

Air Conditioning ODAY



APRIL 2021 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 35, No 4

Uponor Donates \$30K to Texas Relief Efforts

American Red Cross and Water

Mission to each receive \$15K to help

those impacted across the state

Apple Valley, Minn. — With a purpose of rethinking water for future generations, Uponor North America, the recognized leader in sustainable building and infrastructure solutions, is donating \$30,000 to Texas relief efforts.

The American Red Cross Central and South Texas Region along with Water Mission are each receiving \$15,000 from Uponor to help support their efforts in providing resources, supplies, and plumbing repairs for the millions of Texans impacted by the deep freeze in mid-February.

To date, the American Red Cross has deployed more than 280 volunteers and has supplied more than 81,000 meals, 16,400 cleaning and comfort kits, 7,700 overnight stays, and 1,300 contacts for those with physical, mental, and spiritual health needs.

In addition to food and shelter services, one of the greatest needs is plumbing repairs in homes and businesses. According to Water Mission Strategic Partnership Director Rogers Hook, P.E., the need for plumbing repairs is dire and the resources are limited.

SEE UPONOR PG.2

Air Conditioning Today, Inc. P.O. Box 311776 New Braunfels, TX 78131-1776 CHANGE SERVICE REQUESTED CHANGE Service Request has changed. Print the corrected address and mail to the return address above. Or you may fax to (830)627-0614 or e-mail to llackey@ac-today.com

DiversiTech® Acquires Fresh-Aire UV®

Merger will Boost Availability of Innovative Indoor Air Quality Products to HVAC/R Distributors

Duluth, Ga.— DiversiTech Corp., a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration (HVAC/R), announced today that it has merged with Fresh-Aire UV, a leader in the Indoor Air Quality (IAQ) industry.

"The addition of Fresh-Aire UV, a market leader in Indoor Air Quality (IAQ), into the DiversiTech brand portfolio further strengthens our product leadership and our ability to deliver unmatched product breadth, service and convenience to our customers," said

Andy Bergdoll, DiversiTech CEO. "The IAQ product range will bolster our core offering and further strengthen our value proposition to our HVAC/R Distribution Partners."

UV-C light has been shown to reduce certain airborne and surface viruses, bacteria and mold. Fresh-Aire UV's award-winning UV-C disinfecting light and carbon odor control products for commercial and residential HVAC/R systems include Blue-Tube UV®, a popular germicidal UV light, the revolutionary APCO-X® PCO/Carbon air treatment system, and Mini LED, the first LED light system

designed specifically for minisplit AC systems.

Fresh-Aire UV is continually striving to engineer, develop, and market products to meet the demand for a greener world and a healthier environment. The popular germicidal UV light systems for central air systems helps improve Indoor Air Quality, enhances HVAC/R system performance, and reduces maintenance costs.

"Joining forces with DiversiTech will provide us with a greater level of scale, resources and capabilities to accelerate our growth and bring Fresh-Aire UV to an even wider audience." stated Chris Wil-

lette, Fresh-Aire UV President and CEO. "All while preserving our unique culture and unwavering commitment to innovative products."

"Fresh-Aire UV and DiversiTech are focused on our HVAC/R Distribution Partners and Contractors," stated Ron Saunders, Fresh-Aire UV VP of Sales, "and we will continue to work to develop and deliver state-of-the-art products to meet the current demand of this surging market."

For more information about DiversiTech®, go to diversitech.com. For more information about Fresh-Aire UV®, go to freshaireuv.com.

HVACR Elearning Giants to Merge

What happens when two powerhouses join forces? Amazing things happen!

Think about what happened when chocolate and peanut butter got together. How about Disney and Pixar, or Sirius and XM radio. You get the idea. Now, two of the top providers of elearning content for the HVACR and building science fields are joining forces, combining their elearning centers, offering hundreds of titles, into a singular website. On March 1, 2021, the ESCO Institute and the Refrigeration Service Engineers Society (RSES) will launch the "HVACR Learning Network", where training material from their organizations, as well content from many industry leading organizations, can be accessed.

The executive boards of both

ESCO and RSES unanimously approved the merger of their learning centers, knowing that this union would bring together the resources and expertise that is needed to meet the rapidly evolving needs of HVACR professionals. This collaborative effort creates a cradle-to-grave educational pathway for the HVACR Industry.

Some of the content providers now streaming on the site include; Chemours, Coscia Communications, ESCO Institute, Honeywell, Prokup Media, Technical Training Associates to name a few.

To access hundreds of great titles, visit escogroup.org or rses. org and click the elearning link.



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HB 971 Passes Out of Urban Affairs

The House Urban Affairs Committee voted to adopt HB 871, TACCA's bill to remove municipal registration fees charged to HVAC/R contractors. This is an exciting first step in getting this bill passed this session.

Thank you to all members who signed in support of the bill, or made phone calls to members of the Urban Affairs Committee asking them to vote for HB 871. Your efforts made a difference in how the vote went today!

We still have a ways to go, but it is encouraging that these legislators voted in favor of the bill and will hopefully vote for this bill when it reaches the House floor.

If you contacted a member(s) of the committee who voted in favor of the bill, please take a moment to send an email of appreciation:

Rep. Philip Cortez - philip.cortez@house.texas.gov

Rep. Justin Holland - justin.holland@house.texas.gov

Rep. Diego Bernal – diego.bernal@house.texas.gov

Rep. Liz Campos - liz.campos@house.texas.gov

Rep. Jarvis Johnson – jarvis.johnson@house.texas.gov

Rep. Bryan Slaton – bryan.slaton@house.texas.gov

(Reps. Gates and Minjarez were absent for the vote and Rep. Morales Shaw voted against.)

A very simple "Thank you for voting in support of HB 871. It means a lot to the Texas HVAC community."

Thank you again for helping pass this first hurdle to eliminating municipal registration fees!

UPONOR con't.

"I spoke with a CEO of a major plumbing company in Austin, and they were already short on plumbers because of the explosive growth in the area," says Hook. "They have more than 1,000 jobs on the calendar, which are all emergency calls to get water restored. They're estimating it will take up to two months to meet the demand."

To help with the immediate need, Water Mission developed a "do-it-yourself kit" for homeowners to temporarily fix leaks until professional plumbers could arrive and repair the damaged plumbing systems.

"Our hearts go out to those in Texas impacted by the extreme weather and the damage caused to homes and businesses," says Bill Gray, president, Uponor North America. "We understand the importance of clean, healthy water and proudly stand behind the trade professionals who work hard every day to ensure our plumbing systems are delivering this life resource consistently and reliably. We are honored to financially support the American Red Cross and Water Mission as they help Texans in need and work to reestablish clean-water resources throughout the state."

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HARDI

HARDI Distributors Report 6.9% Percent Revenue increase in January

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 6.9% percent during January 2021.



The average annual sales growth for the 12 months through January 2021 is 4.8% percent. "2021 is getting off to a great start," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "HARDI distributors were able to achieve 6.9% sales growth for the month despite two fewer billing days than the prior year. This helped the annual sales growth rate continue to recover towards mid single-digit territory."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is 45.4 days. "DSO has been faster than normal since June 2020 and that persists," said Loftus. "Recently the DSO for this time of year has been in the range of 47 to 49."

"We see the economy improving as 2021 progresses," said Loftus. "We can add this good TRENDS report to other encouraging recent economic indicators like durable goods orders, consumer confidence, industrial production and retail sales. All these things are looking up and that is why interest rates have been inching up."

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.

HARDI Selects Partner for Commercial Refrigeration Project

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is pleased to announce its agreement with Decision Analyst to serve as the principal research partner for HARDI's analysis of the commercial refrigeration channel. Decision Analyst was rated the #1 custom quantitative research agency in a 2020 survey and report from the Prevision Corporation.

Along with their pedigree in quantitative research, Decision Analyst boasts an extensive background in HVAC/R industry research; factors that strengthened their overall project proposal. "We received a number of excellent research proposals through our RFP-process," said Tim Fisher, HARDI Team Leader of Market Intelligence. "It's a testament to the strength of the Decision Analyst team that we selected them over several compelling alternatives."

HARDI launched its commercial refrigeration research efforts in 2020 to begin shedding light on several critical topics, including:

- The factors driving end-user purchases and buying patterns,
- The ways in which contractors market their product to end-users, and the factors determining who contractors select as their primary supplier(s),
- The relationship between distributors and contractors, specifically as it relates to the services distributors offer contractors and the ways distributors support their contractor customers, and
- The ways in which suppliers evaluate the development of new products, and how they market both new and existing products to potential customers.

Together, HARDI and Decision Analyst will conduct extensive primary market research through interviews with key channel constituents. Findings will be documented in a comprehensive final report, which will be made available for purchase later in 2021.

For more information about this project, or Market Intelligence activities, contact Tim Fisher.



Humanize Your Facebook Business Page

Even before the pandemic we saw business interactions shifting online. Consumers looked for products and interacted with potential service providers through their website and company Facebook pages.

However, when I talk with many contractors they are frustrated by the lack of engagement and results they are getting from their Facebook pages.

Does this sound familiar? You regularly share coupons, promotions and reminders to schedule an appointment, but it is rare anyone clicks through to your website to redeem it or schedule an appointment.

Why isn't Facebook working well for these companies? Usually it is because they are treating Facebook like any other advertising platform, and not a social network.

People come to Facebook to check in with friends, share a joke, trade a recipe or get a daily dose of inspiration. Contractors who invade the newsfeed with ads promoting coupons for clean and checks or air filters seem out of place in their news feed.

So how do you get people to pay attention to you? On social media you need to share content that is personal, funny or inspiring. If you focus too much of your content on posts designed to sell, sell, sell readers are likely to ignore, ignore, ignore!

The first step to humanizing your content is to treat Facebook like a backyard barbecue where the conversations are personal and informal. Imagine you are enjoying a beer and burger outside on a bright sunny afternoon surrounded by friends. What would you say about your business in that setting?

Not sure what you should talk about? Here are a few ideas to get your started.

Give People a Look Inside

At Roundpeg, we share photos and short videos of life at the 'Peg or our home offices. There are screen grabs of our Zoom calls and pictures of the cats which are sure to inspire comments, shares and the occasional new fan.

Even if you aren't a quirky marketing company you can be funny and personal in every industry. There was a sheet metal fabrication company we worked with that mixed photos of their employees playing paintball and a wedding photo of the company owner along with images of their manufacturing floor.

One local contractor played Elf on a Shelf, posting a daily photo of the cute Elf on job sites, in the office and driving a truck.

Your customers want to know who is going to come into their home, so ue you Facebook page to introduce new employees. When they share the post to their timeline your company will be introduced to their friends and family as well.

Share Your History

If your company has been around a while, dig through your archives. Old advertisements and photos of team members when they were younger make terrific content to share on Facebook. Annual anniversary posts give

your community a chance to celebrate with you.

Laugh a Little

You have a sense of humor; you don't have to leave it a home. Bring a little humor to your Facebook page. During one particularly long, cold winter that stretched well into March, most of us were convinced the famous groundhog, Punxsutawney Phil was wrong, confused or incompetent.

Playing on that theme a HVAC contractor shared a post about criminal charges being filed against Phil. The caption and the picture made me stop, laugh and remember that contractor.

Introduce your customers

Social media is about ego, so use that fact to your advantage. People naturally love it when you talk about them. Share examples of your work and photos of completed projects, feature thank-you notes and encourage reviews. And don't forget to say thank you. The point is to make your customers feel appreciated.



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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It is not all fun and games.

If you engage your community, you will earn the right to share a bit of promotional content as well. Just be a good host. Entertain the guests so they want to talk with you. They will look at your coupons if they have come to care your business.



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US Department of Labor Awards \$1.5M **Grant to Support Veterans Transitioning** to Workforce in Texas Communities Struck Hard by Pandemic

Houston organization to provide reemployment services, focus on Registered Apprenticeships

Washington, DC -The U.S. Department of Labor today announced funding of \$1,561,667 for a National Dislocated Worker Grant for Adaptive Construction Solutions Inc. to support employment and training services to eligible transitioning military service members in Texas communities harmed significantly by the pandemic.

Administered by the department's Employment and Training Administration, the grant will support ACS as it provides reemployment services to eligible grant participants, and focuses on Registered Apprenticeships and on-thejob training strategies to meet the needs of local businesses.

A Registered Apprenticeship Program is a proven model of apprenticeship validated by the department or a state apprenticeship agency. RAPs enable more employers to participate and provide them access to larger talent pools trained for entry-level to management positions. The program seeks to meet industry demands and reduce nationwide unemployment rates.

Houston, Adaptive Based Construction Solutions Inc. is a veteranowned and staffed organization focused on providing meaningful work and debtfree career pathways to veterans and other underserved populations.

Supported by the Workforce Innovation and Opportunity Act of 2014, Dislocated Worker Grants temporarily expand the service capacity of dislocated worker programs at the state and local levels by providing funding assistance in response to large, unexpected economic events that cause significant job losses.

US Department of Labor, El Paso **Association of Contractors Renew** Alliance to Protect Safety, Health of **Construction Workers**

El Paso, TX - Construction is a high hazard industry that comprises various activities that can expose workers to serious injuries. Depending on the job, construction workers may face falls, trench and scaffold collapses, slips, trips and other dangers.

To help prevent these and other construction-related hazards, Department of Labor's Occupational Safety and Health Administration has renewed its alliance with the El Paso Association of Contractors aimed at ensuring the safety and health of workers at the region's commercial, industrial and residential construction worksites.

The alliance willhelpincrease workers' and employers' access to information about preventing falls from elevated work surfaces, electrocution, heat illness, struckby and caught-in or between hazards. The 3-year alliance will also provide outreach and training, share information about OSHA's enforcement initiatives, regulations and efforts to reduce injuries, illnesses and fatalities. Information will be available in English and Spanish.

The OSHA Alliance Program fosters collaborative relationships with groups committed to worker safety and health. Alliance partners help OSHA reach targeted audiences, such as employers and workers in high-hazard industries, giving them better access to workplace safety and health tools and information.

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA's role is to help ensure these conditions for American working men and women setting and enforcing standards, and providing training, education and assistance. For more information, visit https://www.osha.gov.



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Questions??? **Call Greg Talley** 817-937-9740



AHRI Releases Refrigerant Research Results

Tested A2L Refrigerants Difficult to Ignite, Had Low Flame Speeds

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today released results of a project undertaken in cooperation with UL and the Firefighter Safety Research Institute (FSRI) in which

refrigerants classified by the American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE) as A2L (lower flammability) were tested and compared with A1 (no flamespread) refrigerants in real-

world situations. The effort was undertaken to develop training programs for firefighting personnel when responding to fires in occupancies with both new (A2L) and existing (A1) refrigerants.

The project included

scenarios designed by fire service professionals to develop training for tactical consideration to demonstrate hazards that may be encountered by the fire service for both A1 and A2L refrigerants.

"We are grateful to the UL employees and members of the fire service that committed significant time in the development and execution of this project and in preparing reports to ensure that they are both accurate

and helpful to firefighters," stated Helen Walter-Terrinoni, AHRI Vice President of Regulatory Affairs.

Since industry started pursuing a phasedown of higher-global warming potential (GWP) refrigerants over 10 years ago, more than \$7 million has been invested in research to better understand the lower-GWP refrigerants that will replace them.

The FSRI training module, which incorporates videos from the project, will soon be released and available free-of-charge on its website.

Introducing the NEW Rubber Based Adjustable Pipe Support

Pipe Prop, manufactured by JMB Industries of Fort Worth, Texas, has engineered yet another innovative product, the RUBBER BASED ADJUSTABLE PIPE SUPPORT.

The Rubber Based Adjustable Pipe Support is UV resistant and is constructed from a crumb rubber base. It is approximately 2lbs and comes in 3 different saddle sizes: RUB-1 (1.5-inch saddle), RUB-3 (3-inch saddle), and RUB-USPP (Unistrut).

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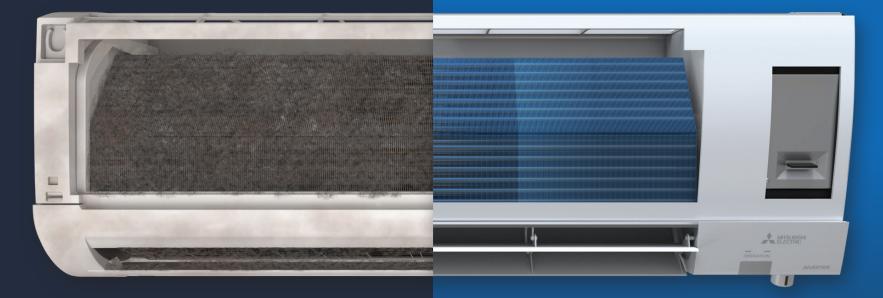
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Make Yourself Comfortable.

The Midas Touch: Turning Your Business Into Gold

In a previous article in this column, I wrote about not neglecting that 401-K that is your business. I showed how your retirement income needs may well outstrip even an aggressive savings plan and suggested that you not overlook that growth of the most important investment in your life-your business. In today's column, I will touch on some ways to build a business that will be worth its weight in gold (well, almost) when you decide to retire.

First, if you are not yet married, consider making your business divorce-resistant (not divorce-proof—there is no such thing). Consider a pre-nuptial agreement with the spouse-to-be. And if you are already married, think about putting your business into a trust.

For your sons and daughters who may some day come into the business, have their spouses sign post-nuptial agreements that state they lose all claims of ownership if they divorce their spouses. (They'll scream, but your business will be safer.)

Every successful business is like a solid triangle—it is built on three vital sides. These are culture, leadership and ownership. Together, they result in a successful organization.

A company's culture are its values, its ethics, its vision and its destiny. The culture must be in harmony with the business strategy or trouble will surface.

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Leadership speaks to a successful company having an outside perspective (not inwardly focused). It deals with leaders who are truly leaders (people who have who voluntarily others follow them; a leader without followers is just taking a walk by himself), not just title holders and pompous dorsal sections of horses. Leadership translates the culture into action by the employees.

Ownership must not be stuck up or bureaucratic. It is

there to empower leadership and catalyze the culture.

What sort of things can you do to contribute to such a company? Plenty. Here is a partial list:

- Hire the best talent you can find to manage and lead the operation
- Impart your vision and culture to those managers and leaders (and every employee) every day with zealous energy
- Improve your systems so that the company

can run perfectly well if you took a six-month vacation on Bora Bora, where there are no cell phones...

- Build renewable revenue as much as possible (service agreements come to mind...)
- Avoid a high risk customer portfolio (a small number of large customers, especially those who pay poorly)
- Become an icon in the community (give back as much to your town as

you can; they will bring it back to you)

• Focus on building a marketable image for your company that sells the sizzle, not the steak

These are some of the things that build an operation that is very attractive to an investor when it comes time to sell your business, pack your saddle bags, and ride off into the sunset. In fact, such a business—a printing press for greenbacks, if you will—will be worth many times its



Richard Harshaw

annual earnings. So you think you'll need \$2 million to retire? A business that earns \$200,000 a year in easilyrenewable incomes can well be worth it!

Go for it, King Midas! Turn your business into a gold mine!



EVAPCO, Inc. Selects Delta T Equipment as Commercial HVAC Representative in Southeast Texas

Taneytown, MD -based EVAPCO has selected Delta T Equipment as its manufacturer's representative to serve the Southeast Texas region. The Houston-based HVAC distributorship offers a broad array of products and services to consulting engineers, contractors and end users.

"At EVAPCO, we strive to bring better solutions to the heat transfer industry," said Jamie Facius, VP of North America Sales. "Delta T shares our deep commitment to customer service, which



is why we're so excited about this new relationship. Together, we can deliver innovative products and support throughout the Southeast Texas region."

Delta T Equipment was featured by the *Houston*

Business Journal on their 2012 and 2018 "Houston Fast 100," a list of Houston's fastest growing companies, and by Inc. Magazine on their "Inc. 5000" list of fastest growing private companies in America. Paul

McCarver, CEO and Founder of Delta T Equipment, said, "It is outstanding relationships with premier partners like EVAPCO, Inc. that have propelled Delta T Equipment into 16 years of sustained growth."

RSES Adds ESCO's Low GWP Refrigerant Safety Training to its Online Store

Rolling Meadows, Ill. - RSES is pleased to addition of ESCO Institute's Low GWP Refrigerant Safety: Flammable and Mildly Flammable Refrigerants Training and Certification Program to its online store for Members non-members.

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. The Low GWP Refrigerant program manual covers:

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

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 50-question, closedbook certification exam is available to validate that a person has retained the information presented in the program. The exams covers: General Flammable Refrigerant Safety Knowledge, ACR Knowledge, Flammable System Service Safety, Flammable System Installation Safety, and Flammable Refrigerant Transportation and Handling Safety.

If you are currently an RSES proctor or you would like to become one, and you would like to be able to administrator the Low-GWP/A2L exam, please submit the proctor application.

Watch for a Low GWP Refrigerant Safety eLearning course coming soon.

For more information about the new manual and instructor resource, visit our online store. If you have any questions, contact 800-297-5660 or general@rses.org.

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Every Allied product is designed with features to save you time on every installation:

- No additional ductwork required
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- Wall-mount, ceiling cassette and concealed indoor unit options offer installation flexibility

Residential Applications

Ductless systems work great for customers with room additions or uncomfortable spaces in their home, such as:

- Sunrooms
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- Workshops/sheds
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Construction Employment Slips in 225 Metro Areas from January 2020 to January 2021 as Rampant Cancellations Augur Further Declines Ahead

Houston- The Woodlands-Sugar Land and Lake Charles,
La. Have Worst 12-Month
Employment Losses; Sacramento--Roseville--Arden-Arcade, Calif.
and Sierra Vista-Douglas, Ariz.
Top Ranks of Job Gainers

Construction employment decreased from January 2020 to January 2021 in nearly two-thirds of the nation's metro areas, according to an analysis by the Associated General Contractors America government data employment released today, as project cancellations and a lack of new orders have forced firms to reduce their headcount, association's latest contractor survey shows. Association officials more layoffs are likely for the industry amid spiking materials prices and uncertain demand for new projects.

"More contractors are telling us they are cutting headcount than adding workers, which is consistent with the new data showing the industry is shrinking in many parts of the country," said Ken Simonson, the association's chief economist. "More than three-fourth of the firms said projects had been postponed or canceled, while only one out of five reported winning new work or an add-on to an existing project in the previous two months as a result of the pandemic. That imbalance makes further job losses likely in many metros."

Construction employment fell in 225, or 63 percent, of 358

metro areas between January 2020 and January 2021. Industry employment was stagnant in 41 additional metro areas, while only 92 metro areas—26 percent—added construction jobs.

Houston-The Woodlands-Sugar Land, Texas lost the largest number of construction jobs over the 12-month period (-32,900 jobs, -14 percent), followed by New York City (-23,000 jobs, -15 percent); Midland, Texas (-11,100 jobs, -29 percent); and Chicago-Naperville-Arlington Heights, Ill. (-10,400 jobs, -9 percent). Lake Charles, La. had the largest percentage decline (-40 percent, -8,100 jobs), followed by Odessa, Texas (-37 percent, -7,600 jobs); Midland; and Laredo, Texas (-27 percent, -1,100 jobs).

Sacramento--Roseville--Arden-Arcade, Calif. added the most construction jobs over 12 months (3,500 jobs, 5 percent), followed Indianapolis-Carmel-Anderson, Ind. (3,100 jobs, 6 percent); Boise, Idaho (2,500 jobs, 9 percent); and Seattle-Bellevue-Everett, Wash. (2,100 jobs, 2 percent). Sierra Vista-Douglas, Ariz. had the highest percentage increase (42 percent, 1,000 jobs), followed by Bay City, Mich. (18 percent, 200 jobs); and Auburn-Opelika, Ala. (15 percent, 400 jobs).

Association officials are urging Congress and the Biden administration to work together to address rising materials prices, supply chain backups and invest in infrastructure. They are asking

the administration to end tariffs on key construction materials, including steel and lumber, work with shippers to get deliveries back on track and pass the significant new infrastructure investments the president has promised.

"The construction industry won't be able to fully recover and start adding jobs in significant numbers as long as materials prices continue to spike, deliveries remain unreliable and demand remains uncertain," said Stephen E. Sandherr, the association's chief executive officer. "Federal officials can't fix every problem, but they can help by removing tariffs, helping hard-hit shippers and boosting investments in the nation's infrastructure."





Ethisphere Names Johnson Controls as One of the World's Most Ethical Companies

• Recognition honors companies who understand the importance of leading, making hard but values-based decisions, and overall commitment to integrity

• 14th year of recognition for Johnson Controls

Cork, Ireland – Johnson Controls (NYSE:JCI), the global leader for smart, healthy and sustainable buildings, has been recognized by Ethisphere, a global leader in defining and advancing the standards of ethical business practices, as one of the 2021 World's Most Ethical Companies®.

This is the 14th time Johnson Controls has been recognized for its ethical business practices and the quality of its global compliance program. Johnson Controls is one of only nine honorees in its industry category.

"Bringing integrity to our work every day is critical to meeting our commitments to every one of our stakeholders as we deliver on our mission for healthy people, healthy places and a healthy planet," said George Oliver, chairman and CEO of Johnson Controls. "Our team is driven by a commitment to ethical business practice and to respect, inclusion and diversity because we understand that fostering a strong culture of integrity not only is the right thing to do but also drives business performance through better employee engagement and productivity."

Johnson Controls' core values include Integrity First and Purpose Led, elements that have guided its response to the 2020 pandemic for its customers, employees, and the communities in which it operates.

"This recognition is particularly meaningful because it reflects the effectiveness of our One Team approach to driving a culture of compliance at Johnson Controls," said Larry Leverett, vice president and chief ethics and compliance officer at Johnson Controls. "Leaders at every level of the organization champion our compliance programs and processes, making ethical and inclusive conduct part of how we do business," Leverett said.

"While addressing the tough challenges of 2020, we saw companies lead – above all other institutions – on earning the trust of stakeholders through resilience and a commitment to ethics and integrity," said Ethisphere CEO, Timothy Erblich. "The World's Most Ethical Companies honorees continue to demonstrate an unwavering commitment to the highest

Winsupply Inc. Opens Winsupply of Rio Grande Valley in Mission, Texas

Dayton, Ohio– Winsupply Inc., one of the nation's largest distributors, has opened Winsupply of Rio Grande Valley, in Mission, Texas. The new company serves heating, ventilation and air conditioning (HVAC) contractors in the Rio Grande Valley of southern Texas.

Ernesto "Ernie" Pena is the president of Winsupply of Rio Grande Valley. Pena has been in the HVAC industry for more than 10 years. He previously worked for Carrier where he was in sales. Pena is joined by an equity partner at Winsupply of Rio Grande Valley in Joseph Midkiff, who was also previously at Carrier and leads non-sales related operations at the new company.

"Ernie, Joe and the rest of their team have 40-plus years of experience in the HVAC industry," said Rob Ferguson, president of Winsupply Local Company Group. "As owners of their own company, they have autonomy and local decision-making to decide how to meet the needs of their customers in the Rio Grande Valley."

In the Winsupply co-ownership business model, Winsupply Inc. has majority equity in each of its locations, while the local company presidents and sometimes employees own substantial equity. In addition to local decision making, they also share uncapped financial rewards and risks of ownership.

Winsupply Inc. provides the local company locations purchasing power, sourcing distribution, digital commerce, IT, business consulting, marketing, accounting and payroll, among other services.

values and positively impacting the communities they serve. Congratulations to everyone at Johnson Controls for earning the World's Most Ethical Companies designation."

Methodology & Scoring

Grounded in Ethisphere's proprietary Ethics Quotient®, the World's Most Ethical Companies assessment process includes more than 200 questions on culture, environmental and social practices, ethics and compliance activities, governance, diversity and initiatives to support a strong value chain. The process

serves as an operating framework to capture and codify the leading practices of organizations across industries and around the globe.

This year, the process was streamlined and the question set expanded to gauge how applicants are adapting and responding to the global health pandemic; environmental, social, and governance factors; safety; equity; inclusion and social justice.

Honorees

The full list of the 2021 World's Most Ethical Companies can be found at https://worldsmostethicalcompanies.com/honorees.









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It's On My Heart: The unexpected.

We just went thru a horrific winter storm here in Texas. Started to say lovely Texas, but not this last week! It started on Saturday, when we learned a storm of epic proportions was headed our way. We had 5" of snow on Monday, and we reached 0 degrees on Tuesday. Wed brought more snow. It just kept coming. On Monday we realized one of our bathroom sinks had frozen up. Followed by the kitchen sink the next day. These were the cold-water side the first couple of days, then the hot side froze up as well. In our guest bathroom we lost the tub water, but if you turned on the sink cold tap, you got some flow out of the tub. Puzzling.

Worse yet, on Monday we heard that we would experience rolling blackouts, since our electrical grid is not part of the national program, we believe we are unique, don't need anyone else. So on Monday morning at 4 am our power went out, stayed off for 35 minutes or so, back on for a couple of hours. Followed by the same cycle several times on Monday. Our home is new, really tight and well insulated. Our temp in the home never dropped more than a couple of degrees, we stayed comfortable.

So, by Friday we finally had temps about freezing, water flowed again in all of our faucets. Snow melted; life got better. But here is what I learned.

First, we are blessed to have a new home, used pex for the plumbing lines. Pex will expand when frozen, but typically not burst. Metal pipes freeze and then burst. There were horror stories of multilevel apartments and condos that had pipes that burst on the upper floors, usually in the attic. They had to evacuate the entire building, and move everyone out. But think about this, where ya gonna move to, some parts of the city had no power for

over 2 days! Friends just north of us were without power for 56 hours, when it came back on and warmed up the home, pipe burst in the attic, flooded water and insulation down into several rooms.

But here is my message for today, these sorts of opportunities bring out the best (if you are looking for the best!) in people. Our neighbors in the right side of us sent a message over when power was out: you OK? I replied we are, but we need a couple of D batteries to power up the ignition system on our fireplace, take the chill off. In a few minutes we had a baggie with 2 D batteries and 3 carrot muffins brought to our door. So, we were able to run the fireplace even if the power was out.

So, we sent a message over to our other neighbors, you OK? They said yes, getting by. I am blessed because I married a woman who is smart and thinks ahead. She had cooked a bunch of meals and froze them ahead. That day we were enjoying a pasta dish with chicken, was excellent. I asked if they were hungry, quick response, they were! Told them we had a chicken pasta dish and had enough for them. They were really appreciative.

One final note, we had picked out our home rather quickly, knew the part of town we wanted, found the builder that we could work with, bought it. Did not realize we were 1/2 mile from a large hospital, and fairly close to a police station. What that meant was that our electrical grid stayed up the rest of the week. Awesome!

So here is your application. In every circumstance, look for the positive. You will find it, just gotta have the positive detectors engaged. And then celebrate the good that is all around us.

Thanks for listening, we'll talk later.



Jim Hinshaw

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

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

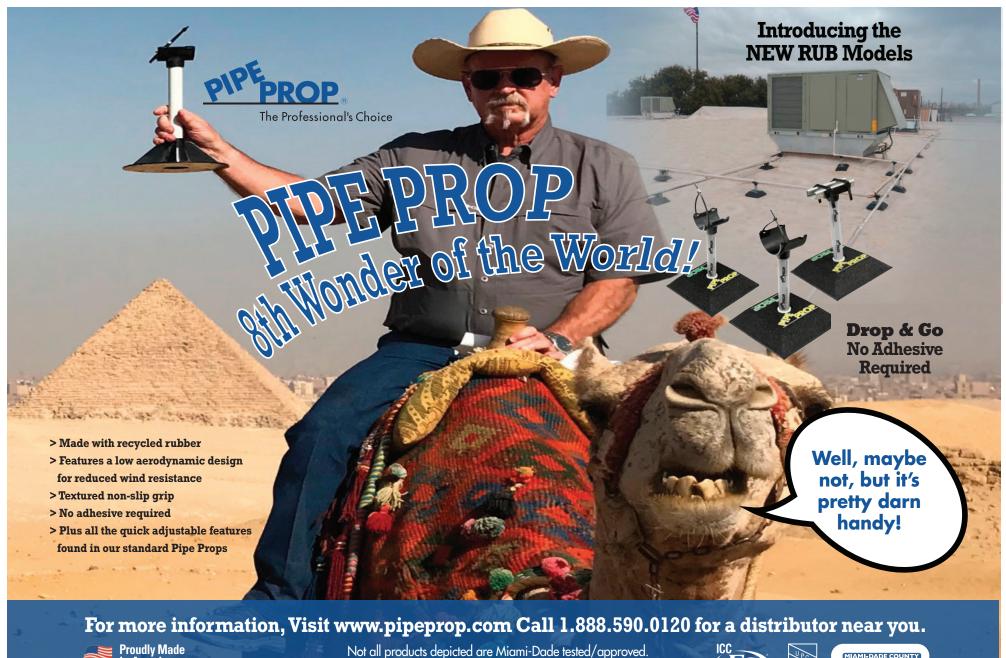
He has provided highresults training for clients from Calgary, Canada to Adelaide, Australia, Hinshaw retired from the contracting business in 1999 when he formed his own training company, Sales Improvement Professionals, dedicated to bringing his real-world experience to help enhance your sales and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

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

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

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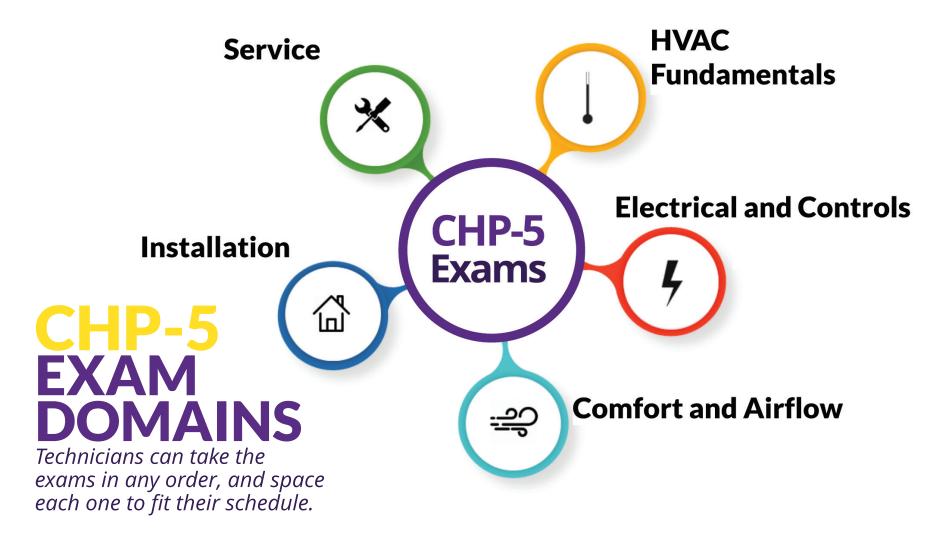
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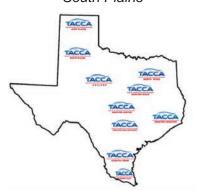
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TACCA welcomes the following new or re-joining members. Thank you for your support!

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Lange Mechanical Services - Houston

Alternatives) - Houston

Ros Plumbing Heating and Air – San Antonio

Standard Air Conditioning & Heating – Sugar Land

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 Update

By Devorah Jakubowsky, CAE

It's almost surreal to think that a year ago we were preparing to shut down the TACCA office and work from home. I recall the initial fear and concern about this new virus, COVID-19, and how worried I was about my family, as I know we all were. It still makes my shoulders tense remembering the daily, sometimes hourly updates from the Centers for Disease Control, World Health Organization, and other organizations as we braced for this unknown enemy.

From the onset when it was unclear whether HVAC/R businesses were supposed to be shut down, TACCA fought for HVAC/R to be considered essential business statewide, and then we did our best to keep members informed about constantly evolving regulations. There was an immediate run on this "new" stuff called PPE, and hand sanitizer, gloves, and face masks became necessary workplace tools.

At the TACCA office, an entire department came to a halt as shelter-in-place orders around the state meant cancelling all continuing education and exam prep classes. We postponed our annual conference a year and increased focus on communication with our members. We were saddened to hear from some businesses that were hurting and then happy for others that were busier than they'd ever been.

Through all the chaos, we learned that we could be productive from wherever we were – home, work, the backyard, even the side of the road. We found that virtual meetings may not be as fun as being in person but are possible and can save time and money by eliminating travel. And most of all, we discovered that being able to adapt to changes, new ideas, and new processes was critical for moving forward.

And here we are a year later, with vaccines ready for some of us, and a loosening of restrictions giving us a glimpse of light at the end of the tunnel. In many ways, it's been a long, hectic and somewhat exhausting year. I don't know how everyone else feels, but I am ready for a summer full of family and fun and all the things we missed this past year.







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 B8 for the next continuing education opportunity for each area.

Upcoming License Exam Prep classes: April 24-25 in San Antonio, May 1-2 in Austin, May 14-15 in Red Oak, and July 17-18 in Houston.

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

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

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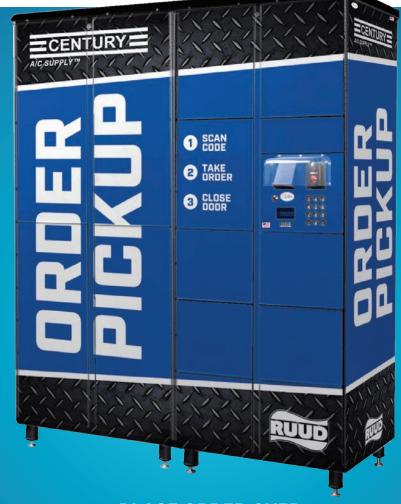
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House Votes in Favor of Idling Workers, Stripping their Privacy and Denying them the Opportunity to Establish their Own Businesses

<u>Democrats' Vote in Favor of the PRO Act Will Hurt Workers and</u> <u>Undermine the Economic Recovery, Top Construction Industry Official</u> Says, Urges Senate to Reject Measure Before it Harms the Economy

The chief executive officer of the Associated General Contractors of America, Stephen E. Sandherr, issued the following statement in reaction to the passage in the U.S. House of Representatives of the Protecting the Right to Organize (PRO) Act:

"House Democrats today voted in favor of idling workers, stripping their privacy, and denying them the opportunity to establish their own businesses. The PRO Act, which passed largely along partisan lines tonight, includes a host of measures that are anti-worker, anti-privacy, and anti-recovery. The measure, for example, will deny workers the absolute right to a private union election ballot. It also forces employers to disclose private details about their workers to unions, including their home addresses, emails, and shift schedules.

"The measure authorizes a host of longprohibited labor actions, including secondary boycotts, where unions can picket firms that are not involved in a dispute with that union. These boycotts will force many workers to suffer, without pay, for disputes where they do not stand to benefit. The PRO Act also discriminates against independent contractors. This means workers will no longer be able to successfully establish their own businesses and become their own bosses.

"The broader impact of the PRO Act, should it be enacted, is a new era of labor unrest that will stifle future economic activity and job growth. Instead of helping deliver higher wages and better benefits, the PRO Act will provide labor uncertainty, stagnant economic growth, and diminished entrepreneurial opportunity. That is why the Associated General Contractors of America, including our union and open shop members, will continue to oppose this measure and take every possible step to prevent its passage in the Senate."

₹TDLRTEXAS DEPARTMENT OF LICENSING & REGILIATION

TEXAS DEPARTMENT OF LICENSING & REGULATION

Phishing scam asking recipients to validate information appears to target TDLR licensees: Agency advises that emails be deleted without clicking on the link

Austin – An unknown number of people appear to have been targeted with an email that asks them to validate their profile information with the Texas Department of Licensing and Regulation. TDLR did not send the email, and the agency urges anyone who received it to delete the email without clicking on the link or confirming or providing any personal information.

A TDLR licensee alerted the agency to the scam email, and the TDLR Information Security team is investigating.

The email appears to come from TDLR but has a return email address that does not belong to the agency. Recipients are falsely told that TDLR is requiring all licensees to validate their information on the website as of April 2021, or they may "experience issues with their license." TDLR sent no such email.

Recipients who click on the link are taken to a page that appears to belong to TDLR and are asked to supply information including their date of birth, Social Security number and driver license number. If someone clicked on the link in the email and provided the information requested, they should follow the steps suggested by the Federal Trade Commission.

TDLR reminds everyone to protect their personal information while they're online:

- Never disclose your password to anyone, even a customer service representative from TDLR.
- If you are providing personal information to a state agency or any company make sure the site is encrypted before providing any personal information. Look for a key or lock on your screen. But do not assume this is safe, be sure you are connected to Texas.gov
- Use unique passwords when setting up an account. Don't re-use passwords and avoid using your date of birth, Social Security number, or simple words as a password. Use a password manager to assist in creating and tracking secure passwords.
- Avoid sending personal information via email unless the security method used is specifically outlined and the data is encrypted.
 - Use a secure browser.

About TDLR

TDLR provides regulatory oversight for a broad range of occupations, businesses, facilities, and equipment in Texas. The agency protects the health and safety of Texans by ensuring they are served by qualified, licensed professionals. Inspections of individuals, businesses, and equipment are done on a regular basis to safeguard the public. Currently, the agency regulates 39 business and occupational licensing programs with more than 1,000,000 licensees across the state.



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Product News

Mitsubishi Electric Trane HVAC US Unveils the Deluxe Wall-mounted Single-zone System with H2i plus™ technology

System marks debut of Dual Barrier Coating and Hyper-Heating INVERTER® plus (H2i plus™)

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, introduces the Deluxe Wall-mounted Single-zone System with H2i plusTM technology (MSZ/MUZ-FS). The system includes the new Deluxe Wall-mounted Indoor Unit with Dual Barrier Coating and new outdoor heat pump model with Hyper-Heating INVERTER® plus (H2i plusTM) technology.

The Deluxe Wall-mounted Indoor Units are the first in the industry to feature the patented, next-generation Dual Barrier. Hydrophilic particles, including dust and dirt, and hydrophobic particles, like oil and grease mist, can accumulate on the heat exchanger, air ducts and fan over time, reducing an HVAC system's heating or cooling efficiency. Applied on the inside of the heat exchanger, vanes, air duct and blower wheel, the Dual Barrier



Coating limits particle build-up, improving durability, efficiency and indoor air quality. The high-performing coating reduces maintenance requirements and maintains high efficiency levels throughout years of operation, resulting in energy savings.

Deluxe Wall-mounted Indoor Units are available in an extensive range of sizes and include an improved, remote controller featuring backlit display with easy-to-read operation modes.

The Deluxe Wall-mounted H2i plusTM
System also includes MUZ-FS heat pump
outdoor units equipped with new-to-market
H2i plusTM technology. H2i plus provides up

to 100 percent heating capacity at outdoor ambient temperatures as low as -5° F. H2i plus is designed for continued performance down to -13° F without the need for supplemental heat.

MUZ-FS model outdoor heat pump units are available in 6, 9, 12, 15, and 18 KBTU/H capacities.

The minimal maintenance requirements of the Deluxe Wall-mounted Indoor Units and the high-performing, lower temperature heating capacity of H2i plus heat pumps offer occupants a consistent HVAC experience. Additionally, the single-zone systems have earned ENERGY STAR® certification for all indoor unit/outdoor unit combinations.

"The Deluxe Wall-mounted System reflects our commitment to offering customers the ultimate in personal indoor comfort," says Mitul Patel, director of residential product management, Mitsubishi Electric Trane HVAC US. "Recent advances in cold-climate heat pump performance mean more homeowners than ever can experience personalized comfort while improving their home's sustainability. Dual Barrier Coating and H2i plus are prime examples of meaningful advancements. With these innovations, the Deluxe Wall-mounted System achieves high energy efficiency while responding to critical consumer demands for low-maintenance, high-performing HVAC units."

For more information on the Deluxe Wall-mounted Single-zone System with H2i plusTM technology and other residential heating and air conditioning solutions from Mitsubishi Electric Trane HVAC US, visit www.mitsubishicomfort.com.





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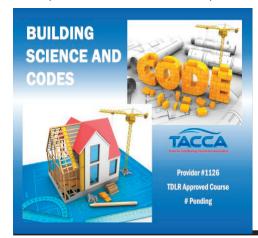
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Code

- ♦ History and why codes are necessary
- ♦ Make code your ally
- Common code misinterpretations

Building Science

- ♦ Envelope/duct seal
- ♦ Thermal boundaries,/delivered air/moisture solutions TDLR Laws and Rules (required one hour)

*Pending TDLR course approval



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CALENDAR OF EVENTS

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William Toay of OpesOne with Your Exit Map, How do you get out of Here Can you take it with you

James Porterfield of Texoma Reps Talos Monitoring Systems You can know before it happens Are you waiting on the next call or do you already know how to Help your Customer

April Meetings

TULSA Eve Mtg; Thursday April 1st 6:30pm Social Mtg, Bring Spouse or Guest Olive Garden 1301 E. Hillside Dr. Broken Arrow

ENID: Friday April 2nd 11:30 El Patio 4410 W. Owen K. Garriott Rd

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ARDMORE; Tuesday April 6th 11:30 Cafe Alley 126 A St NE

OK CITY; Wednesday April 7th 11:30
**** New Location ****

Meridian Market (Formally Shorty Smalls) 2037 S. Meridian Ave

TULSA; 2nd Thursday April 8th 11:30

**** 2nd Thursday ****

Oklahoma Joe's BBQ (Park & Use the Back Door) 6175 E. 61st St (61st & Sheridan)

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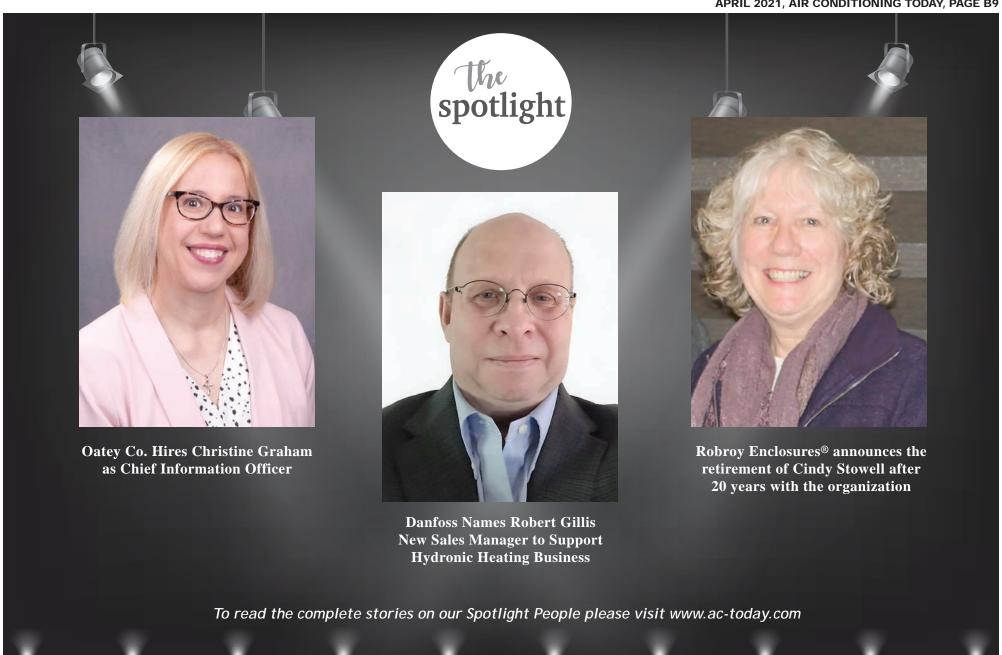
Bill Kite, Executive Director

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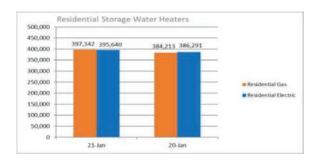




AHRI Releases January 2021 U.S. Heating and Cooling Equipment Shipment Data

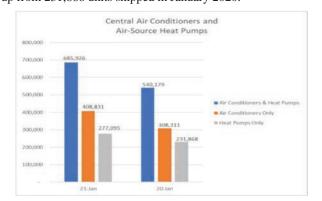
Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for January 2021 increased 3.4 percent to 397,342 units, up from 384,213 units shipped in January 2020. Residential electric storage water heater shipment saw a 2.4 percent increase in January 2021 to 395,640 units, up from 386,291 units shipped in January 2020.



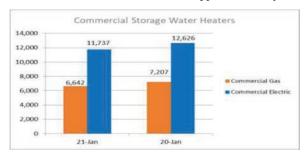
Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 685,926 units in January 2021, up 27 percent from 540,179 units shipped in January 2020. U.S. shipments of air conditioners increased 32.6 percent to 408,831 units, up from 308,311 units shipped in January 2020. U.S. shipments of air-source heat pumps increased 19.5 percent to 277,095 units, up from 231,868 units shipped in January 2020.



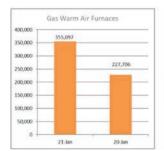
Commercial Storage Water Heaters

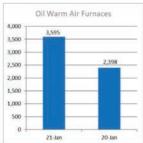
Commercial gas storage water heater shipments decreased 7.8 percent in January 2021 to 6,642 units, down from 7,207 units shipped in January 2020. Commercial electric storage water heater shipments decreased 7 percent in January 2021 to 11,737 units, down from 12,626 units shipped in January 2020.



Warm Air Furnaces

U.S. shipments of gas warm air furnaces for January 2021 increased 55.9 percent to 355,097 units, up from 227,706 units shipped in January 2020. Oil warm air furnace shipments increased 49.9 percent to 3,595 units in January 2021, up from 2,398 units shipped in January 2020.





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

20	Month	
Size Description (000) BTUH	Total	% Change from 2020
Under 16.5	30,768	+38.9
16.5-21.9	69,443	+22.7
22-26.9	142,214	+30.5
27-32.9	104,599	+28.4
33-38.9	136,929	+23.4
39-43.9	52,063	+31.5
44-53.9	75,306	+28.8
54-64.9	55,798	+27.1
65-96.9	7,143	+7.1
97-134.9	5,198	+10.4
135-184.9	3,103	+0.9
185-249.9	1,270	-11.9
250-319.9	1,236	+33.8
320-379.9	226	-14.1
380-539.9	215	-34.5
540-639.9	156	-36.6
640-799.9	87	-4.4
800.0-899.9	23	-61.7
900.0-999.9	50	-43.2
1,000.0-1,199.9	19	-47.2
1,200.0 & Over	80	+1.3

YTD				
Size Description (000) BTUH	Total	% Change from 2020		
Under 16.5	30,768	+38.9		
16.5-21.9	69,443	+22.7		
22-26.9	142,214	+30.5		
27-32.9	104,599	+28.4		
33-38.9	136,929	+23.4		
39-43.9	52,063	+31.5		
44-53.9	75,306	+28.8		
54-64.9	55,798	+27.1		
65-96.9	7,143	+7.1		
97-134.9	5,198	+10.4		
135-184.9	3,103	+0.9		
185-249.9	1,270	-11.9		
250-319.9	1,236	+33.8		
320-379.9	226	-14.1		
380-539.9	215	-34.5		
540-639.9	156	-36.6		
640 & Over	87	-4.4		
800.0-899.9	23	-61.7		
900.0-999.9	50	-43.2		
1,000.0-1,199.9	19	-47.2		
1,200.0 & Over	80			

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 companies that participate in the statistics program and can be subject to revision. Published vear-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.



ACCA Announces 2021 Fall Meetings

Presenting, Industry Professionals and Influencers

Alexandria,VA –The Air Conditioning Contractors of America (ACCA) is holding two back-to-back fall meetings, bringing together hundreds of contracting professionals for industry-lead educational programs and networking events from November 1-3, 2021 at the New Orleans Marriott in New Orleans, Louisiana.

ACCA Office **Operations** Managers Forum (November 1-2) addresses the challenges and opportunities of running a service business. ACCA's popular Service Managers Forum (November 2-3) features educational programs that help contractors and business leaders lead more efficient and profitable service departments.

ACCA is thrilled to return to in-person events. "The 2021 ACCA Fall Meetings are a must attend event for our industry. ACCA has been working hard to bring inperson events back to our industry because we know

the value found in our events for our members," said Bart James, ACCA president and CEO. "The face-toface interactions, coupled with educational material is something our members and corporate partners have been itching for since the beginning of the pandemic, and ACCA is ready to deliver."

To register for ACCA's Fall Meetings, visit acca.org/ fallmeetings. For vendors interested in sponsoring the event or showcasing their products, contact ACCA's Tom Murphy at tom.murphy@acca.org or 703-824-8875.

at this year's include keynote speaker, Jacob Schick, CEO of 22KILL. Top industry professionals presenting include Renee Lucas, LCS Heating and Cooling, LLC.; Matt Marsiglio, Flame Furnace; Craig Elliott, NICE Heating & Air; and Matt Akins and Melissa Broadus, Air Conditioning Contractors of America, among others.

CALENDAR OF EVENTS

Insco's April **Events Schedule**

Training from Insco Academy

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

Victoria

Tuesday, April 20th - Ruud Next Level EcoNet Stat and Inverter located at our Victoria Branch. From 8am – 12pm | \$50

Houston

Tuesday, April 6th - York Micro Channel Coils located at our Houston Training Facility. From 8am – 12pm | \$50

Tuesday, April 13th & Wednesday, April 14th - Air Distribution and Super Heat Sub Cool Training located at our Houston Training Facility. From 8am – 12pm | \$50

Tuesday, April 20th - HVAC Diagnostics located at our Houston Training Facility. From 8am – 12pm | \$50

McAllen

Tuesday, April 6th - Ruud Next Level: Ruud Day located at our McAllen Training Facility. From 7:30am – 4pm | \$50

Free Online Classes

Friday, April 16th - MyRuud.com Portal Training from 10am-11am | FREE

Tuesday, April 20th - Airflow Diagnostics Webinar from 9am-10am | FREE

Friday, April 23rd – Inverter Sales 101 from 10am- 11am | FREE

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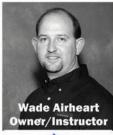
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CALENDAR OF EVENTS

	IJ	OHNST	ONE			
JOHNSTONE	S	OHNST SUPPLY		APRIL 2021 TRAINING CALENDAR		
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Broadway - 9311 Broadway Suite 200 210-829-1934 / Alamo Downs - 6900 Alamo Downs Ste. 140 210-680-6500						
DATE	DAY	TIME	LOCATION	CLASS	CLASS CODE	Price
6-Apr	Tu	9:00am - 5:00pm	Broadway	TDLR License Renewal CE - Airflow is Critical: Test - Don't Guess	605-115	\$135
7-Apr	W	9:00am - 11:00am	Broadway	City of San Antonio Codes - Chief Mech. Inspector Joe Frias	605-105	FREE
8-Apr	Th	9:30am - 12:00pm	Broadway	Brazing For HVACR Techs - Best Practices & Procedures	605-106	\$45
13-Apr	Tu	9:30am - 11:30am	Broadway	Commercial Refrigeration Cycle & Component ID	605-128	\$45
14-Apr	W	8:30am - 10:30am	Broadway	Single-Phase Compressor Diagnostics	605-112	\$45
15-Apr	Th	9:30am - 11:30am	Broadway	Goodman / Liberty GSXC / GMVC Installation & Startup	605-160	\$45
20-Apr	Tu	9:30am - 11:30am	Broadway	Goodman / Liberty GSXC / GMVC Service & Troubleshooting	605-160	\$45
21-Apr	W	8:00am - 4:00pm	Broadway	ESCO EPA Review & Exam	605-101	\$175
21-Apr	W	2:00pm - 4:00pm	Broadway	ESCO EPA Exam Only	605-102	S95
22-Apr	Th	9:30am - 11:30am	Broadway	Goodman / Liberty GSXC / AVPTC Installation & Startup	605-164	\$45
27-Apr	Tu	9:30am - 11:30am	Broadway	Airflow Measurement & Instruments - What To Use & When	605-108	\$45
28-Apr	W	8:30am - 10:30am	Broadway	New Refrigerants Are Coming - What, When & Why	605-139	\$45
29-Apr	Th	9:30am - 11:30am	Broadway	Single-Phase Compressor Diagnostics	605-112	\$45
LINITH F	LIDT	IED NOTICE: W- W/	I fallow Co	id 40 Cafaty Cyidalinaa		
UNTIL F	UNTIL FURTHER NOTICE: We WILL follow Covid-19 Safety Guidelines. Please do not attend if you are sick, coughing, sneezing or running a fever.					
Classes are limited to 10 persons.						
ALL ATTENDEES WILL BE REQUIRED TO WEAR MASKS AT ALL TIMES DURING TRAINING.						



Product News

Innovative Danfoss Turbocor® High-SST Capabilities Bring the Benefits of Oil-Free to New, Higher-Temperature Data Centers

Allowances for data center cooling temperatures have risen steadily in recent years, thanks to new server technology allowing them to operate at higher space temperatures — giving operators greater flexibility to benefit from lower power, infrastructure, and operating costs. Danfoss is now helping chiller OEMs meet this evolving need without sacrificing reliability and efficiency by expanding the operating range of its Turbocor® compressors.

Available on TTS and TGS compressors designed for both air-cooled and water-cooled chillers, the new high-SST option enables select Turbocor® models to generate leaving water temperatures as high as 82°F, substantially reducing compressor load and power consumption.

This change enables OEMs to offer nextgeneration operators all the benefits that have made Turbocor® oil-free compressors a proven, successful choice for data center chillers — such as efficiency, accuracy, and long-lasting reliability with no performance degradation over time.

Turbocor® compressors have the added benefit of both restarting quickly after a power outage and requiring a low start-up current — meaning they can better help to maintain the

set temperature in uncertain conditions without putting strain on vital backup generators. In addition, Danfoss Turbocor® compressors offer a 40 percent improvement in efficiency compared to fixed-speed screw compressors, with no performance degradation over time.

"Over the past decade, we've seen the average set point for data centers go from under 50°F to 82°F and beyond," said Eddie Rodriguez, strategic marketing manager for Danfoss. "These higher ambient temperatures are providing data center operators with substantial energy savings and flexibility over their cooling design. Yet, they can cause reliability problems if the compressor is not designed for the job."

Rodriguez continued, "Our new high-SST capabilities have widened the options available to chiller OEMs. Now, they're able to deliver the long-lasting performance, cost efficiency, and innovation necessary to keep pace with larger data center footprints operating at higher temperatures — while keeping the Turbocor® technology they know and trust."

The newly equipped Danfoss Turbocor® models are designed for use with A1 and A2L low-GWP refrigerants R134a, R515B, R513A, and R1234ze.



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 and U.S. Department of Homeland Security Sign Memorandum of Understanding

Atlanta – ASHRAE and the U.S. Department of Homeland Security (DHS) Science and Technology Directorate (S&T) have signed a new Memorandum of Understanding (MOU).

The MOU was signed by Charles E. Gulledge III, P.E., 2020-21 ASHRAE President and Robert P. Burns, Executive Director of the Office of Innovation and Collaboration for

DHS S&T via electronic signature in January and a kick-off event took place on February 26 to further specify the path forward. The agreement defines parameters by which ASHRAE and DHS S&T will discuss and share information about emerging research results and technologies in HVAC systems in order to support building occupant health and safety across the Homeland Security Enterprise.

ASHRAE and DHS S&T intend to explore how best to mitigate the movement of airborne pathogens through building systems, including through:

- Ventilation for reducing the risk of exposure;
- Effective filtration efficiencies to capture respirable particles;
- The efficacy, safety and implementation of different air disinfection technologies and operating strategies within the DHS enterprise or in public facilities;
- The effect of air distribution, directionality and objects within spaces on exposure risk; and
- Reduced occupancy, and space allocation and room set-up as risk mitigation strategies.

"ASHRAE's indoor air quality and building systems expertise are crucial in addressing the challenges of limiting the spread of infectious diseases," said 2020-21 ASHRAE President Charles E. Gulledge III, P.E. "We are delighted to partner with DHS S&T as we collaborate on key research to support the health and well-being of building occupants."

Other areas of collaboration include sharing of data to inform models and solutions relating to SARS-CoV-2 and other biological and chemical threats to public health. This will include data related to HVAC systems, types of filters, personnel safeguarding, temperature and humidity control, outdoor air flow rates and sustainable building practices.

New ASHRAE Course Offered on Reopening Universities and Managing HVAC Systems

<u>Mitigation strategies to reduce</u> the spread of SARS-CoV-2

Atlanta – ASHRAE is offering a new course to address the vulnerabilities in the design, construction, installation, operation, and maintenance of HVAC systems in universities exposed by the pandemic.

The online instructor-led training course, *Reopening Universities: Managing HVAC Systems to Mitigate the Spread of SARS-Cov-2*, expounds on COVID-19 resources on reopening universities and office building, compiled ASHRAE's Epidemic Task Force and made available through ashrae.org/COVID19. The course also provides guidance on creating a Building Readiness Plan for HVAC systems for the two building types and offers an explanation of specific mitigation strategies.

"As the world considers when and how to reopen universities, confronting how to become conscious of the required transformations of buildings and their HVAC systems will become a greater priority," said 2020-21 ASHRAE President Charles E. Gulledge III, P.E. "This course will offer actionable steps for developing specialized best practices based on guidance from ASHRAE's Epidemic Task Force and the unique needs of individual universities."

The three-hour course is designed for college and university owners, facility managers, and resiliency planning teams.

The price of the course is \$299 (\$224 ASHRAE Member). Certificates of completion will be available for download for the successfully completed course.

Registration is open now.



Product News

YORK® Expands Line of Premium Rooftop Units to 60-80 Tons with Faster Installation and Start-Up

- Newly expanded YORK® Sun™ Premier rooftop unit line delivers simplified service with new digital features, such as an optional high-end graphical user interface
- Start-up is streamlined to offer best-in-class energy efficiency and significant reduction of operational costs with the new RTUToolkit app
 - Seamless integration with Johnson Controls OpenBlue digital platform

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has, through its YORK® brand, expanded its line of premium commercial rooftop units now available in 25-80 tons with new, dynamic features. The expanded YORK® SunTM Premier platform is designed to offer contractors faster installation and simplified start-up, while providing building owners with best-in-class efficiency levels that significantly reduce operational costs over the life of the unit.

"YORK is committed to creating industry-leading equipment designed for performance, confidence and long-term value to customers," said Kevin Stockton, senior product manager, Johnson Controls. "The expanded Premier line gives our customers additional features to ensure efficient start-up and installation so contractors can finish their jobs faster, while providing unmatched efficiency and reliability in the long term."

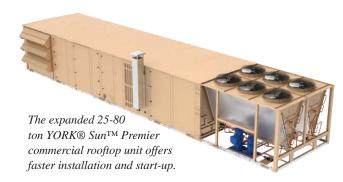
To simplify system configuration and minimize start-up time, units feature start-up wizards, a 5.5-inch OLED display and an optimized numeric keypad, which are standard on all units. This can be upgraded to the optional new high-end graphical user interface, which features a full-color touchscreen that provides quick access to system status, performance metrics and schedule parameters. Start-up

is further simplified with the new RTUToolkit app for Android and iOS. With the app, contractors simply scan a unique QR code on each rooftop, which enables on-demand access to unit-specific details, technical literature and direct connection to technical support.

Premier rooftop units streamline the design process with integrated system selection tools, easily accessible building information modeling files, improved submittals and simplified specification. The high-performance base models offer a complete range of factory options. These include various airflow path configurations, indoor environmental quality options, such as ultraviolet lights, and modulating options for improved comfort.

Maintenance is also simplified with service-friendly features, such as an optional Mobile Access Portal gateway that offers remote monitoring for ease of connection while at the jobsite, allowing technicians to interface with units without getting out of the truck. In addition, the Smart Equipment-enabled units provide seamless integration with leading building controls systems, including Verasys, and with OpenBlue, a dynamic connected platform for smart, healthy and sustainable building solutions from Johnson Controls.

 $YORK @ Sun^{TM} \ Premier \ commercial \ rooftop \ units \ meet \\ aggressive Department of Energy 2023 \ energy \ efficiency \ standards.$



Offered in standard efficiency (up to 10.9 EER/15.8 IEER), high capacity or high efficiency (up to 11.4 EER/16.9 IEER), Premier units can provide up to 50 percent greater efficiency at part-load than is required, depending on the standard. Modulating options, such as compressors, an energy recovery wheel and gas or electric heat, further improve energy efficiency.

Premier units are backed by industry-leading warranties, offering greater peace of mind. A one-year parts warranty is standard on all Premier units, along with either a six-month or one-year promotional labor warranty (vs. the industry-standard, 30-day labor warranty) when started by a certified contractor. For more information about the Premier rooftop units, visit: www.york.com/sunpremier



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JOB REQUIREMENTS

- 1-2 years experience in an inside sales role, managing orders, processing invoices
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- Motivated to work independently with high integrity and intensity
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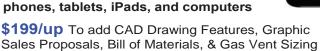
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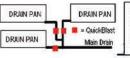
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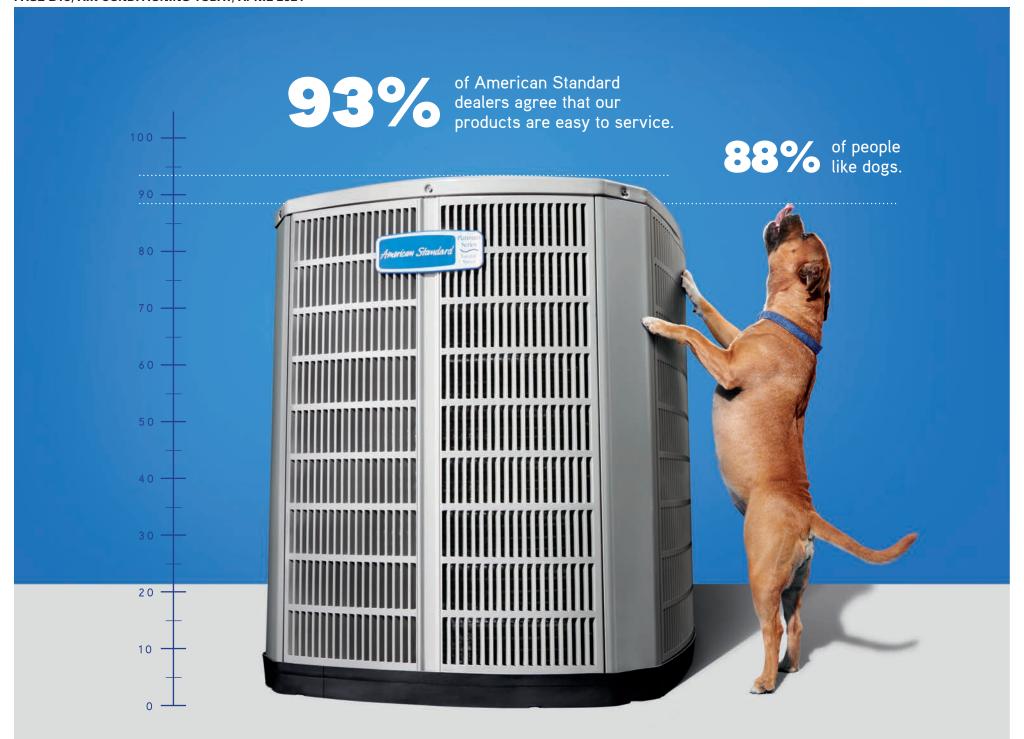


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