The guy goes off the rails, using some Marine language on Jon. Jon listened to him dump his bucket, then clearly said: Stand Down! The guy stopped the rant, said ya got 72 hours, get the ride you sold me.

Jon found one on the west coast, had to trade a couple of really popular rides for it, but got it in his doors in the 72 hours. Called the Marine out, come down and see your ride. His response: what sort of a discount do I get for the grief you caused me? Jon had the best answer ever. I am not going to BUY your respect; I will EARN it. He came in on a Saturday, around 10 am. They had not even opened the

crate yet, had a real unveiling experience. Jon took him around the building, showing him how they would put it all together right in front of him, took about 5 hours. During that time, Jon introduced him to all the players in the building, the guy that does LED lighting, another guy who installs high end sound systems, several people involved.

End result, the Marine bought an additional \$4000 worth of lights, sound system, etc. on top of the \$40,000 ride. At the end of the day, Jon asked him again, how far did you travel to get here, both ways. The Marine answered, 400 miles. Jon said, I will give you a \$400 discount off the already agreed to price for your trouble. He was thrilled, took all the guys for a ride over the fields nearby, he rocked that ride.

SEE HINSHAW PG.22



Jim Hinshaw

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

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

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

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

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

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

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Jon remembered the Marine and he had told him then he respected his service, and they had a common bond: no man left behind, which Jon translated into I will do whatever it takes to fix this sale. And he did. Turns out the Marine was a retired Lt Colonel, and has influence today, sent over a group of Marines that made

a massive impression on the store and in Jon's life.

My point is this. It started with a job gone bad. In sales the saying is, not IF you have a job gone bad, but WHEN. No matter what industry you are in, vehicle sales, remodeling, heating and air, plumbing, we can all relate to those sales that did not go as well as we wanted. Take car sales, a very demanding job where your people skills are tested daily.

You are selling a commodity, made in a factory, and if your dealership does not have the purple Tahoe your customer wants, you can find it at another dealership and take it right off their lot. For decades a name that is famous in the car sales arena is Joe Girard. According to the Guinness Book of World Records, he was recognized as the king of car sales. He was awarded that title in 1973 for selling 1425 cars in one year.

Yes, you read that right, almost 6 a day. That title was his for 40 years, he is now 89 years old. Joe used to tell his customers, I hope I sell you a lemon, then you will see just how good I am.

I am confident that none of us really want to sell a project or product that doesn't do what the customer wanted and paid for, but it happens. Call it human error, whatever. The true mark of a professional is what they do when things don't

go as advertised. Jon had to get involved in a sale he didn't make, get the factory involved, his parts department, and handle the customer who was frustrated and used to getting things done right (as in Marine Right!). He did. So, when you are in the middle of the struggle, remember that someone is watching everything you do. Make the extra effort, continue thru the mess and get a customer for life.

HVACR Program Standards Update

HVAC Excellence is pleased to announce the release of their 2021 HVACR programmatic accreditation standards manual. The publication of this document is in accordance with the organization's commitment to conducting annual reviews of the educational standards that have been widely accepted in the HVACR industry. This document has been prepared and approved by members of HVAC Excellence's accreditation review board, in conjunction with a panel of industry stakeholders.

The accreditation review board, comprised of subject matter experts, experienced HVACR instructors, and school administrators, meets annually to evaluate the alignment of existing standards to changes and trends in education, legislation, and industry requirements. The 2021 version of the accreditation standards manual reflects the proposed and agreed upon changes that were brought up during the review board's fall 2020 meeting. As part of the review process, the board also worked to improve the readability and ensure the spirit of the standards are clearly defined.

HVAC Excellence undergoes this comprehensive process on an annual basis to ensure its educational standards are clearly stated, comprehensive, and meeting the ever-changing needs of our industry. This process is absolutely required if the high standards associated with programmatic accreditation are to be maintained.

A copy of the new HVACR Accreditation Manual, and standards, can be viewed by visiting <https://www.escogroup.org/hvac/>, and clicking the accreditation link.

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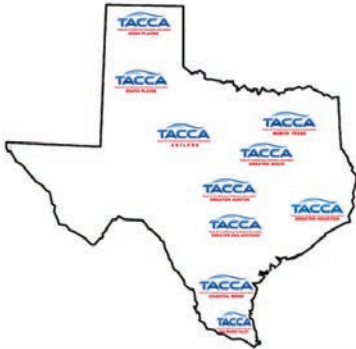
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- Carreon and Sons – Waco
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- Ros Plumbing Heating and Air – San Antonio
- Standard Air Conditioning & Heating – Sugar Land
- TD Industries - Houston

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

TACCA 2021 Board of Directors

TACCA’s Board of Directors elected new officers on January 22, 2021. We are excited for this group of volunteer leaders and are looking forward to a great year! Congratulations and thank you for all you do for the HVAC industry!

President Nick Watkins with Abilene Air-Tech Heating & Air Conditioning
Vice President Roland Arrisola with Stan’s Heating, Air & Plumbing
Treasurer Mark Gatewood with ABC Home & Commercial Services – Austin
Secretary Allison Hale with SOS Mechanical
Immediate Past President James Barry with Doctor Cool & Professor Heat
Region Directors: Merle Aaron, Jr. – Aaron Mechanical, Ricky Cox – Texas Total Comfort Systems Air Conditioning & Heating, Matt Cyphers – Cytech Heating & Cooling, Rob Elolf – Environmental Air Systems, Roy Jones – Armstrong Mechanical, Justin Lauten – Total Air and Heat, Robin Saunders – Chilly Air Services
Associate Directors: Richard Lockard – INSCO and Brad Merchant – Standard Supply



Getting to know TACCA’s 2021 President Nick Watkins

We are always interested to learn more about our volunteer leaders. We caught up with newly elected 2021 President Nick Watkins with Abilene Air-Tech, Inc., to learn a little more about the contractor who will lead our organization this year.

TACCA: Tell us a little about Nick Watkins.

NW: I am a 38-year-old second-generation HVAC contractor. I graduated from Texas Tech University in 2009 with a bachelor’s degree in business management. This year will mark 10 years of marriage to my lovely wife, Lindsey. We have two children, Lane who is 7, and Aubrie who just turned two.

TACCA: What started your pathway to become a licensed contractor?

NW: I worked for my dad in high school and even in the summers the first few years of college. It started out that he needed help and I needed money. The more I got into the trade I found I enjoyed the work and interaction with other people. I liked changing out the equipment and improving our clients comfort level. I thought about doing other stuff for a few years, but nothing allowed me to make the money I did, and by then I had lots of experience in the field, so I just kept doing HVAC. In a sense it is all I have ever known.

TACCA: As a career HVAC contractor, what are the biggest challenges that you face today that you never expected to encounter early on in your career?

NW: The biggest challenge we face is finding workers who have experience in the field. Many schools are starting up vocational programs again and hopefully we will see some better candidates in the next few years. COVID-19 has also changed the way that we operate business in the past year which no one could foresee.

TACCA: How are you positioning your company for growth and what are your thoughts about enticing the younger generation to choose a trade vs. college?

NW: We are changing our strategy to have all field employees work to become service technicians to promote a higher standard in all aspects of our work. I believe it will save money for my company as I will not have to roll out a “service truck” to bring systems online and can handle a greater load of service calls as a result. We are active in training our employees for various situations along with Liquified Petroleum Gas licensing through the Texas Railroad Commission for propane and dual fuel systems. “You’re only as strong as your weakest link,” has resonated with me through the years as an owner.

TACCA: What makes TACCA membership valuable to you as a contractor?

NW: I have always believed the greatest value of TACCA membership is keeping up with the legislative stuff going on. Shannon Noble has worked tirelessly for TACCA and keeps us updated on legislation that will affect me and my company.

TACCA: What objectives do you hope to see TACCA accomplish in your year as President?

NW: I would like to grow membership in the organization and gain some ground on training and work programs for people interested in the field. This is important to me because I remember what TACCA membership used to be and I’ve watched the slow decline over the years. I see tremendous value of group strength and the most effective way to help the HVAC industry, which is the key purpose of the organization, is to band together and combine our efforts with purpose to accomplish our goals. TACCA can be that driving force, but the momentum must continue to be successful.

What’s New with the 2018 Codes?

The Texas Commission of Licensing and Regulation adopted the 2018 editions of the International Mechanical Code, International Fuel Gas Code and Uniform Mechanical Code effective January 1, 2021.

Texas Air Conditioning Contractors Association hosted a webinar presented by Jason Vandever, Energy Code Program Manager for the South-central Partnership for Energy Efficiency as a Resource (SPEER) to help contractors learn about the significant changes from 2015 to 2018 codes pertaining to all things HVAC/R. You can watch this recorded webinar at www.tacca.org/resources.

TACCA Training and Exam Prep Opportunities

Need an HVAC CE course or license prep course? TACCA has been the leader in education for the HVAC industry in Texas for more than 50 years. We offer eight (8) hours of state-approved continuing education for contractors. Our instructors are knowledgeable and receive high ratings from our course attendees. See page XX for the next continuing education opportunity for each area.

Upcoming License Exam Prep classes: March 20-21 in Houston, April 24-25 in San Antonio, May 1-2 in Austin, and May 14-15 in Red Oak.

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

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Rick's larger than life persona, and contagious laugh made him a fixture in our industry for over 4 decades. Coming from a bloodline of the founding fathers of our country, Heyden often said he "sat on the shoulders of giants". He was very proud of his family, industry, many friends and his family's ranch in Uvalde TX. One of his favorite quotes, often to his son JT was "Life is good". He lived up to that motto on a daily basis.

He is survived by his wife Cyndi Miller, his sister Kathleen Heyden Heidenreich of Fairview, TX, daughter Jennifer Heyden Collier (Jim) of Hideaway, TX and son JT

Heyden of New Braunfels, TX, as well as his step daughter Allison Phair (Glenn) and step son Dallas Miller (Chesley) both of New Braunfels, TX. He was a wonderful Papa to his grandchildren MJ Collier, Heyden Collier, Scotlan Heyden, Finley Heyden, Rex Phair, Iylee Phair and Ford Miller. He also leaves behind many cousins, nieces, nephews and lifelong friends who all loved him dearly.

In remembrance of Richard Heyden, in lieu of flowers, the family requests memorial donations be made to the Brauntex Performing Arts Theatre in New Braunfels, TX.

HB McClure Named ACCA's 2021 Commercial Contractor of the Year

Alexandria, Va – The Air Conditioning Contractors of America (ACCA) concludes its winter Board of Directors and membership meeting by announcing HB McClure Company in Harrisburg, PA, as the ACCA 2021 Commercial Contractor of the Year.

Every year, ACCA presents the Contractor of the Year awards to a commercial and residential contracting company that demonstrates a commitment to contractor excellence by exceeding national standards through exceptional performance and high-quality results. The finalists are judged on several areas, such as their commitment to employee training and education programs, their level of community and industry involvement, and their

innovative and/or unique marketing programs.

The winner of this award is chosen by a panel of past ACCA chairs, which include: Greg Leisgang of JonLe Heating & Cooling, Cincinnati, OH (2005); Bobby Ring of Meyer & Depew Co, Kenilworth, NJ (2013); Phil London of Thermal Concepts Inc., Davie FL (2015); and Tony Shaker of Enfinity Partners LLC, Mashpee, MA (2000).

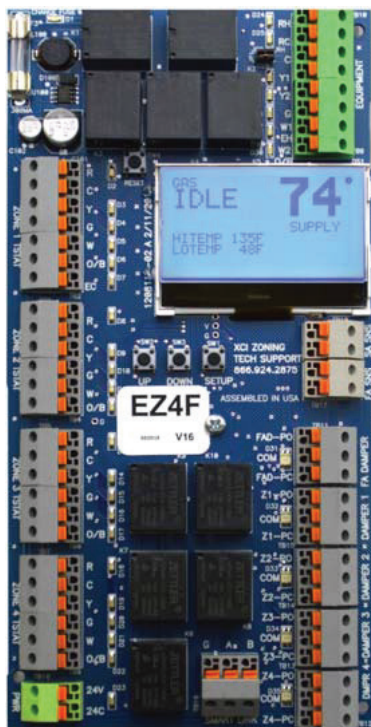
"ACCA is thrilled to present the 2021 Commercial Contractor of the Year award to the HB McClure team," said Barton James, ACCA president and CEO. "HB McClure is a one of a kind company that has served central Pennsylvania and Northern Maryland for more than a century. Their commitment to empower and invest in their employees

not only helps set them apart from their competition, but their unique style of leadership will also help move the HVACR industry forward for everyone."

"We are very thankful to have earned this award through ACCA, who provides so much value to our industry and the companies that make it," said Adam Smith, vice president of HB McClure. "To be recognized as the Commercial Contractor of the Year is a testament to the hard work and continual progress all our employee owners make each day. In the face of COVID, a company's true values were brought to light. Being honored during this time is a reflection of the focus we have maintained on our people and our customers which makes the recognition even more special."

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- Static Pressure Controller
- 40 VA Transformer
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3 Zone Kit with Bypass Damper

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- Static Pressure Controller
- 40 VA Transformer
- Fresh Air Control on board

THERMOSTATS NOT INCLUDED

4 Zone Kit with Bypass Damper
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- Static Pressure Controller
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Product News

AC Supply Partners with Friedrich – The Most Trusted Brands in PTACs

Fort Worth, TX — AC Supply has decided to partner and stock the most trusted brand in PTACs, Friedrich, at all four of its Tarrant County locations. As a manufacturer, Friedrich believes that Air Conditioning is at the heart of what they do – the same philosophy that AC Supply has thrived on for the last 60 plus years. With this mutual mindset of quality and care, a partnership between AC Supply and Friedrich came naturally.

“At AC Supply, we are always looking for the best solutions for our customers. We take the time to research the products, understand the technology, and find brands that will help our customers be the most successful in our market. When looking at our PTAC line in 2021, we knew that getting the best was what our customers expected and needed from AC Supply and it was an easy choice to bring in Friedrich to fill that supply need” – James Fulton, Sales Director, AC Supply.

Friedrich PTACs are manufactured to improve overall guest satisfaction. Galvanized zinc coated steel wall sleeve and steel base pan undergo an 11-step preparation process,



are powder coated with a polyester finish, and are oven-cured at high temperature for exceptional durability. Aluminum endplates reduce corrosion of the outdoor coil.

“Reliable performance and low sound begins with durable materials and the highest quality components. Friedrich has partnered with AC Supply Co. to provide you the most trusted brand in North America right here in the DFW Metroplex area.”

Danielle Howerton, Friedrich Southwest Regional Manager

Friedrich PTACs feature a super-efficient refrigeration design with EERs up to 12.0 and COP up to 3.55. Energy efficient heat pump models are also available in our complete line.


Intuitive unit controls are user friendly with easy-to-read LED display that can show either set point or actual room temperature as selected by owner. Dehumidification


removes moisture in cool mode to improve comfort and reduce the chance of mold and mildew growth.

Friedrich PTACs come standard with two permanently lubricated fan motors for added durability and reduced sound levels indoors. Units also have a quiet, efficient rotary compressor mounted with vibration isolators to keep the compressor running smoothly and quietly. High-density insulation and steel inner wall block outdoor noise.

Friedrich’s industry leading warranty features 2-year full warranty on parts and labor and 5-year limited warranty. Our nationwide service network and U.S.-based Friedrich expert technical team ensures you get fast, knowledgeable service.

AC Supply, your go-to PTAC stocking distributor, has over 60 years in the HVAC industry. Have a product question, need a quote, or ready to order with FREE delivery, contact any of our four Tarrant County locations. Friedrich product pricing and inventory are also available online at shop.acsupplytexas.com.

 **CONSTRUCTION DATA**



TEXAS HVAC/R TEST PREPARATION

3 DAY LIVE INSTRUCTED SCHEDULE

HOUSTON	Apr 8 - 10
IRVING	Apr 29 - May 1
HOUSTON	June 3 - 5

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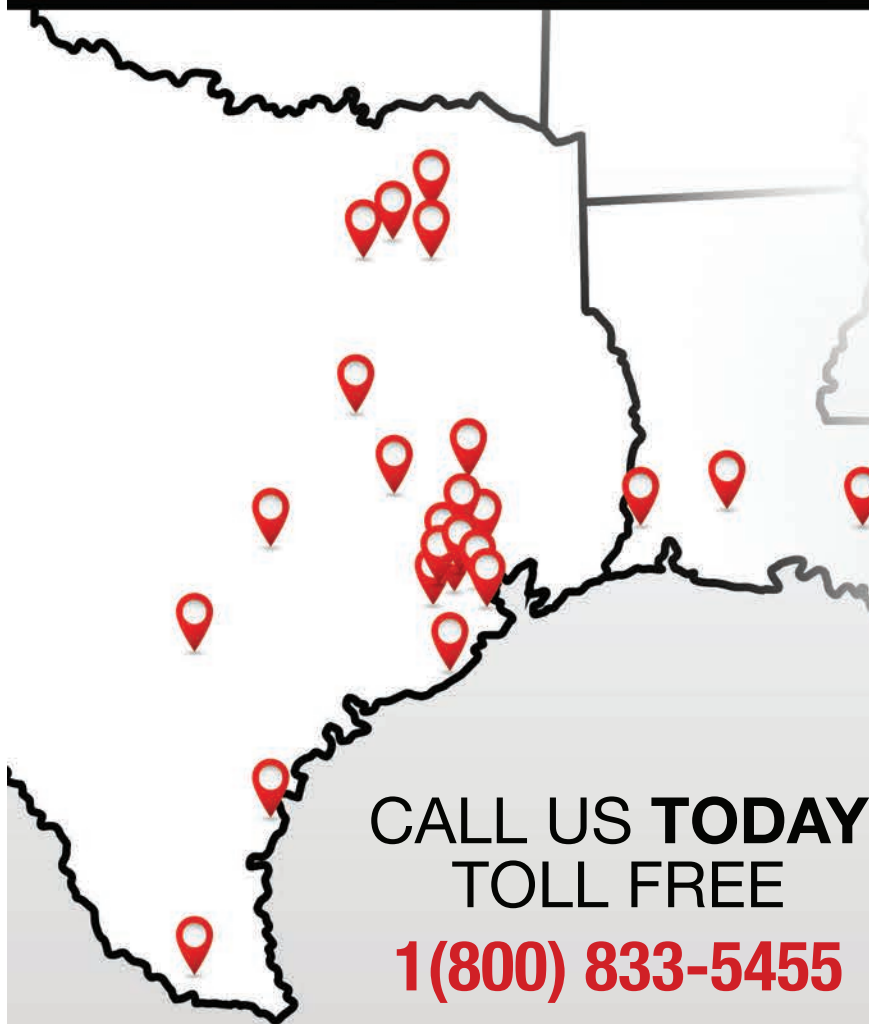


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p: 409-838-5251

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
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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
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p: 936-291-6818

Lafayette, LA
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p: 337-232-9862

Lake Charles, LA
2501 Ryan Street
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p: 713-477-0562

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p: 956-702-3445

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Suite 106
p: 210-495-9675

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Waco, TX
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The spotlight



The ECCO Group™ announces the appointment of Kenneth Alemao as a Product Manager of ECCO Heating Products Ltd



Mitsubishi Electric Trane HVAC US Announces Tom Overs VP Residential Business



Ruskin's Charlie Black elected to AMCA International Board of Directors



Armstrong Names Simon Allan Global Director Standard Building Products



Watts Introduces New Senior Product Manager Shashwat Nath

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

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JOHNSTONE HOUSTON MARCH TRAINING DATES

Join us for our in-house/virtual March training classes.

Training classes will be webinar based with hands-on laboratory time.**

The contractor has the option to attend in-person or virtually.

Topic	Dates	Time	Price
EPA Testing Date	Wed, March 3	8AM-11AM	Price Varies**
Standard AC Installation	Mon, March 8	2PM-4PM	\$25.00
Brazing Training	Tues, March 9	7AM-9AM	\$125.00
HVACR System Evacuation Training	Wed, March 10	7AM-9AM	\$25.00
Duct Sizing	Thurs, March 11	7AM-9AM	\$75.00
Residential AC Troubleshooting	Thurs, March 11	2PM-4PM	\$50.00
Introduction to IAQ	Wed, March 24	7AM-8AM	\$25.00
Electric Air Handlers: Troubleshooting Fault Codes	Thurs, March 25	10AM-10:45AM	\$25.00

CLASS INFORMATION:

- Must pre-register to receive training class link.
- Price per person for each class is listed in the table above.
- Timeframe varies per class.
- The contractor has the option to attend the class virtually or in-person.
 - Virtual option does not apply to EPA testing.
- Hands-on laboratory time is only permitted if attending in-person.**
- EPA test cost varies. Ask a Johnstone Sales Associate for test cost**
- 2120 Shepherd Dr, Houston, TX 77007 Please park in the back of the building.
- For more information, please contact the Marketing Department: marketing@johnstonesupply39.com or call (713)-868-8967.

COVID-19 RELATED REQUIREMENTS:

- Stay home if you're sick, coughing, sneezing or running a fever.
- In-person attendees are required to wear a mask at all times.
- Temperature check will be conducted before entering the building.
- Hand sanitizer will be available.
- Social distancing will be maintained at all times.
- Each class is limited to **10 in-person attendees**.
- Air purifier will be operating in the training & laboratory room.

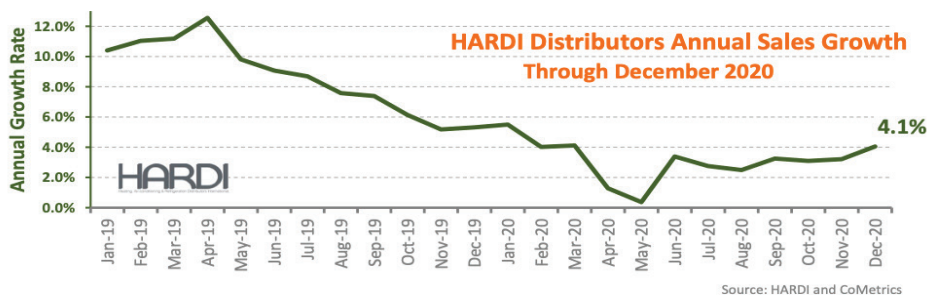
You can register online at:
www.JohnstoneSupply.com/39

HARDI

HARDI Distributors Report 21.4% Percent Revenue Increase in December

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 21.4% percent during December 2020.

The average annual sales growth for the 12 months through December 2020 is 4.1% percent.



“What a great way to end a challenging year!” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “This December was helped by an extra billing day but even adjusting for that the sales growth would have been in the 16% area against 7.4% last year.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is 44.5 days. “It looks like DSO has settled back to normal after being unusually brief this summer,” said Loftus. “This level is comparable to December in 2017 and 2018.”

“While the health challenges and the employment disruption are heartbreaking, much of the economy keeps churning along,” said Loftus. “Q4 GDP was up 4% after a 30% decline six months ago, low mortgage rates have the housing market soaring, and the latest Industrial Production report was stronger than expected. It all seems fragile and temporary until there is broad distribution of potent vaccines.”

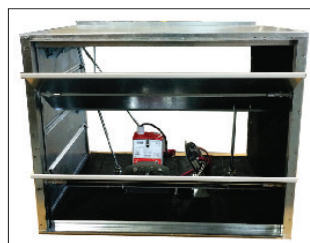
HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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Upflow (1.5 - 5 ton unit for residential/commercial uses.

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Product News

RITCHIE INTRODUCES THE SuperEvac™ PLUS II VACUUM PUMP

SuperEvac™ PLUS II Brushless DC (BLDC) Vacuum Pumps
READY EVERY TIME!

Bloomington, Mn — Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R and automotive professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the next generation of SuperEvac™ Vacuum Pumps – the SuperEvac™ PLUS II. Designed for use with A2L systems, the integration of a brushless DC (BLDC) motor to drive the vacuum pump provides several technological advantages over AC motor driven vacuum pumps. While maintaining an ultimate vacuum of 15 microns and many of the other unique characteristics of the SuperEvac™ Vacuum Pump, the high torque BLDC motor in the SuperEvac™ PLUS II is more efficient and has a longer life. Add the ability to start and operate in severe low voltage conditions and extreme temperatures, the service tech now has a premium vacuum pump that is ready every

time. The BLDC motor is lighter weight than AC motor designs. Offered in 4, 6, 8 and 11 CFM models, the SuperEvac™ PLUS II has a 2-year warranty and is made in the USA. Ritchie Engineering Company/YELLOW JACKET® continues to strengthen its position as the premier vacuum pump manufacturer in the HVAC/R market. For more details, visit <https://yellowjacket.com/product/superevac-plus-ii-vacuum-pumps/>.



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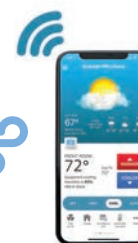
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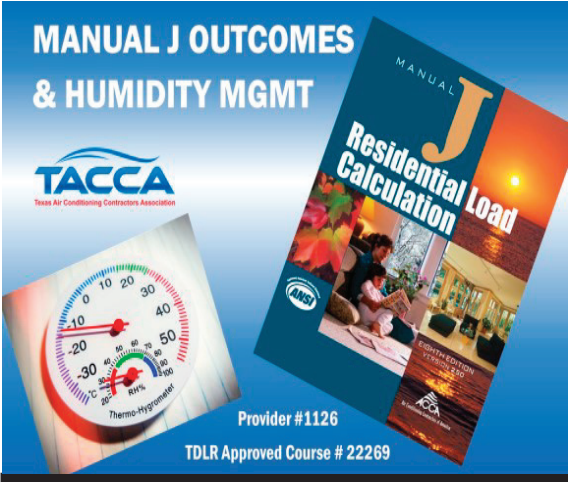
Abilene	1810 Pecan Street	325-673-2660
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Austin	6301 E. Stassney Lane	512-441-9893
Brownsville	224 Industrial Drive	956-546-8800
Corpus Christi	5439 Greenwood Drive	361-851-8821
Dallas	10490 Shady Trail, Ste 100	214-350-7913
Del Rio	2307 N. Main	830-774-1545
De Soto	640 E. Centre Park Blvd	214-467-8130
El Paso	11500 Rojas Dr., Ste A & C	915-779-3475
Ft. Worth	399 North Beach Street	817-834-5542
Garland	3775 Marquis Drive #101	972-276-5532

Georgetown	40110 Industrial Park Circle	512-863-0525
Grapevine	1300 Minters Chapel, Ste 500	682-223-6700
Harlingen	401 N.T. Street, Ste B	956-425-1120
Houston	10460 S Sam Houston Pkwy West	713-335-5475
Houston	11102 Beltline Road, Ste 300	713-358-3737
Houston	14900 Hempstead Rd., Ste 300	713-462-3737
Houston	5921 South Loop East	713-645-6726
Kerrville	1905 Junction Hwy	830-895-2800
Laredo	5714 Cerrito Prieto Court	956-726-0541
Lubbock	702 E. 46th Street	806-762-4088
McAllen	1218 East Laurel Ave	956-686-3786
New Braunfels	1223-B Industrial Drive	830-625-7743
San Angelo	914 Arroyo Drive	325-224-4276

San Antonio	1302 S. Alamo	210-223-2681
San Antonio	15938 University Oak	210-581-7350
San Antonio	222 Reoleta	210-824-9551
San Antonio	2403 Freedom Drive	210-828-9981
San Antonio	6896 Alamo Downs Pkwy, Ste 900	210-523-1244
Tyler	3805 Timms Street, Ste 300	903-561-8080
Victoria	3803 N John Stockbauer	361-576-4101
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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—Aug 21
- Austin—Mar 13, Apr 10
- Beaumont—Jun 4
- Burleson—Apr 24
- Corpus—Mar 13
- Denton—Apr 10
- Harlingen—Apr 24
- Houston—Mar 20, Apr 24
- Hurst—Mar 27, Apr 17
- Lubbock—May 22
- San Antonio—May 1
- Waco—Apr 17
- Virtual Class—TBD

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Online Rates
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Manual J Outcomes & Humidity Mgmt #22269

NOTE: This course covers Manual J theory, not calculations

Expectations from Manual J

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

Managing Humidity

- ◆ Components of humidity
- ◆ What influences humidity level in a building

Tools for Successful Business

TDLR laws and rules (required one hour)

April begins new course, “Building Science and Code” pending TDLR course approval.



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CALENDAR OF EVENTS

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Contractors of Oklahoma



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MEPO LUNCH MEETINGS

March Meetings

ARDMORE: Tuesday Mar 2nd 11:30
Cafe Alley 126 A St NE

OK CITY: Wednesday Mar 3rd 11:30
**** New Location ****
Meridian Market (Formally Shorty Smalls)
2037 S. Meridian Ave

TULSA Eve Mtg: Thursday Mar 4th 6:30pm
Social Mtg, Bring Spouse or Guest
White River Fish Mkt 71st & Lynn Lane Broken Arrow

ENID: Friday Mar 5th 11:30
El Patio 4410 W. Owen K. Garriott Rd

TULSA: 2nd Thursday Mar 11th 11:30
Oklahoma Joe's BBQ (Park & Use the Back Door)
6175 E. 61st St (61st & Sheridan)

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
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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



TEXAS DEPARTMENT OF LICENSING & REGULATION

The next Texas Commission of Licensing and Regulation meeting is scheduled for Wednesday, March 3, 2021 at 8:30 a.m. When the agenda and staff reports are available, they will be posted online. The meeting will be held via videoconference and will be viewable on TDLR's YouTube channel.

Product News

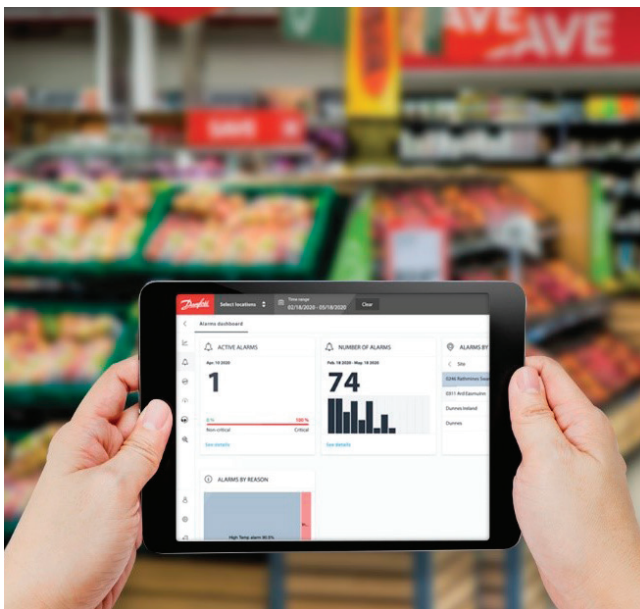
Fresh Food With Minimal Energy — Danfoss Empowers Food Retailers to Make Predictive Maintenance a Reality Today

Danfoss strengthens its Alsense™ IoT services with a holistic store-level software suite, moving store maintenance from reactive to proactive. This update enables food retailers to prioritize and reduce their maintenance efforts across stores and critical events

Danfoss, a leader in the refrigeration industry, announced the newest addition to their digital service portfolio—**Smart Refrigeration Solution**, pioneering software originally developed by Honeywell. Smart Refrigeration Solution was created using customer requirements gathered from leading food retailers looking to reduce energy usage and improve performance of their refrigeration system.

“We are thrilled to incorporate Smart Refrigeration Solution into our Alsense™ cloud-based services,” says Jürgen Fischer, President of Danfoss Climate Solutions. “Now, we are putting predictive maintenance into action, allowing the food retail industry to prevent unplanned cooling system downtime and inefficiencies in energy consumption.”

Alsense is Danfoss’ sustainable, scalable and secure cloud-based portal for managing food retail operations. Previously known as Danfoss Enterprise Services (DES), Alsense is optimized to provide food retail professionals with transparency and executive overviews of refrigeration assets and energy efficiency at the chain level.



Going forward, the combined Alsense offering with Smart Refrigeration Solutions will enable managers to easily benchmark and prioritize efforts across stores to save time and optimize the impact of their maintenance spending. Further, Alsense will provide service technicians with a prioritized action plan, empowering them to immediately

address equipment performance and operating concerns upon arrival at a store.

“Combining the Smart Refrigeration Solution with our existing Alsense portfolio accelerates our ambition of meeting food retail customers’ needs for optimizing and proactively maintaining a store’s high performance,” says Natalie Schnipper, Head of Product Management Digital Services at Danfoss. “The solution goes beyond the traditional monitoring systems that primarily provide alarms and data overviews. It identifies operating issues, such as compressor failure or coil icing, and provides hands-on guidance to fix them.”

This integration follows the October 2020 launch of Danfoss’ Alsense IoT platform and will accelerate Danfoss’ efforts in providing food retail professionals with intuitive software tools and data-driven, expert-enabled insights to optimize operational efficiency, refrigeration asset performance, and energy efficiency.

For additional information, please visit alsensefr.danfoss.com.

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ASHRAE

NEWS

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 2021 Annual Conference to be Held Virtually

Atlanta—ASHRAE announced that its 2021 Annual Conference, scheduled to be held in Phoenix, will now take place virtually.

Designed to provide the latest insights from industry leading expert in the built environment, the 2021 ASHRAE Virtual Annual Conference will provide focused, actionable and innovative content to support HVAC&R and building systems professionals.

“Our pivot to virtual conferences over the past year has been met with great success,” said 2020-21 ASHRAE President Charles E. Guldge III, P.E. “Engagement from members and industry professionals from around the world in these events is a testament to the quality of our conferences and the importance of staying connected within the ASHRAE community. The 2021 ASHRAE Virtual Annual Conference will be a wonderful forum to share fresh ideas and unique approaches to tackle the challenges of our rapidly changing world. I look to extending our digital connection and I anticipate an immense level of interest and participation.”

Conference attendees can expect:

- Technical sessions from industry experts and thought leaders.
- Online networking and social opportunities.
- A chance for professionals to come together and connect with collaborators around the world.
- A keynote presentation, roundtable decisions and expanded learning opportunities.
- Updates and announcements from Society leaders.

Additional information on the 2021 ASHRAE Virtual Annual Conference, including committee meetings and registration details, will be made available in the coming weeks. For full information, visit ashrae.org/2021annual.

ASHRAE Wraps Up Successful Virtual Winter Conference

Atlanta – The 2021 ASHRAE Virtual Winter Conference concluded with more than 1,800 people in attendance over three and a half days and presentations from industry thought leaders from around the world.

The conference which ran from February 9-12, featured 59 live sessions, 27 Q&A chats with presenters of Conference Paper Sessions and 80+ on-demand sessions. In the weeks leading into the conference, committee members also participated in meetings of technical, standards and standing committees, developing guidance for the future of the industry and ASHRAE.

The technical program included numerous, highly attended

sessions, on the diverse topics surrounding rapid changes in technology, policies, tools and engineering practices related to the pandemic. Top sessions included ‘Building Operation and COVID-19: Standard of Care,’ ‘What Did Building Do During the Pandemic, and How to Make your Buildings More Resilient’ and ‘Lessons from Managing Infrastructure through the COVID Shutdown.’ Other highly attended sessions include cutting edge labs, IAQ, ASHRAE standards, ethics, controls and energy efficiency. Attendees also observed new equipment and products demonstrated by conference sponsors.

“The ASHRAE Virtual Winter Conference provided an ideal place for our members and industry professionals to connect directly with each other, to explore the latest research and learn how to address the challenges that we all face in establishing healthy indoor environments for building occupants,” said 2020-21 ASHRAE President Charles E. Guldge III, P.E. “We were pleased to be able to showcase the new and exciting ways we’re moving ASHRAE forward as a society and how our resources have become an invaluable asset as the world learns more about the relationship between infectious disease mitigation and indoor air quality.”

The conference kicked off with the ASHRAE Meeting of the Members, including a Secretary’s Report from ASHRAE Executive Vice President Jeff Littleton and the State of the Society address from President Guldge, updating the membership on the traction gained from his society theme, “*The ASHRAE Digital Lighthouse and Industry 4.0.*” Both spoke on recent society accomplishments including a successful research promotion campaign, the work of ASHRAE’s Epidemic Task Force during the pandemic, the establishment of a diversity task group, government affairs involvement and the opening of ASHRAE’s new Global Headquarters.

“ASHRAE volunteers remain committed to sharing their valuable time, wisdom and expertise – they remain steadfast in their determination to make the world a better place through ASHRAE,” said Littleton during his report. “Thank you to the thousands of volunteers at the society, regional and chapter levels that have adapted and persevered – and in many cases flourished – under these trying circumstances. Because of you, ASHRAE will emerge from the pandemic stronger and more influential than ever before.”

The ASHRAE Meeting of the Members video can be found at ashrae.org/president.

Attendees received a behind the scenes look at the innovative solutions that went into ASHRAE’s new global headquarters through an in-depth technical tour of the building, guided by ASHRAE Building Ad Hoc Committee chair Ginger Scoggins.

The ASHRAE Global Headquarters technical tour video can be found at ashrae.org/newhq.

The accomplishments of 165 outstanding ASHRAE

members were recognized during special honors and awards segments each day, including the elevation of 16 members to level of ASHRAE Fellow.

All technical sessions are now available on-demand to registrants for the next 18 months. Registration for the 2021 ASHRAE Virtual Conference remains open for both individuals and groups at ashrae.org/2021Winter.

ASHRAE Announces Nominees for 2021-22 Slate of Officers and Directors

Atlanta – ASHRAE is pleased to announce its nominees for the 2021-22 slate of officers and directors.

Nominations for officers and directors were made by the ASHRAE Nominating Committee from a list recommended by individual members and from Chapters Regional Conferences.

The 2021-22 nominees are as follows:

- President-Elect: Farooq Mehboob
- Treasurer: Ginger Scoggins
- Vice Presidents: Don Brandt, Dunstan Macauley, Sarah Maston, Tim McGinn

• Directors and Regional Chairs: Steven Sill (Region I), Ronald Gagnon (Region II), Mark Tome (Region III), Eileen Jensen (Region XI), Richie Mittal (Region-at-Large)

• Directors-at-Large: Dru Crawley, Art Giesler, Kishor Khankari

- Alternate Director-at-Large: Heather Platt Guldge

ASHRAE members will vote on the nominees via electronic ballot in May. Mick Schwedler will serve as ASHRAE President for the 2021-22 society year.

For more information on the 2021-22 slate of officers and directors, visit ashrae.org/2021-22slate.



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Weil-McLain to Host Online Knowledge Builder Sessions for Residential, Commercial Contractors

Burr Ridge, Ill. – Residential and commercial heating contractors can hone their boiler technology skills and training this spring by participating in Weil-McLain's Knowledge Builder Sessions taking place twice a week in March, April and May.

The weekly educational sessions, hosted by the technical training team from the leading North American designer and manufacturer of hydronic comfort heating systems, will cover high-efficiency residential boilers on Wednesdays starting March 3 and high-efficiency commercial boilers on Thursdays beginning March 4.

Each course, running through late May, will cover a specific Weil-McLain boiler as well as installation and servicing applications. The complete course offering is available at www.weil-mclain.com/training.

"Our livestream training program will cover the gamut, from technology, features and benefits, to maintenance, troubleshooting, installation, controls and set-up," said Dante DeVille, Technical Training Manager with Weil-McLain. "Contractors, engineers and facility managers alike can select a specific course for in-depth product training and gain insider tips for keeping Weil-McLain boilers running at peak operational efficiency."

The residential training programs will cover applications, installation and servicing of Weil-McLain's popular condensing and non-condensing boilers, including its new ECO® Tec high-efficiency premium residential boiler, the Evergreen® stainless steel condensing boiler, the Ultra™ corrosion-resistant boiler, GV90+® high-efficiency cast iron boiler and the AquaBalance™ combi or heat-only boiler.

Commercial boiler training sessions will feature the Stainless Vertical Firetube™ (SVF) commercial condensing boiler line with industry-leading thermal efficiencies up to 96.8%, the SlimFit® boiler designed for limited spaces, Evergreen® Pro and the full line of Weil-McLain cast iron boilers.

Commercial application courses include maintenance and troubleshooting, steam boiler replacement, commercial condensing boiler piping, hybrid applications, specifying high efficiency equipment and commercial condensing boiler controls.

For more information or to register for a session, visit www.Weil-McLain.com/Training.

The ESCO Institute is pleased to announce the release of the *Low GWP Refrigerant Safety: Flammable and Mildly Flammable Refrigerants Training and Certification Program*

As the HVACR industry continues to move forward and innovate, the refrigerants that were once so commonplace are now being phased down. Replacing them are more energy efficient and environmentally friendlier refrigerants, known as Low GWP refrigerants. Many of these new refrigerants are classified by ASHRAE as A2L, or slightly flammable.

With numerous changes to building codes and industry standards to accommodate the safe use of Low GWP refrigerants, those working in the HVACR industry need a reliable source of information and training to keep pace with innovation. ESCO's Low GWP Refrigerant Safety Program fills that need.

The Low GWP Refrigerant program manual, which is available in both printed and digital format, covers:

- Refrigerant safety
- Introduction to Low GWP refrigerants
- Refrigerant properties and characteristics
- The refrigeration cycle
- Working with refrigerant blends
- Proper installation and service guidelines
- Flammable refrigerant considerations
- Explanation of the associated codes and standards for A2L refrigerants

The instructor resource materials include a 204-slide PowerPoint presentation that correlates directly with the manual. Each slide contains speaker notes to aid the instructor through the presentation and provide additional talking points.

A certification exam is available to validate that a person has retained the information presented in the program.

The closed-book certification exam for this program is 50 questions, covering the following competencies: General Flammable Refrigerant Safety Knowledge, Core ACR Knowledge, Flammable System Service Safety, Flammable System Installation Safety, and Flammable Refrigerant Transportation and Handling Safety.

This program can be incorporated into any HVACR program that teaches the safe use of refrigerants or can be used as a stand-alone course. Wholesalers, manufacturers, and continuing education providers can use this program to reinforce these all-important concepts in a training program that can be presented in as little as 8 to 10 hours.

This modular training package is available as a complete training solution (training manual, instructor PowerPoint presentation, and certification), or instructors can purchase items separately. For complete details, including the soon-to-be released interactive elearning version of the program, visit escogroup.org.

Registered test administrators can login to view a copy of the training manual in the proctor resource center.

For additional information, contact ESCO Institute at 800 726-9696.







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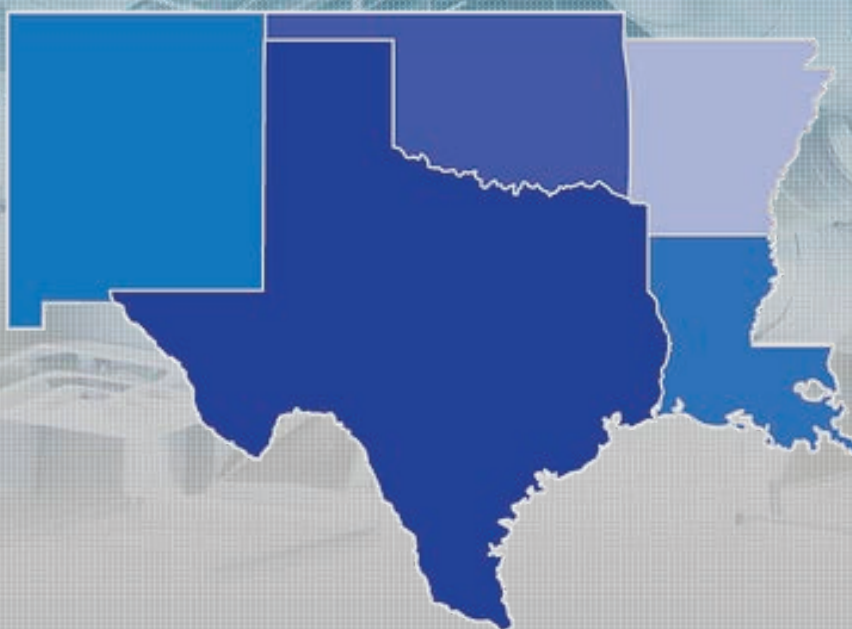
MARCH 2021 TRAINING CALENDAR

For info call Juan Villela at 210-761-3432 - or email to: juan.villela@johnstonesupply.com

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DATE	DAY	TIME	LOCATION	CLASS	CLASS CODE	Price
1-Mar	M	8:30am - 4:30pm	Broadway	TDLR 8 hr. CE for State License Renewal - Upcoming Industry Changes	605-115	\$135
2-Mar	Tu	9:30am - 3:30pm	Broadway	NAIMA Ductboard Fabrication Certification Class - Part 1	605-155	\$245
3-Mar	W	9:30am - 3:30pm	Broadway	NAIMA Ductboard Fabrication Certification Class - Part 2		incl.
4-Mar	Th	9:30am - 11:30am	Broadway	Liberty / Goodman Inverter System Installation & Commissioning	605-162	\$45
9-Mar	Tu	9:30am - 11:30am	Broadway	Liberty / Goodman Inverter System Service & Troubleshooting	605-162	\$45
10-Mar	W	8:00am - 4:30pm	Broadway	ESCO EPA Sec. 608 Certification Review & Exam	605-101	\$175
10-Mar	W	2:00pm - 4:30pm	Broadway	ESCO EPA Sec. 608 Certification Exam Only	605-102	\$95
15-Mar	M	9:30am / 11:30am	Broadway	Emerson - Modulating Scroll Technology Part 1	605-107	\$45
16-Mar	Tu	9:30am - 11:30am	Broadway	Emerson - Modulating Scroll Technology Part 2	605-107	\$45
18-Mar	Th	2:30pm - 4:00pm	Broadway	Demystifying the Thermostatic Expansion Valve	605-129	\$45
20-Mar	Sa	8:00am - 5:00pm	Broadway	DAIKIN Ductless Installation & Commissioning	605-185	\$100
22-Mar	M	8:30am - 10:30am	Broadway	DAIKIN Inverter Compressor Technology & Operation	605-107	\$45
23-Mar	Tu	9:30am - 11:00am	Broadway	The 5 W's of A2L Refrigerants	605-139	\$45
24-Mar	W	8:30am - 10:30am	Broadway	Daikin Checker All-In-One Tool	605-107	\$45
25-Mar	F	8:30am - 10:30am	Broadway	Refrigeration System Design Fundamentals - Honeywell	605-135	\$45
30-Mar	Tu	9:00am - 11:30pm	Broadway	System Evacuation & Dehydration	605-137	\$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 10 persons.						
ALL ATTENDEES WILL BE REQUIRED TO WEAR MASKS AT ALL TIMES DURING TRAINING.						

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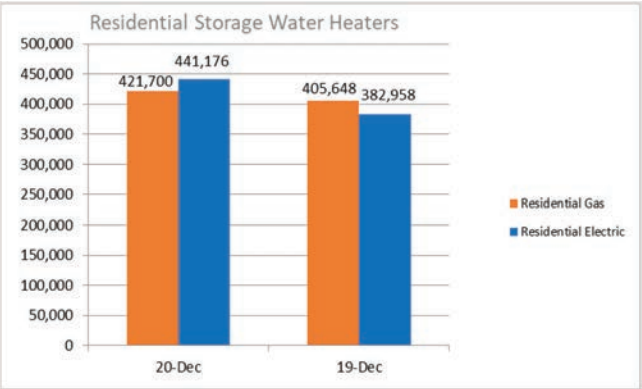
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AHRI Releases December 2020 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for December 2020 increased 4 percent, to 421,700 units, up from 405,648 units shipped in December 2019. Residential electric storage water heater shipments increased 15.2 percent in December 2020 to 441,176 units, up from 382,958 units shipped in December 2019.

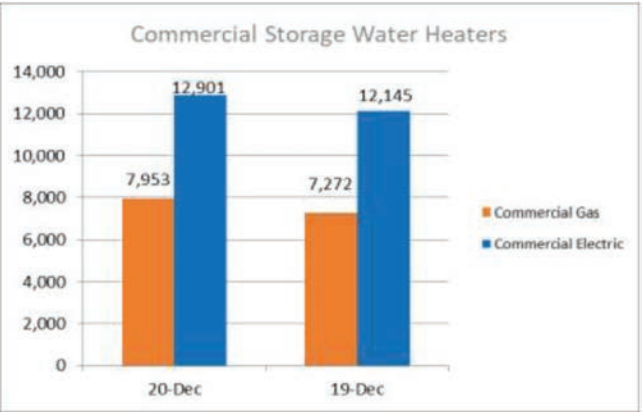


Year-to-date U.S. shipments of residential gas storage water heaters increased 4.7 percent, to 4,584,367 compared to 4,377,001 shipped during that same period in 2019. Residential electric storage water heater shipments increased 10.8 percent year-to-date, to 4,653,688 units, compared to 4,201,274 shipped during the same period in 2019.

Year-to-Date			
	Dec 20 YTD	Dec 19 YTD	%CHG.
Residential Storage Gas	4,584,367	4,377,001	+4.7
Residential Storage Electric	4,653,688	4,201,274	+10.8

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 9.4 percent in December 2020, to 7,953 units, up from 7,272 units shipped in December 2019. Commercial electric storage water heater shipments increased 6.2 percent in December 2020, to 12,901 units, up from 12,145 units shipped in December 2019.

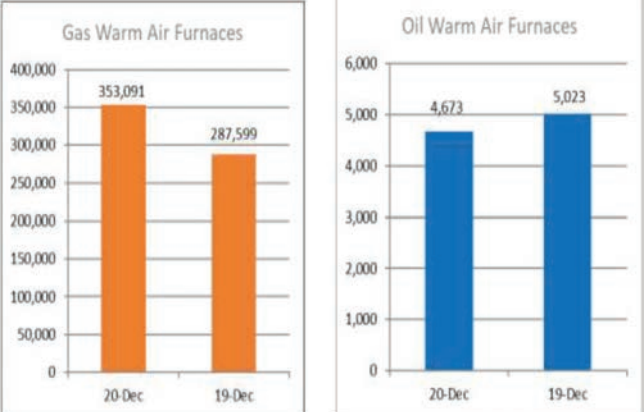


Year-to-date U.S. shipments of commercial gas storage water heaters decreased 9.6 percent, to 80,070 units, compared with 88,548 units shipped during the same period in 2019. Year-to-date commercial electric storage water heater shipments decreased 6.6 percent, to 140,666 units, down from 150,667 units shipped during the same period in 2019.

Year-to-Date			
	Dec 20 YTD	Dec 19 YTD	%CHG.
Commercial Storage Gas	80,070	88,548	-9.6
Commercial Storage Electric	140,666	150,667	-6.6

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for December 2020 increased 22.8 percent, to 353,091 units, up from 287,599 units shipped in December 2019. Oil warm air furnace shipments decreased 7 percent, to 4,673 units in December 2020, down from 5,023 units shipped in December 2019.

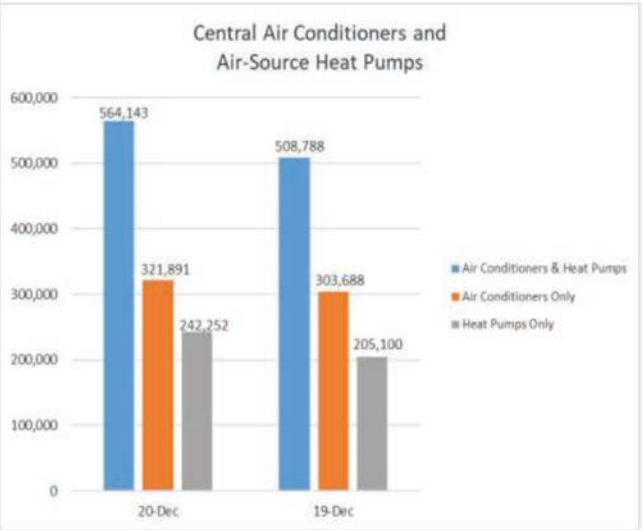


Year-to-date U.S. shipments of gas warm air furnaces decreased 2.6 percent, to 3,351,176 units, compared with 3,441,872 units shipped during the same period in 2019. Year-to-date U.S. shipments of oil warm air furnaces decreased 10.3 percent, to 36,505 units, compared with 40,692 units shipped during the same period in 2019.

Year-to-Date			
	Dec 20 YTD	Dec 19 YTD	%CHG.
Gas Warm Air Furnaces	3,351,176	3,441,872	-2.6
Oil Warm Air Furnaces	36,505	40,692	-10.3

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 564,143 units in December 2020, up 10.9 percent from 508,788 units shipped in December 2019. U.S. shipments of air conditioners increased 6 percent, to 321,891 units, up from 303,688 units shipped in December 2019. U.S. shipments of air-source heat pumps increased 18.1 percent, to 242,252 units, up from 205,100 units shipped in December 2019.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 10.1 percent, to 9,328,762 units, up from 8,469,615 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners increased 10.3 percent, to 5,910,284 units, up from 5,359,775 units shipped during the same period in 2019. The year-to-date total for heat pump shipments increased 9.9 percent, to 3,418,478, up from 3,109,840 units shipped during the same period in 2019.

Year-to-Date			
	Dec 20 YTD	Dec 19 YTD	%CHG.
Air Conditioners & Heat Pumps Combined Total	9,328,762	8,469,615	+10.1
Air Conditioners Only	5,910,284	5,359,775	+10.3
Heat Pumps Only	3,418,478	3,109,840	+9.9

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	24,970	+48.1
16.5-21.9	64,245	+29.4
22-26.9	108,574	+9.7
27-32.9	82,351	+2.6
33-38.9	108,752	+2.1
39-43.9	43,880	+16.2
44-53.9	60,321	+11.7
54-64.9	51,005	+18.9
65-96.9	7,197	-7.0
97-134.9	5,152	-12.1
135-184.9	3,699	-15.3
185-249.9	1,491	-1.5
250-319.9	1,323	+19.5
320-379.9	265	-25.8
380-539.9	336	+13.5
540-639.9	223	-0.9
640-799.9	122	-10.9
800.0-899.9	38	-47.2
900.0-999.9	56	-42.9
1,000.0-1,199.9	46	+4.5
1,200.0 & Over	97	
TOTAL	564,143	+10.9

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>.

1. How do my colleagues subscribe to the report?
Go to <http://www.ahrinet.org/statistics> and click on Subscribe.
2. Does this data represent shipments to the United States only or are shipments outside of the United States included?
This data represents shipments to customers in the U.S. only.
3. Do you provide U.S. data by state?
That data is not available publicly.
4. Is historical data available in Excel?
It is available monthly reflecting exactly the data presented in the monthly public release.
5. Can I purchase additional industry data from AHRI?

- No, AHRI Statistics data are not for sale.
6. How much of the industry does the data represent?
Although we cannot get into specifics about how much of the industry the data represents, in general, AHRI is one of the largest trade associations in the nation, representing more than 300 heating, water heating, ventilation, air conditioning and commercial refrigeration manufacturers within the global HVACR industry. AHRI's 300+ member companies account for more than 90 percent of the residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment manufactured and sold in North America.

Product News

Mitsubishi Electric Trane HVAC US Announces Updates to the Mitsubishi Electric MEView App

Detection technology helps contractors and homeowners visualize indoor unit placement

Suwanee, Ga. – Mitsubishi Electric Trane HVAC US (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, announces advancements to the Mitsubishi Electric MEView™ mobile app.

The newest version of the Mitsubishi Electric MEView app allows contractors and homeowners to select the most appropriate model and location for an indoor unit using augmented reality technology to visualize the installation. Using the app is easy: simply choose an indoor model, align the app with the floor for detection, then point the phone at the wall or ceiling to place the 3D model in the space.

“We’re pleased to unveil these improvements to the Mitsubishi

Electric MEView app,” said Suzanne Rigdon, director, integrated marketing, Mitsubishi Electric Trane HVAC US. “The new app uses the latest detection technology to virtually place our models in a home. The homeowner will know exactly what a unit will look like, whether they choose a wall-mounted, floor-mounted or ceiling-cassette indoor unit. They can experience all of our model types in the comfort of their homes. Plus, the estimator can provide the image to the installer so he or she knows exactly where to place the units.”

Other Mitsubishi Electric MEView app enhancements include:

- Availability of the full suite of METUS products, including floor and ceiling units
- Simplified room image sharing — users are now able to share renderings via text and email

• Inclusion of products from additional METUS brands such as Trane®/Mitsubishi Electric and American Standard®/Mitsubishi Electric

• In addition to iOS mobile devices the app is now compatible with Android devices

For more information about Mitsubishi Electric Trane HVAC US residential heating and air conditioning systems, visit mitsubishicomfort.com.



Goettl Air Conditioning and Plumbing Celebrates its Move to San Antonio with Rebranding of Will's All Pro

New San Antonio HVAC And Plumbing Company Outline their Commitment to the San Antonio Community through Training Programs, Job Opportunities and Philanthropic Endeavors

Goettl Air Conditioning and Plumbing commemorated their official entrance into the San Antonio community with a celebratory rebrand of Will's All Pro & Air Conditioning, a leading Texas-based HVAC and plumbing provider. The event took place Tuesday January 12 at the Goettl Air Conditioning and Plumbing headquarters at 7847 Fortune Drive in San Antonio TX.

With several initiatives already in place, Goettl CEO Ken Goodrich announced their commitment to the San Antonio community through their official charitable partnerships with San Antonio's Animal Defense League as well as The Battered Women and Children's Center

In addition, Goettl is also hiring for all positions within its San Antonio branch. The HVAC and plumbing company is also extending its certified

training program to military members who are transitioning into the civilian workforce – aligning with Goettl's commitment to doing things the right way, not the easy way.

To symbolize this new chapter, Goettl's banner was hoisted into the rafters of the facility's warehouse and Will's All Pro banner was officially retired and framed onto warehouse walls.

About Goettl Air Conditioning and Plumbing

Goettl Air Conditioning & Plumbing is a leading provider of modernization solutions and services that deliver comfort, indoor air & water quality, and intelligent efficiency for residential customers. The company creates value by acquiring established local brands, applying experienced management talent and implementing proven processes. Goettl is the winner of Inc. 5000 fastest growing companies in 2018, 2019, 2020. Goettl is a portfolio company of Baum Capital Partners. For more information, visit www.goettl.com.

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- Working with logistic shipping companies for quotation and shipment coordination
- Processing orders and invoices using the company online sales tool

JOB REQUIREMENTS

- 1-2 years experience in an inside sales role, managing orders, processing invoices
- Excellent organizational and communication skills a must
- Working knowledge of Microsoft Office (Word/Excel) and good computer skills
- Motivated to work independently with high integrity and intensity
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Diego Stefani (d.stefani@olimpiaspplendidusa.com)**

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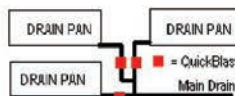
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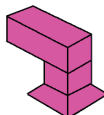
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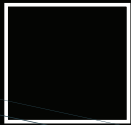
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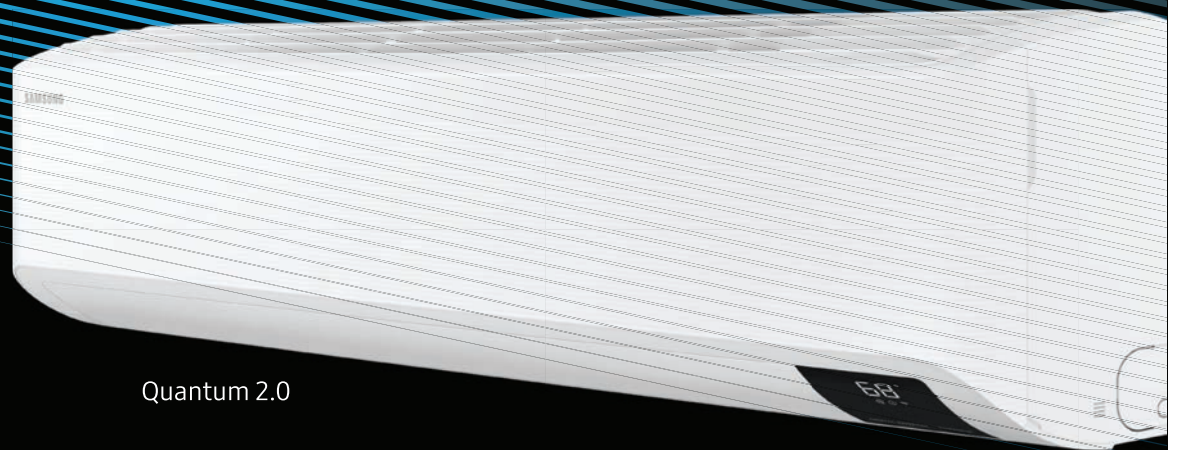
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