



Ferguson HVAC hosts BOSCH Contractor Day



Pictures on page 5.

Beyer Mechanical Ribbon Cutting



Story and pictures on page 6.

Warren Wehe Retirement Party



Story and pictures on page B12.

Winsupply to Open New Regional Distribution Center in Oklahoma City



Dayton, Ohio— Winsupply Inc., one of the nation's largest distributors of construction and industrial supplies and equipment, will open a new regional distribution center in Oklahoma City in 2022. Winsupply will own the 318,000 square foot center which is under construction alongside I-35.

The distribution center is being constructed by

Brinkmann Constructors and sits on 40 acres at 9440 S. I-35 Service Road.

Winsupply Vice President of Supply Chain, Eric Roush, said the distribution center will become Winsupply's sixth major regional distribution center (RDC) joining Winsupply RDCs in Dayton, Ohio, Denver, Middletown, Conn., Richmond, Va., and Jacksonville, Fla.

Bobby Kellar, current operations manager of the Jacksonville DC, will become the general manager of the Oklahoma City DC.

"Our sixth DC will allow us to serve our local companies in the south-central part of the U.S. with one-day service," Roush said. When completed the new DC will provide primary service to about 80 local companies in

Arkansas, Missouri, Kansas, Louisiana, Oklahoma and Texas.

Winsupply is a more than \$4 billion wholesaler-distributor of plumbing, industrial pipe, valves and fittings, heating, ventilation and air conditioning, electrical, waterworks and other supplies to contractors in 45 states. The company plans to begin operations from the Winsupply RDC in the first half of 2022.

Johnson Controls Federal Systems Awarded \$91M Contract to Improve Energy Efficiency of U.S. General Services Administration National Landmark Buildings

Milwaukee, WI — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, announced that it has been awarded a \$91 million project with the U.S. General Services Administration (GSA) to improve facilities and energy efficiencies of landmark buildings. As part of the National Deep Energy Retrofit (NDER) program, the GSA is upgrading building technologies in the pursuit of net zero energy consumption while achieving energy goals prescribed in various federal Energy Acts.

Johnson Controls portfolio of smart building systems provides the physical components for the upgrades as well as OpenBlue software solutions that support systemic management of building operations, providing memory,

intelligence and unique identity to spaces. This infusion of physical systems with award-winning artificial intelligence that helps systems learn over time automates changes that drive maximum energy and resource efficiency.

Buildings receiving facility improvements over the next three years include the Ronald Reagan Building and International Trade Center (RRBITC), the New Executive Office Building (NEOB), the Eisenhower Executive Office Building (EEOB), Jackson Place, the Winder Building and the Civil Service Building. Johnson Controls Federal Systems' team will perform much of the work associated with the project. Execution of these projects is anticipated to begin on May 1, 2021.

"Sustainability, energy efficiency and working toward the

goal of net zero are top of mind for government leaders across the United States. This is reflected in the Biden-Harris Administration's recent infrastructure bill as well as our nation's re-joining of the Paris Agreement," said George Oliver, chairman and CEO at Johnson Controls. "Partnering with the GSA to make these historic buildings more environmentally friendly and energy efficient is an honor,

and we look forward to upgrading more buildings around the U.S. in the coming years to create healthier places and do our part to support a healthier planet."

Overall project objectives include:

- Reducing energy and water consumption
- Improving efficiency of lighting, water and HVAC systems

SEE JOHNSON PG.2

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JOHNSON con’t.

- Transforming building automation systems
- Implementing cost-effective retrofits with paybacks of 25 years or less
- Completing construction with minimal disruption to tenants
- A comprehensive and integrated whole-building approach to the various energy conservation measures

“We are proud to help the GSA achieve energy resilience in the Nation’s Capital through Johnson Controls legacy of building expertise and our intimate understanding of the agency’s technology and security needs,” said Nate Manning, President of Building Solutions North America at Johnson Controls. “It is a privilege to work with GSA on infrastructure projects that deliver transformational sustainability solutions for iconic landmarks. These buildings are critical locations for the federal government and include parts of the White House Complex and a National Historic Landmark used by the Executive Office of the President including the Office of the Vice President, Office of Management and Budget, and the National Security Council.”

The NDER program demonstrates GSA’s commitment to driving energy savings beyond that of an ordinary energy savings project without a detrimental effect on occupant comfort and agency mission. GSA’s NDER program is achieving greater than 34 percent energy savings over its portfolio of buildings included in the program. The cornerstone of success in NDER projects is the holistic and interactive consideration of energy conservation measures. For the RRBITC and the NEOB projects alone, energy conservation measures are projected to reduce combined energy consumption by 42% and water consumption by 50%.

This initiative leveraged the Department of Energy’s Indefinite Delivery/Indefinite Quantity (IDIQ) Energy Savings Performance Contract (ESPC) in conjunction with GSA’s innovative NDER program to achieve transformative infrastructure outcomes. By

following an ESPC approach, the GSA was able to more quickly finalize the contract and award the work to Johnson Controls with minimal up-front capital costs or special appropriations from Congress. This approach to contracting simplified finalization of agreements, paving the way for facility improvements to begin and energy savings to be realized as soon as possible.

Sustainability is an integral part of Johnson Controls vision and values. Since signing the United Nations Global Compact in 2004, the company has remained fully committed to aligning its operations and strategies with the U.N. Global Compact’s Ten Principles. In January 2021 the company announced ambitious and accelerated sustainability commitments. Further, in March, the Science Based Targets Initiative approved Johnson Controls ambitious emissions reductions targets. These commitments not only reflect internal action being taken across the company, but also the way that Johnson Controls works with and supports customers, partners, vendors and supply chain participants.

To read more about Johnson Controls commitment and accomplishments around sustainability, please visit: <https://www.johnsoncontrols.com/corporate-sustainability/environment>

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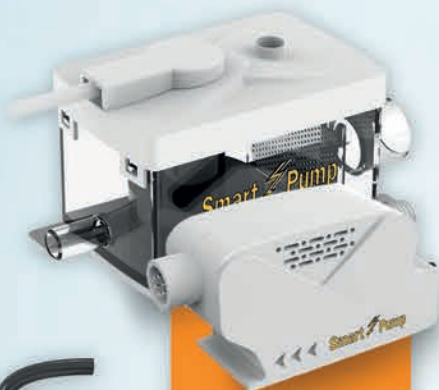


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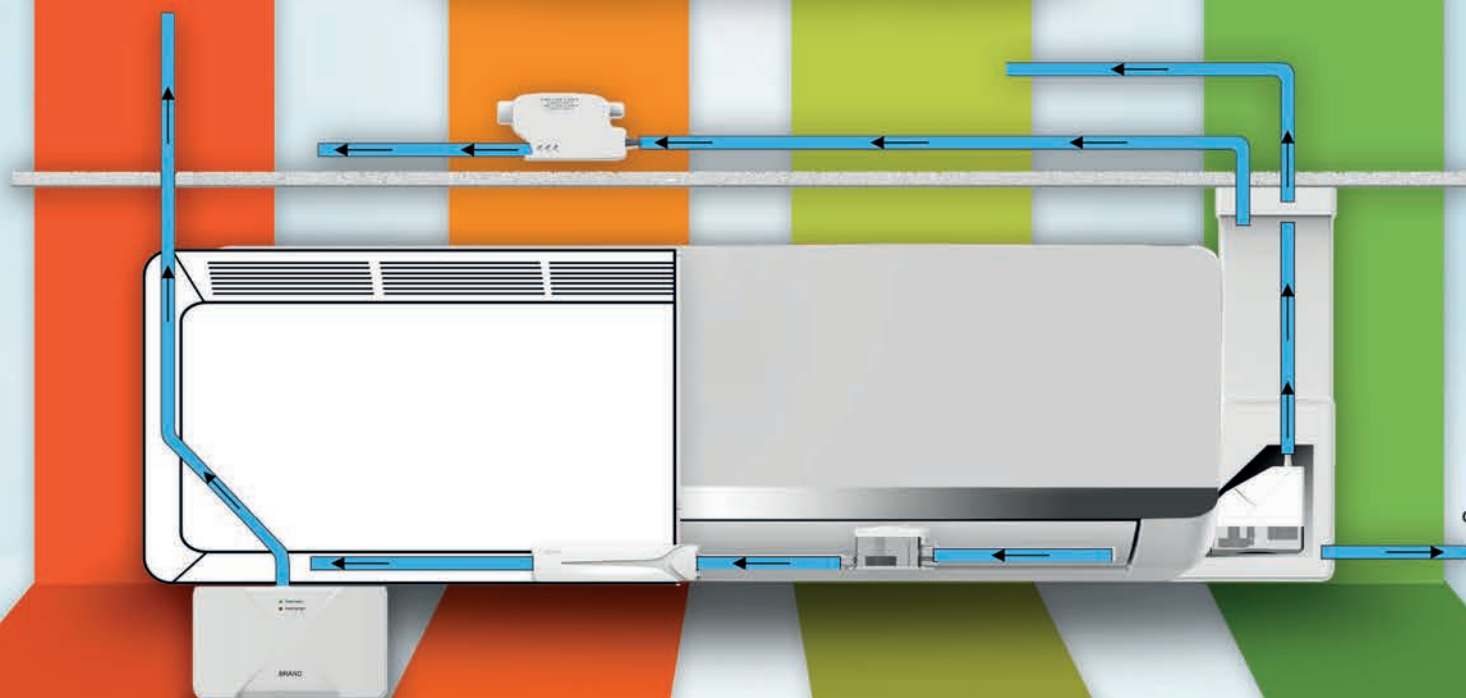


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Ferguson HVAC hosts BOSCH Contractor Day in San Antonio

Ferguson HVAC hosted a BOSCH Contractor Day at their location at 5101 Eisenhower Rd, San Antonio, TX 78218 on April 8th. Hayden James with Southwestern HVAC Sales had a demo set up and running for the contractors to see, and also to answer any questions they had about the new equipment.



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American Residential Services Signs New Presenting Partnership with AutoZone Liberty Bowl

Memphis, TN – The AutoZone Liberty Bowl announced today the addition of American Residential Services (ARS/Rescue Rooter) to its lineup of Presenting Partners. ARS has been a corporate supporter of the AutoZone Liberty Bowl since 2014 and today's announcement elevates ARS to the Presenting Partner tier of the Bowl's partners, which includes national television commercials on ESPN. Memphis-based ARS is the nation's largest provider of residential heating, ventilation, air conditioning (HVAC) and plumbing services.

"ARS has been an outstanding partner of the AutoZone Liberty Bowl for many years and we greatly appreciate ARS taking this significant step in its continuing support of the AutoZone Liberty Bowl," said Steve Ehrhart, Executive Director of the AutoZone Liberty Bowl. "We take great pride that ARS, as a key member of the Memphis business community and the nationwide leader in its industry, has chosen to enhance its national branding and visibility through its new Presenting Partnership with the AutoZone Liberty Bowl."

"ARS/Rescue Rooter and Conway Services are honored to be a presenting sponsor of the 2021 AutoZone Liberty Bowl," said Scott Boose, Chief Executive Officer, ARS. "We've supported the AutoZone Liberty Bowl High School All-Star game for seven years, and we are proud to be able to elevate our partnership. This hometown event has a nationwide impact through ESPN and pays tribute to one of our company's philanthropic causes, St. Jude Children's Research Hospital."



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Beyer Mechanical Ribbon Cutting in Selma TX

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It's On My Heart: Giving Back to the Community

Just spent a couple of days with Tom Peregrino, owner of Daffan Mechanical, located in Granbury Texas. Tom shared his story, of how he was working hard a couple of decades ago and got the chance to buy the company he was working for, Daffan Mechanical. Tom's story is amazing, but even more intriguing is how he made a commitment to give back to the community.

Tom was working as a banker, and he and his wife were expecting a child. Tom had realized he needed to find another line of work where he could make some serious money, enough to support his growing family. He answered an ad for HVAC sales, started out as a 100% commission salesperson. His wife was not exactly thrilled when he told her he had a new gig, quit his salary-paying job with insurance, and benefits

to go to a commission-based plan with no guarantees. She later saw how smart he was when he doubled his income in the first year.

He worked at that first company for a while, then teamed up with a strong technician to branch off to another company. Years go by, they are now working hard with in a company that is run by an absentee owner. They were ready to do their own thing, just did not know what that would look like. In a meeting with the owner, they decided that they just had to buy him out but had limited funds to do that.

Tom is a man of prayer, and he was asking God to bless the purchase of the company, since he had put his life savings into it. At one point he heard God say: what are you going to do for me? Tom said if they came across a widow in their marketing

area, they would offer them a no-charge maintenance agreement. Fast forward to 2020. They did work for 500 widows last year and have never advertised that portion of their business. It just continues to come in.

To make an even bigger difference, Tom organizes a luncheon each year for these widows, last year they had 150 attend. It has become a companywide event; employees are welcome to attend. Tom has also produced a calendar for the last several years, that features his techs, one per month. Sorta like a fireman's calendar, but better. This year the calendar is put together around the concept of famous movies, each tech dresses up as the star of a movie: we have Raiders of the Lost Ark, it's a Wonderful Life, The Good, the Bad and the Ugly, and 9 more that are memorable, photos are in appropriate locations. The

techs come to the luncheon, autograph the calendars, it is a big deal.

Every year, the town of Granbury has a 4th of July parade, a big deal. Tom's wife Lisa asked him if it would be possible to cool down the crowd. Tom put together a 5-ton system on a truck with a generator, had some flew duct connected up, had employees walking alongside the truck, pushing air on the crowds on both sides of the street. Worked well. So a couple of years later, he kicked it up to a 10 ton. Made even mor people comfortable. This last July 4th, he had a 40 ton (yes, 40!) and a huge generator and a lot of ductwork mounted on a 18 wheel flatbed, really made an impression on the crowd.

Tom wanted to connect with the marketplace, and realized they needed a mascot to build trust.

SEE HINSHAW PG.9



Jim Hinshaw

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

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

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

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

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

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HINSHAW con't.

So they decided to get a dog. They have Duke the dog who is a fixture in town, rides on many calls with the techs, greets customers when they stop by the shop, even featured on the side of the trucks. He wears a hat and has a big smile on his dog face.

Tom and Lisa's daughter is also a local video star, she has put together several fun videos that talk about the environment, new technology, mother earth, and a lot more. Their FaceBook posts are excellent, showcasing team members, honoring veterans, women in business, and even giving away a system to a deserving family. They are a family-owned company having fun and doing an amazing job in a rural area of Texas.

The moral of the story, find a way to give back to the community, work hard, get some great people to go with you on the journey, and have some fun. Recipe for a happy life.

Thanks for being involved, we'll talk later.

Are you ready for economic recovery?

This is not my first rodeo. After 19 years in business I have learned how to hold on when a downward economy tries to buck you off and how to enjoy the ride around the ring when it cycles up.

For many of us 2020 was a particularly tough ride, but this horse is settling down. As it does I am reminded of where we were little more than a decade ago as we slowly climbed out of the longest recession we had experienced as a nation since the early 1960s.

While it officially ended in July 2009, for many small business owners it lingered. Why? During the 2007-2009 downturn most small businesses scaled back purchases, investments and hiring so they weren't sure how to behave in a recovering economy. They

Time to Get Back on the Horse

were accustomed to managing expenses and were wary or moving too quickly to make large purchases. This time around the PPP loans helped prevent some of that extreme belt tightening but most are still cautious about making big changes.

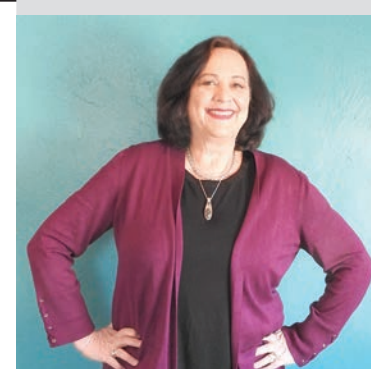
Spend your way to economic recovery

My advice today, for small business owners is the same as it was in early 2010. It is time to saddle up and get back in the rodeo ring. You need to start buying things. I'm not advocating that you run out and create a whole lot of credit card debt, but both in your personal life and in your business, it is time to invest.

One of the first measures of a recovering economy is consumer confidence. which is measured by consumer spending. So as

you start to make those small, incremental investments in your business, it fuels your local economy, and it creates funds for others to begin spending as well. As a nation, it is this increasing spiral of consumer confidence and spending that will ultimately fuel the economic recovery. So, from a community perspective, making those incremental investments is important so go out to dinner, buy something from a locally owned shop.

Then turn your attention to your business and invest now. Why? Because prices rise during expansionary periods. If you've been holding off hiring an employee, updating your website, investing in new technology, now is the time to do it. The prices will never be lower than they are right now. Making those investments now, while the prices are more affordable will help you prepare

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for the oncoming expansion.

By making those investments you will be one step ahead of your competitors. The choice is yours, we are on the brink of economic recovery. The only thing that you can control is whether you will be on the front end or the back end of that horse.

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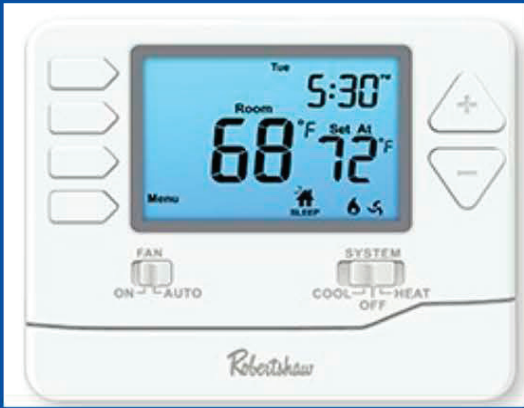
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Product News

Ritchie Engineering Introduces the Alloy Ratchet Tube Bender Kit

Bending of 1/4" to 7/8" Soft Copper and Soft Aluminum is Made Easy with the YELLOW JACKET® Alloy Ratchet Tube Bender Kits.



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 their new Alloy Ratchet Tube Bender Kits.

The YELLOW JACKET® Alloy Ratchet Tube Bender Kit creates smooth and consistent bends when working with 1/4" to 7/8" soft copper, aluminum and light wall hydraulic tubing. The mandrel attachment ball-detent feature and color-coded mandrels make it easy to switch between different tubing sizes. The simple, yet powerful ratcheting mechanism is easy to actuate. The 63342 Reverse Bender, included in the 63325 Deluxe Kit, adds the capability to bend tubing from the outside of the bend.

For more information, please visit <https://yellowjacket.com/product/alloy-ratchet-tube-bender-kit/>

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The Duct-Free Zone

Training in the COVID era: I think everyone, including me is tired of webinars. As I write this, Zoom stock price is \$316.49 a share, \$61.49 higher than Microsoft. Who would have guessed that would ever happen?

... but who would have guessed a global pandemic would ever happen?

I'm happy for Zoom and their stockholders and I'm also happy Zoom existed at a time when it was needed the most ... without Zoom, I might not have been employed over the past year. Zoom has allowed me to remain relevant as the GREE mini split technical trainer and gave me an audience when I could no longer travel directly to my audience and be with them in one room.

I raised the bar for webinars by creating the GREE TV studio in Cumberland County, PA so I would have the latest technology available for webinar production as well as live GREE mini split equipment that actually cools and heats the studio.

That all said, I think most of us have reached a level of webinar saturation and the webinar format has run its course ... for now anyway.

A short time prior to COVID hitting the scene, I worked with Interplay Learning out of Austin, TX to develop Virtual Reality training modules for the GREE mini split product. Doug Donovan, CEO of Interplay Learning and his crew are the leaders in trade training with VR based technology.

I started using the simulations in my in-person training events early 2020, traveling around the country with a VR headset and handpods so GREE training attendees could experience using this incredible technology at all my troubleshooting events.

I have to say that it was a huge hit and quickly became a draw for the troubleshooting curriculum.

... and then COVID came into our lives in early March, 2020 and travel and in-person training events ceased.

One of the many advantages of the VR troubleshooting simulations is that they can also be used in what I call the 2D (2 dimensional) format with any laptop or desktop computer, no need for special VR equipment. This allows virtually (excuse the pun) anyone to use the simulations in the comfort of their home or office to continue to refine their GREE mini split troubleshooting skills long after my formal training is over, whether that be in-person or webinar.

As COVID hit, we had about 1000 registered users of the troubleshooting simulations and



Gerry Wagner

Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVACR industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website: www.twclimate.com

about 120 who were actively using them on a week to week basis.

Earlier this year when it became apparent that COVID and the travel and group meeting restrictions resulting from COVID weren't going away any time soon, I decided to take the GREE mini split troubleshooting simulations to yet another level ... **COMPETITION!**

The GREE TOP GUN Training Competition started the week of February 28, 2021 and it has been a huge success! Three new winners every week with all competitors working toward the grand prize of a GREE 12K Sapphire system and to be named the 2021 GREE TOP GUN TROUBLESHOOTER!

By the time this article is published, we will be in week six of the eight weeks of competition. There will still be plenty of time for you to jump into the learning, earning and FUN!

You can see the details and rules of the competition as well as video tutorials on how to use the GREE mini split troubleshooting simulations at GREetraining.com. Just click on the TOP GUN COMPETITION tab at the top of the page ...

Imagine being able to promote yourself and your company as the 2021 GREE TOP GUN TROUBLESHOOTER and have your award posted on all avenues of social media and print press ... what an incredible way to differentiate yourself from your competition!

... and the grand prize of a complete GREE 12K Sapphire system ain't bad either!

Look, the whole COVID thing has shaken us all to our core testing our resilience and sanity (the toilet paper thing proving some of us failed the later). As I said earlier, I am truly grateful for the webinar format during these difficult times but its time for me to get back on the road and do what I think I do best and that is conduct live, in-person GREE mini split training events ... see you soon I hope!



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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 of America of government employment data released today, as project cancellations and a lack of new orders have forced firms to reduce their headcount, the association's latest contractor survey shows. Association officials said 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 by 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."



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AHRI, Others Petition EPA on HFC Phase Down Rule

Arlington, Va.- The Air Conditioning, Heating, and Refrigeration institute (AHRI) today joined more than 35 other industry and environmental organizations in petitioning the U.S. Environmental Protection Agency (EPA) seeking uniform national standards for stationary air conditioning and commercial refrigeration equipment in the transition to climate-friendly refrigerants under the American Innovation and Manufacturing (AIM) Act. If promulgated, these standards will result in an additional half billion tons of CO2 reduction over and above what already is projected to be achieved by implementation of the AIM Act.

The federal standards sought by the AHRI petition align with similar standards already in place in nine states. The Natural Resources Defense Council (NRDC), the Association of Home Appliance Manufacturers (AHAM), and the Environmental Investigation Agency (EIA) submitted similar petitions under the AIM Act.

For new residential and light commercial central air conditioning equipment, the AHRI petition seeks a regulation requiring that equipment manufacturers use refrigerants

with a global warming potential (GWP) of 750 or less in equipment made after January 1, 2025, with the exception of variable refrigerant flow (VRF) equipment, whose deadline would be January 1, 2026. These transition dates would align the country with the dates adopted in December 2020 by the California Air Resources Board (CARB) and nine additional Climate Alliance states.

For commercial refrigeration and chiller equipment, the petition seeks the GWP limits and transition dates according to the table below:

TABLE 1		
Product Category (New Equipment ¹)	AR4 GWP Limit	Transition Date
Standalone/Self-contained Refrigeration Systems	SNAP Rules 20/21 Prohibitions	January 1, 2022
Remote Refrigeration Systems (> 50 lbs refrigerant charge)	1500	January 1, 2022
Remote Refrigeration Systems (<= 50 lbs refrigerant charge)	2200	January 1, 2022
Industrial and Processing Refrigeration (w/o chillers)	1500	January 1, 2022
ACIM (> 50 lbs refrigerant charge)	2200	January 1, 2022
Transport Refrigeration	2200	January 1 2023
Exceptions: ACIM < 50lbs charge, Medical, Scientific and Research Applications		

Through these petitions, AHRI and a broad variety of other stakeholders hope to demonstrate that sufficient consensus already exists and that a regular notice and

comment rulemaking would adequately represent all material interests, thereby allowing the agency to forego the negotiated rulemaking process it must consider -- but is not required to undertake -- for such petitions, pursuant to the AIM Act.

The AHRI petition emphasizes that, as a general matter, “the U.S. HVACR industry already is proceeding with the requested transition date as its goal; granting this petition provides order and structure to the market and streamlines industry preparation.”

The transition dates contained in the

associated standards can be met,” according to the petition. “For example, contractors and technicians must receive appropriate training, state and local building codes must be updated and changed, and supply chains and distribution networks must be modified.”

“While AHRI has long believed that an earlier transition would not allow enough time for manufacturers to prepare, we have been equally clear that a later transition date would put long-term compliance with the AIM Act at risk,” said AHRI President & CEO Stephen Yurek. “Aligning these dates also reduces costs for consumers and ensures long-term availability of energy-, environment-, and life-saving refrigerants for climate control and for the cold chain for food, vaccines, and other medicines.”

AHRI, the U.S. Department of Energy, CARB, and other stakeholders have invested more than \$7 million in research into alternative refrigerants in preparation for this transition. These more climate-friendly alternatives are in use today in Europe, Australia, Japan, Thailand and in more than 90 percent of new passenger vehicles currently sold in the United States.


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5/5/2021	Inverter Ducted & Package System 1.0 & 2.0	Knoxville, Tn	Jim Snell	205-789-2528
5/5/2021	Inverter Ducted & Package System 1.0 & 2.0	North Little Rock	Scott Taylor	210-427-4533
5/5/2021	Inverter Ducted & Package System 1.0 & 2.0	Harahan, LA	Lonny LeBlanc	337-991-6149
5/6/2021	Inverter Ducted & Package System 1.0 & 2.0	Sherman	Warren Finney	817-929-9526
5/6/2021	Inverter Ducted & Package System 1.0 & 2.0	Spring, TX	Randy Burg	713-306-4897
5/11/2021	Inverter Ducted & Package System 1.0 & 2.0	Baton Rouge, LA	Lonny LeBlanc	337-991-6149
5/11/2021	Inverter Ducted & Package System 1.0 & 2.0	Corpus Christi	Hayden James	210-427-4533
5/11/2021	Inverter Ducted & Package System 1.0 & 2.0	Haltom City, TX	Warren Finney	817-929-9526
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5/18/2021	Inverter Ducted & Package System 1.0 & 2.0	North Austin	Hayden James	210-427-4533
5/18/2021	Inverter Ducted & Package System 1.0 & 2.0	Ft Worth, TX	Warren Finney	817-929-9526
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5/19/2021	Inverter Ducted & Package System 1.0 & 2.0	Houston, TX	James Banks	832-504-4745
5/19/2021	Inverter Ducted & Package System 1.0 & 2.0	Texarkana, TX	Scott Taylor	210-427-4533
5/20/2021	Inverter Ducted & Package System 1.0 & 2.0	Birmingham, Al	Jim Snell	205-789-2528
5/20/2021	Inverter Ducted & Package System 1.0 & 2.0	Stafford, TX	Randy Burg	713-306-4897
5/20/2021	Inverter Ducted & Package System 1.0 & 2.0	Desoto, TX	Warren Finney	817-929-9526
5/21/2021	Inverter Ducted & Package System 1.0 & 2.0	Mobile, AL	Jim Snell	205-789-2528
5/25/2021	Inverter Ducted & Package System 1.0 & 2.0	Gonzales, LA	Lonny LeBlanc	337-991-6149
5/25/2021	Inverter Ducted & Package System 1.0 & 2.0	Denton, TX	Warren Finney	817-929-9526
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(1) 56 dBA sound level is based on outdoor unit. § Please go to boschheatingandcooling.com for full limited warranty details



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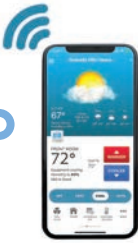
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Pricing Your Service Agreements

Most contractors agree that service agreements are a good idea, but most don't offer them. This is due in part to fear in how to price them— setting a price that is attractive to the customer yet provides enough margin for the contractor to assume the risks and obligations he commits himself to. Let's tackle that issue head on! It's not as difficult as it may seem.

First, decide what kind of agreement you want to offer— full coverage, maintenance, or inspection only. A full coverage agreement covers all parts and labor (with heat exchangers and compressors falling under the OEM warranty rules); a maintenance agreement covers annual inspections and run-tests of the units with minor adjustments made at no charge; and an

inspection agreement is nothing more than annual "clean and checks" in a pre-paid form.

The inspection only agreements are easiest, since no parts are involved (other than perhaps a 1-inch throwaway filter). You only need to estimate the *average* time it will take to perform a pre-season clean and check (two of them if you cover both the heating and cooling seasons) plus a little drive time. Most techs can run an inspection in about 30-40 minutes, plus an average of, say, 10 minutes of drive time. (Remember, you will run the pre-season calls in the same part of town for that day, so drive time will not be as much as you might think.)

The only thing left to do is decide on what labor rate to use. You *do not* need to use your normal street rate,

because your normal street rate has all your service overhead built into it, and that includes the costs to acquire a customer. If you normally used a street rate of \$70 per hour (whether or flat rate or time and material), you might try \$55 or \$60 an hour for the service agreement labor rate. So a typical 55-minute agreement would sell for \$55 (using \$60 per hour) plus another \$5 for a filter— \$60 total would do it. If your labor rates were higher (say, \$80 to \$100), the agreement would run up to about \$97 per inspection.

The maintenance agreements would start with the inspection only price and add some extra time and cost for the extra labor a maintenance agreement entails (full run-test of the system with pressures,

temperatures, voltages and currents checked, as well as testing all safeties, cleaning of blower wheels, and lubrication of serviceable bearings). That might add 15 to 20 minutes to the job, so adjust your labor charge accordingly. As for chemicals and materials, add another \$10 to cover them and you'd be in the ballpark. So a single-inspection maintenance agreement (using the \$60 labor rate we decided to use for agreements) would run about \$95 per call. If you want to include changing a humidifier pad, add that to your price.

The full coverage agreements are the trickiest to estimate, since you are escrowing customer funds to cover all labor and parts and you really cannot predict with great accuracy what a unit might do in the coming year. Basically, you will take your maintenance agreement price

and add to it to cover labor and parts. Don't make the mistake of thinking you should escrow half an hour and \$100 in parts to *every* unit you cover under these agreements. You are going to play the "breakage." For every 100 units you cover, a certain number may require a covered repair during the year. How many you need to allow for in your calculations may vary with what part of the country you live in, but in well-maintained units, failure rates of 10% or less are very realistic. So for every unit, you would need to escrow only 5% to 10% of the cost of parts and labor to cover yourself. If a typical covered repair (remember, we are treating compressor and heat exchanger replacements under the OEM warranty provisions) took 2 hours and \$150 in parts, you would need to escrow between 0.10 and 0.20 hours

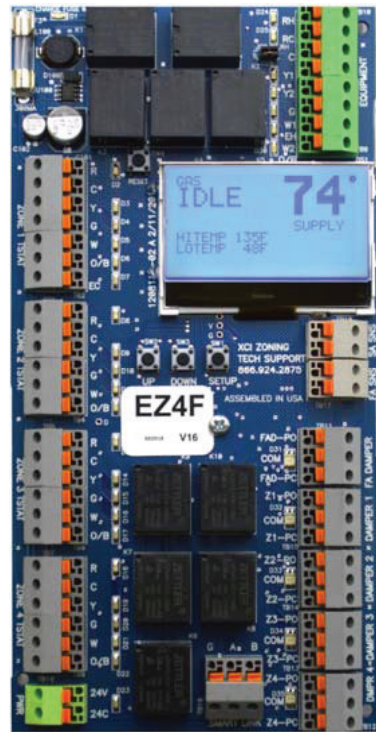


Richard Harshaw

of labor *per agreement* and \$7.50 to \$15.00 for parts. Then you must add a markup for the parts— let's end up, say, at \$20.00 to \$40.00 for parts. Your full-coverage agreement then would run about \$95 for the maintenance portion plus another \$12.00 for covered labor and \$40.00 for parts, making it come in at about \$147 per inspection. If you include humidifier pads, add that figure.

Good luck pricing your agreements, and may you sell enough of them to ease your discomfort at this difficult time in our country's economic struggles. Cash in the bank *always* beats credit on the line.

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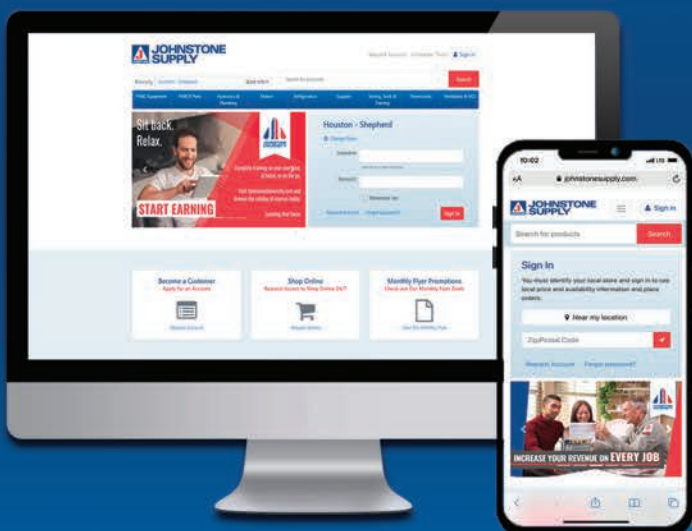


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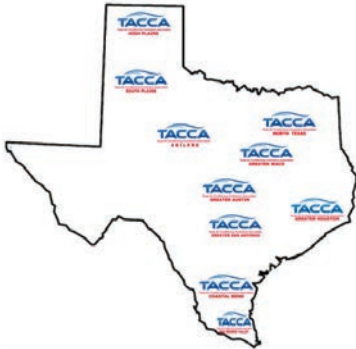
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The Texas Air Conditioning Contractors Association (TACCA) is a contractor-focused organization committed to a strong HVAC industry in Texas. With more than 50 years’ experience helping contractors benefit from programs that include technical training,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

Legislative Update

TACCA has been monitoring or actively supporting or opposing more than 135 bills that have the potential to impact HVAC/R contractors and small business owners. Thanks to the grassroots efforts of our members to call and email their representatives, HB 871 passed out of the Texas House of Representatives and has been referred to the Senate Local Government Committee. This bill would eliminate municipal registration fees to HVAC/R contractors, which could result in significant savings to contractors in metropolitan areas.

Other bills of interest include HB 636 relating to the continuation of the plumbing board, HB 3803 relating to adoption of a certain plumbing code, HB 19 relating to civil liability of a commercial motor vehicle owner or operator, and SB 207 relating to recovery of medical or health care expenses in civil actions. Visit www.tacca.org/advocacy for more on TACCA’s work during this legislative session.

TACCA’s New CE Course

In early April, I met up with Tom Turner, Jon Esquivel, and our videographer, Brian O’Neill, for filming of our 2021 continuing education course, “Building Science and Code”. The first class of the year is undoubtedly the most difficult for each instructor as they get into the groove and fall into their own timing for delivery of the material. Esquivel and Turner decided to tag-team this first class and as the developer of the course, Tom was able to offer deep insight into the content as Jon led the class instruction. Through the course of the day, class participants were treated to demonstrations of blower door testing and manometer readings, and were shown a simple method to calculate how infiltration affects heat gains and losses in the Manual J.

Tom Turner has developed most of TACCA’s CE curriculum in the last 13 years, bringing extensive knowledge of building science and observations in the construction and HVAC industry to the program. Turner has served as curriculum advisor for the Austin Community College HVAC associate degree program, compliance program coordinator for Austin Energy, and board member then President of TACCA Greater Austin, as well as owning Air Evangelist.

Jon Esquivel is TACCA’s newest instructor who gamely agreed to help instruct the filmed class. Esquivel has owned and operated Austin Star Services for 14 years. He began his career in HVAC after being honorably discharged from the U.S. Army in 2002. Esquivel keeps his competitive advantage by seeking knowledge and new information about the trade and maintaining several certifications. His passion for HVAC and helping educate people about the industry drove his interest in teaching for TACCA.

Participants will get a ton of tips in this class. We are fortunate to have members like Tom Turner and Jon Esquivel dedicated to developing and teaching our continuing education course.

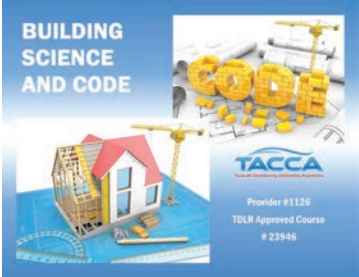
By Devorah Jakubowsky, CAE

Building Science and Code

The outline for the 2021 continuing education course was created as a follow-up to last year’s section on humidity management and a code refresher as the 2018 International Residential Code, 2018 International Mechanical Code, and 2018 International Fuel Gas Code, and 2018 Uniform Mechanical Code became effective January 1, 2021. Building Science and Code #23946 is an 8-hr course approved by the Texas Department of Licensing and Regulation for HVAC license renewal and covers a ton of content including:

- | | |
|--|--|
| Code | Building Science |
| • Why codes are necessary and how to make them your ally | • Envelope and duct seal |
| • History of codes | • Thermal boundaries and delivered air |
| • Evolution, types, and application | • Moisture solutions |
| • Common code misinterpretations | • Discussion points |
| • 10 common failures and solutions | Texas Laws and Rules |

See page B8 for the next continuing education opportunity for your area.



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Product News

Nortek Global HVAC Names Texas' AC Supply as Wholesale Distributor for Frigidaire® and Gibson® Unitary Brands

St. Louis — Nortek Global HVAC (NGH), a leading manufacturer of HVAC equipment, has named AC Supply Co. its HVAC wholesale distributor of Frigidaire® and Gibson® residential heat pump, air conditioner, gas furnace and air handler brands for the Dallas–Fort Worth metropolitan area. The third-generation, family-owned AC Supply operates locations in Arlington, North Richland Hills in addition to its Fort Worth Westside and 36,000-square-foot Downtown headquarters.

The Frigidaire and Gibson product lines will roll out April 1 and represent the first unitary equipment product offerings in the history of the 62-year-old distributor, which previously concentrated only on HVAC parts and accessories. AC Supply prepared for the expansion into unitary equipment by doubling its space by moving its Arlington and North Richland Hills locations to a 32,000-square-foot warehouse and a 22,000-square-foot facility, respectively.

Consequently, AC Supply will be inventorying approximately 60 models



AC Supply's James Fulton, Director of Sales; Ariel Perez, Manager for Nortek Products; Bryan Boyd, Vice President; and Randy Boyd, President. AC Supply.

ranging from Gibson's value-oriented units to Frigidaire's premium models. Combined, the two brands provide contractors with a "better-best" lineup that's competitive with any brand, price and feature in the HVAC market, according to Rob Hawk, national director strategic accounts, NGH.

"This monumental investment in a new product offering and partnership with Nortek puts us in the right place at the right time," said Randy Boyd, president. "Dallas-Fort Worth is experiencing exponential population growth and a strong housing

market, which have created a strong unitary equipment demand that is outpacing supply."

Frigidaire continues to outpace the unitary industry in premium features and now offers a new color palette featuring a powder-coat paint process that eliminates sharp edges and reduces corrosion, fading, chipping, and scratching.

Besides equipment, the agreement includes NGH's renowned Elite Marketing Program tools and assistance at <https://www.nortekhvac.com/marketing-programs/>. Contractors will be provided optional website building, tablet-friendly sales assistance programs, rebate offers, Customer-For-Life direct mailers, brochures, e-newsletters, logos and other marketing tools. AC Supply's in-house resources also assist contractor marketing efforts through Facebook ads, SEO, and other online aids, in addition to their own contractor training on selling, installing and servicing products.

For more information about NGH products and to access the online literature library, contractors should visit www.nortekhvac.com.

iO HVAC Controls Launches New Universal Control System

Indianapolis, IN. - After a year of product testing and development, iO HVAC Controls is proud to announce the launch of the ZP4-ESP Zone Control Panel. It joins the popular family of ESP controls from iO which includes the ZP2, ZP3, and ZP6. The panel will allow 4-zone forced air control with integrated ESP technology. The panel comes with a fully adjustable static pressure sensor or sold as a kit to add a duct temperature sensor and 40VA transformer.

This mid-range panel is designed to work with conventional heating and cooling systems while also operating with heat pumps and dual fuel equipment. It can be utilized with single stage and multi-stage applications up to 2H / 2C conventional or 3H / 2C heat pump or dual fuel.

Overall this product brings a versatile zone control system to almost any residential or light commercial application. The ZP4-ESP allows contractors and wholesalers to offer a more universal product.

iO Sales Director Megan Rikken stated, "The ZP4-ESP is monumental for iO Controls. This product represents a much needed mid-range option to our selection of ESP panels. Collectively, we are excited to offer this state-of-the-art product to help pave the future of the zoning industry."

The ZP4-ESP is now available at iO HVAC Controls. For more information you can email info@iohvaccontrols.com or call (888) 359-0362.



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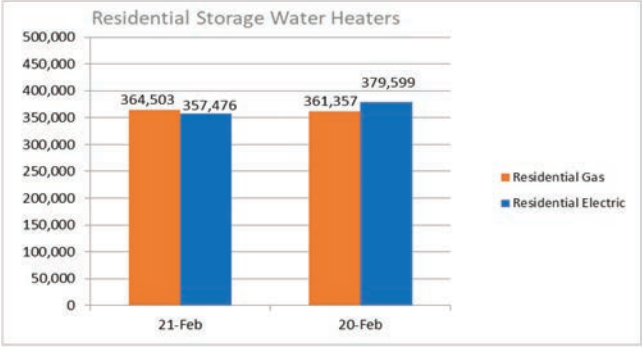
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AHRI Releases February 2021 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for February 2021 increased 0.9 percent, to 364,503 units, up from 361,357 units shipped in February 2020. Residential electric storage water heater shipments decreased 5.8 percent in February 2021 to 357,476 units, down from 379,599 units shipped in February 2020.

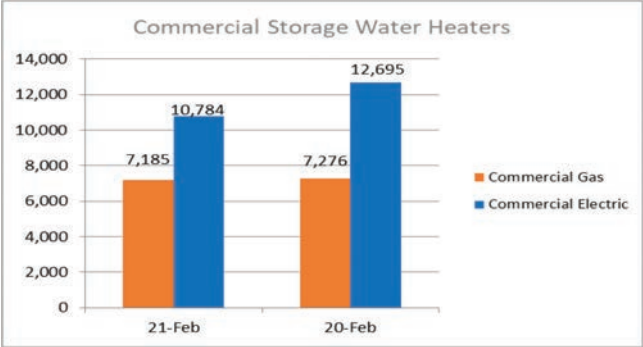


Year-to-date U.S. shipments of residential gas storage water heaters increased 2.2 percent, to 761,845 compared to 745,570 shipped during that same period in 2020. Residential electric storage water heater shipments decreased 1.7 percent year-to-date, to 753,116 units, compared to 765,890 shipped during the same period in 2020.

Year-to-Date			
	Feb 21 YTD	Feb 20 YTD	%CHG.
Residential Storage Gas	761,845	745,570	+2.2
Residential Storage Electric	753,116	765,890	-1.7

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 1.3 percent in February 2021, to 7,185 units, down from 7,276 units shipped in February 2020. Commercial electric storage water heater shipments decreased 15.1 percent in February 2021, to 10,784 units, down from 12,695 units shipped in February 2020.

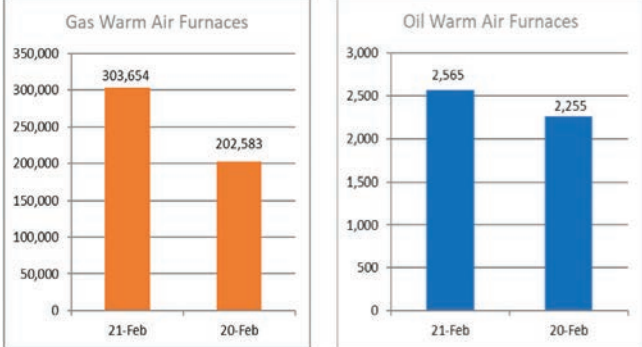


Year-to-date U.S. shipments of commercial gas storage water heaters decreased 4.5 percent, to 13,827 units, compared with 14,483 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments decreased 11.1 percent, to 22,521 units, down from 25,321 units shipped during the same period in 2020.

Year-to-Date			
	Feb 21 YTD	Feb 20 YTD	%CHG.
Commercial Storage Gas	13,827	14,483	-4.5
Commercial Storage Electric	22,521	25,321	-11.1

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for February 2021 increased 49.9 percent, to 303,654 units, up from 202,583 units shipped in February 2020. Oil warm air furnace shipments increased 13.7 percent, to 2,565 units in February 2021, up from 2,255 units shipped in February 2020.

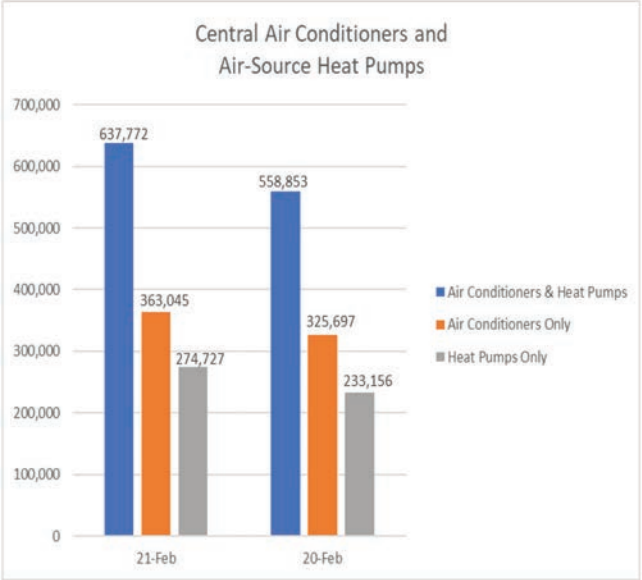


Year-to-date U.S. shipments of gas warm air furnaces increased 53.1 percent, to 658,751 units, compared with 430,289 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 32.4 percent, to 6,160 units, compared with 4,653 units shipped during the same period in 2020.

Year-to-Date			
	Feb 21 YTD	Feb 20 YTD	%CHG.
Gas Warm Air Furnaces	658,751	430,289	+53.1
Oil Warm Air Furnaces	6,160	4,653	+32.4

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 637,772 units in February 2021, up 14.1 percent from 558,853 units shipped in February 2020. U.S. shipments of air conditioners increased 11.5 percent, to 363,045 units, up from 325,697 units shipped in February 2020. U.S. shipments of air-source heat pumps increased 17.8 percent, to 274,727 units, up from 233,156 units shipped in February 2020.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 20.4 percent, to 1,323,698 units, up from 1,099,032 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 21.7 percent, to 771,876 units, up from 634,008 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 18.7 percent, to 551,822, up from 465,024 units shipped during the same period in 2020.

Year-to-Date			
	Feb 21 YTD	Feb 20 YTD	%CHG.
Air Conditioners & Heat Pumps Combined Total	1,323,698	1,099,032	+20.4
Air Conditioners Only	771,876	634,008	+21.7
Heat Pumps Only	551,822	465,024	+18.7

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

Month			YTD		
Size Description (000) BTUH	Total	% Change from 2020	Size Description (000) BTUH	Total	% Change from 2020
Under 16.5	33,514	+28.4	Under 16.5	64,282	+33.2
16.5-21.9	69,529	+20.4	16.5-21.9	138,972	+21.5
22-26.9	129,119	+12.4	22-26.9	271,333	+21.2
27-32.9	96,230	+12.5	27-32.9	200,829	+20.2
33-38.9	130,082	+13.8	33-38.9	267,011	+18.5
39-43.9	44,634	+18.3	39-43.9	96,697	+25.1
44-53.9	68,386	+18.9	44-53.9	143,692	+23.9
54-64.9	50,987	+14.2	54-64.9	106,785	+20.6
65-96.9	5,584	-28.3	65-96.9	12,727	-11.9
97-134.9	4,053	-22.1	97-134.9	9,251	-6.7
135-184.9	2,505	-26.3	135-184.9	5,608	-13.4
185-249.9	1,169	-22.2	185-249.9	2,439	-17.2
250-319.9	1,025	-17.1	250-319.9	2,261	+4.7
320-379.9	236	-16.9	320-379.9	462	-15.5
380-539.9	234	-22.5	380-539.9	449	-28.7
540-639.9	194	-17.1	540-639.9	350	-27.1
640-799.9	116	+10.5	640 & Over	203	+3.6
800.0-899.9	40	-35.5	800.0-899.9	63	-48.4
900.0-999.9	58	-38.9	900.0-999.9	108	-41.0
1,000.0-1,199.9	27	-44.9	1,000.0-1,199.9	46	-45.9
1,200.0 & Over	50	-49.0	1,200.0 & Over	130	-26.6
TOTAL	637,772	+14.1	TOTAL	1,323,698	+20.4

BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial.
NOTE: A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership. Industry data is aggregated from the information supplied by AHRI member companies that participate in the statistics program and could be subject to revision. Published year-to-date data is inclusive of all revisions. No other AHRI data (e.g., by state or region) is available to the general public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. For previous monthly shipment releases and historical data, please see <http://www.ahrinet.org/statistics>.

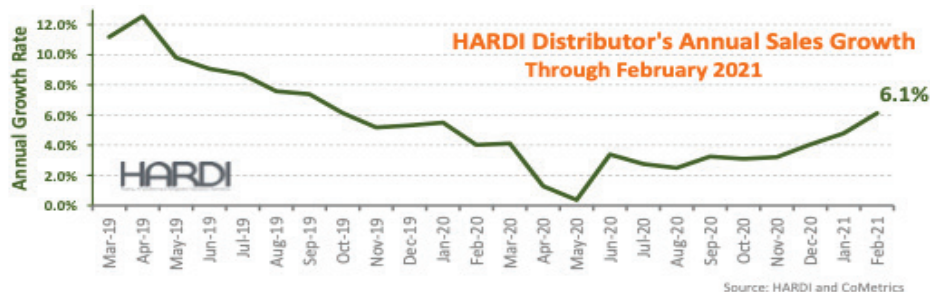
1. How do my colleagues subscribe to the report?
Go to <http://www.ahrinet.org/statistics> and click on Subscribe.
2. Does this data represent shipments to the United States only or are shipments outside of the United States included?
This data represents shipments to customers in the United States only.
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.

HARDI

HARDI Distributors Report 21.1% Percent Revenue Increase in February

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 21.1% percent during February 2021.

The average annual sales growth for the 12 months through February 2021 is 6.1% percent.



“February 2021 was help by a very easy comparison,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Demand was soft during February 2020 when heating degree days were at or below normal in six of our seven economic regions, and then strong this year when heating degree days were above normal in six of the regions during February 2021.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is 43.4 days. “DSO has been faster than normal since June 2020 and that persists,” said Loftus. “The DSO is seasonal, swinging from the low 40s to near 50 where usually resides during February.”

“The unusually cold and challenging conditions during February caused a noticeable hiccup in many economic data streams, but not our TRENDS report,” said Loftus. “The February sales growth rate was helped by the easy comparison, price increases being passed through, back-ordered product availability, and the rising economic tide we see with job gains of 233K in January and 468K in February. It’s a good bet that annual growth rate number is heading higher.”

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 Launches New and Improved Website

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is excited to announce the launch of their new website.

Over the past 8 months the HARDI team has worked to develop and design a brand new HARDI website.

“It has been nearly 6 years since our previous website launch, and we felt it was time for an upgrade. As we continue to try and provide members with best-in-class services and timely resources, we needed a better platform to easily publish and share various information. The new site has been simplified and streamlined to allow individuals a better user experience,” says HARDI’s Director of Marketing and Sales, Chris DeBoer.

The new website was to go live April 8th. Upgrades include:

- Simplified Navigation
- The new site features a simplified navigation system that allows individuals to quickly access membership information, HARDI Services, Resources/Content, event details and to learn more about the association.
- Totally Searchable Site/Content
- HARDI’s new site now has a global search functionality. This new functionality allows site users to type any keywords or topics he/she is looking for in the top right corner of the site and a list of pages, posts, videos and any other items will populate. This should make it much simpler for users to find what they are looking for quick and easy.
- Individualized Member Portal
- All members, who have emails listed in HARDI’s CRM, will be able to log on to the new site to see a customized portal. This portal allows members to select content categories they wish to subscribe to, view past benchmarking reports, update their member account record, and more.
- Added Newsfeed
- The new HARDI site features an industry newsfeed on the homepage and member portal pages. Users can check the site regularly to stay current on member and industry news and happenings.
- The site URL will not change. Users can still access the site at <https://hardinet.org/>.

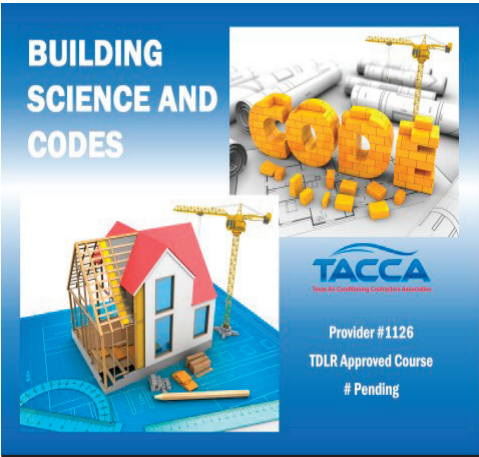
If you have any immediate questions or need help adding contacts into HARDI’s system, please contact hardimail@hardinet.org.

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- Harlingen—Oct 2
- Houston—May 22, Jun 19
- Hurst—May 8, Jun 12
- Lubbock—May 22, Sep 16
- San Antonio—May 1, Jul 10
- Waco—Jul 24, Nov 6
- Virtual Class—TBD

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- ◆ Make code your ally
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Building Science

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- ◆ Thermal boundaries,/delivered air/moisture solutions

TDLR Laws and Rules (required one hour)



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May Meetings Presentations

**OK City Wednesday May 5th
Meridian Market 11:30
2037 S. Meridian**

**Anthony Lemming of the RE Michel
Company
Updates on Equipment and Supply Products**

**Tulsa Thursday May 13th
OK Joe's BBQ 11:30
61st & Sheridan
(Use the Back Door)**

**Grant Donica Securian Advisors
of Midamerica Financial Planner
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**ARDMORE; Tuesday May 4th 11:30
Cafe Alley 126 A St NE**

**TULSA Eve Mtg; Thursday May 6th 6:30pm
Social Mtg, Bring Spouse or Guest
Freddies on New Sapulpa Rd**

**ENID; Friday May 7th 11:30
El Patio 4410 W. Owen K. Garriott Rd**

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Mission Statement
MEPO OF OKLAHOMA, INC. a non-profit trade
association in the State of Oklahoma. We work to give
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HVAC Excellence is Excited to Open a New Chapter in Professional Development



For those involved in training the current and future HVACR workforce, HVAC Excellence will be offering a hybrid education conference in 2022, providing face-to-face, in-person training, and exhibits, then continued learning online. Just as instructors have learned to offer blended programs, HVAC Excellence has learned that a hybrid event provides the opportunity to offer more high-quality training, on multiple platforms, while reaching more people than ever before.

The face-to-face portion will be held March 21-23, 2022, at the South Point Hotel, in Las Vegas, Nevada. The venue provides one of the most easily accessible, and

affordable locations, making it easy for all to participate. At the South Point, attendees will meet with industry leaders, and exhibiting companies, that support HVACR education, who can assist them in improving their programs. Once the activities at the South Point conclude, attendees will continue their learning online. This hybrid format will allow instructors to do what they love most, interact with the latest technologies at the South Point, then return home to continue their learning, on a pace that suits their needs. This blended format will allow them to attend more classes than ever before.

Those involved in training the workforce (community colleges, private

schools, apprenticeship programs, high schools, labor unions, utilities, associations, manufacturers, reentry programs, and wholesalers) often seek practical ways to improve the training they offer while gaining knowledge. The HVAC Excellence Education Conference offers them both. The conference has great presenters, allowing instructors to get reliable information from the source. In addition to all the classes covering changes in technologies, several sessions cover teaching strategies, and how to teach in a blended environment.

Learn more and register for the conference, by visiting escogroup.org and clicking the conference link.



TEXAS DEPARTMENT OF LICENSING & REGULATION

The Texas Department of Licensing and Regulation (Department) is reviewing the Procedural Rules of the Commission and the Department located at Title 16, Texas Administrative Code, Chapter 60 for re-adoption, revision, or repeal. This rule review is required every four years.

The Notice of Intent to Review was published in the Texas Register on April 16, 2021 (46 TexReg 2589), as part of a combined notice with several other rule chapters undergoing simultaneous review.

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

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

The Department encourages anyone interested in the Procedural Rules of the Commission and the Department under Chapter 60 to review the Notice of Intent to Review and the current chapter rules posted on the Department's website.

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

Deadline to submit comments—May 17, 2021.

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Construction Employment in March Trails March 2020 Mark in 35 States as Nonresidential Projects Lag Despite Hot Homebuilding Market

Texas and Wyoming Have Worst Job Losses in the Past Year, While Utah and Idaho Top Gainers; Texas and Iowa Rebound the Most from February's Storms, as Nevada Posts Biggest Monthly Loss

Construction employment in March remained below March 2020 levels in 35 states despite a sizzling homebuilding market and a strong recovery from severe winter weather, according to an analysis by the Associated General Contractors of America of government employment data released today. Association officials cautioned, however, that a host of challenges, including continued project cancellations, rising materials prices, and supply chain uncertainties are making business conditions for contractors difficult.

“Nonresidential contractors are coping with a depleted list of projects, extreme cost increases, and unprecedented supply-chain problems,” said Ken Simonson, the association’s chief economist. “These headwinds are likely to keep industry employment in many states below pre-pandemic levels for months.”

Seasonally adjusted construction employment in March exceeded the March 2020 level in only 14 states and the District of Columbia. Utah added the most jobs (6,400 jobs or 5.6 percent), trailed by Idaho (3,900 jobs, 7.0 percent)

and Washington (2,200 jobs, 1.0 percent). Idaho added the highest percentage, followed by Utah and South Dakota (3.8 percent, 900 jobs).

Employment declined year-over-year in 35 states and stagnated in Mississippi. Texas lost the most construction jobs over the period (-35,400 jobs or -4.5 percent), followed by New York (-29,300 jobs, -7.2 percent), Louisiana (-16,500 jobs, -12.4 percent), and New Jersey (-14,500 jobs, -8.9 percent). Wyoming recorded the largest percentage loss (-12.7 percent, -2,900 jobs), followed by Louisiana, New Jersey, and Nevada (-8.1 percent, -8,000 jobs).

For the month, construction employment rebounded in 39 states—some of which had been battered by unusually severe winter weather in February—while 10 states lost jobs, and there was no change in D.C. and New Hampshire. Texas added the most construction jobs (19,100 jobs, 2.6 percent) as work resumed following a damaging freeze in February. Other states with large monthly gains include New York (10,000 jobs, 2.7 percent), Minnesota (7,900 jobs, 6.8 percent), and Iowa (7,500 jobs, 10.3 percent).

Iowa had the largest percentage gain, followed by Kansas (10.0 percent, 6,000 jobs) and Minnesota. Nevada lost the largest number and percentage of construction jobs for the month (-1,300 jobs, -1.4 percent).

Association officials said Washington leaders could help address many of the challenges facing commercial contractors. They noted, for example that proposed new investments in infrastructure will help offset continued private sector project cancellations. And they renewed their calls for the Biden administration to remove tariffs on key construction materials, including steel and lumber, and explore actions to unjam ports and other shipping facilities.

“Nicer weather and expanding confidence that the pandemic will soon end are helping improve market conditions,” said Stephen E. Sandherr, the association’s chief executive officer. “But the best way for policy makers to support continued job growth in the construction industry is to invest in infrastructure, remove government-imposed additions to materials prices, and help get the country’s supply chain back in order.”

June 13-15, 2021

HARDI SOUTHWEST REGIONAL CONFERENCE

Register today!
tinyurl.com/hardisouthwest



RSES Headquarters is on the move again. After nearly 10 years at 1911 Rohlwing Road in Rolling Meadows, IL, RSES will officially be in the same location as ESCO beginning May 1. This move provides RSES and ESCO with the ability to provide you with better service, more training/certification and networking opportunities and a clear path to help keep contractors, technicians and facility managers well trained and certified.

Please start utilizing our PO Box address listed below to ensure we continue to receive correspondence from you:

RSES
PO Box 248
Arlington Heights, IL 60006-0248

Return envelopes, letterhead and location changes on our Web and Social Media sites will begin to reflect this change soon. Mail delivered to the 1911 Rohlwing Rd. address will be forwarded to our PO Box for a short amount of time, so please note the change.

This announcement will additionally be published in the April and May issues of RSES Journal. Bear with us we continue to work through this transition in order to develop more ways to better serve you.

Sincerely,
 RSES Headquarters Staff & Board of Directors

RSES Launches New eLearning Electricity for the HVACR Technician Course

Rolling Meadows, Ill. – RSES is happy to announce the launch of its updated Electricity for the HVACR Technician eLearning course on the HVACR Learning Network powered by ESCO + RSES. This is an interactive online course that provides an introduction to the concepts of electricity and magnetism, description of basic electrical devices that use these concepts, the concepts of alternating current and related devices, and the basic explanation of electrical schematics.

The course is broken out into the following 12 modules:

- **Terminology and Units of Measurement:** Covers the “building blocks” of matter and understand the relationship between atomic structure and electricity;
- **Electronics - History and Concepts:** Provides an introduction to the basics of electronics, and will help you understand the difference between the terms “electronics” and “electric;”
- **Series Circuits, Parallel Circuits, and Power:** Explains a series in a circuit and state the three rules that govern the behavior of a series circuit;
- **Magnetism and Transformers:** Focuses on the concept of magnetism, the various types of magnets in use today, and their individual characteristics;
- **Magnetic Attraction, Repulsion, and Shielding:** Defines magnetic lines of force, explain magnetic fields, and define magnetic flux;
- **Transformers:** Explains the purpose of a transformer, describe the components of a transformer, list the common defects you may encounter when working with transformers, and explain how the power-handling capacity of a transformer is measured. :
- **Relays, Contactors and Starters:** Discusses the workings of relays, contactors and starters;
- **Fundamentals of Alternating Current:** Studies the nature and composition of alternating current. You will be able to explain alternating current and explain sine waves;
- **Alternating Current: Reactance, Impedance & Power Factor:** Teaches how to calculate the resistance offered by capacitors and inductors;
- **Circuit Protection Devices:** Fuses: Discusses the conditions under which protection is needed, and describe the different types of fuses;
- **Circuit Protection Devices:** Circuit Breakers & Overload Protection: Covers the main components of a circuit breaker, and explains the basic function of a circuit breaker; and
- **Understanding Electrical Schematics:** Describes how wiring diagrams can be read, identify different types of

wiring diagrams used in HVACR industry, and name the five basic components to any schematic.

Each module, which may be purchased individually or together as one bundled course, includes an end-of-module certificate upon the successful completion of an exam. The course is approved for 36 NATE CEHs or 3.6 CEUs. All modules together provide approximately 30–40 hours of electrical training.

This online course and the individual modules closely resemble the RSES Electricity for HVACR Technicians manual as well as various lessons covered throughout the Electricity Unit manuals, however, the eLearning option further supplements and stresses the safety issues related to the HVACR industry.

RSES will be releasing Air Conditioning Fundamentals in the next few weeks.

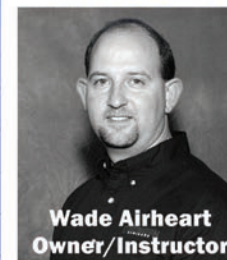
To purchase the online course, visit *The HVACR Learning Network* or check out RSES' Online Store. You can also call 800-297-5660.

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Warren Wehe Retirement Party

Warren Wehe, MORSCO HVAC in New Braunfels TX, announced his retirement after 38 years in the industry. Wehe spent his first years in the industry with INSCO from 1983-2012. He then joined MORSCO HVAC and has been with them ever since. He was a very active member in the Tri County RSES, holding all leadership positions in the organization, including President for multiple years. He was awarded Tri Country RSES “Man of the Year” four times. He is the proud father of three children, Courtney, Trenton and Ethan. He was an active father coaching Little League and AAU Basketball over 10 years. His many friends, family and co-workers turned out to wish Warren a happy retirement!



Photos courtesy of Jessica Taipalus

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Call for Abstracts Announced for 2022 ASHRAE Winter Conference in Las Vegas

Atlanta – Abstracts are now being accepted for the 2022 ASHRAE Winter Conference to be held in Las Vegas, Nevada, January 29 – February 2, 2022, at Caesars Palace.

With an eye on future resources, the conference seeks to present papers and programs that cover energy and water conservation, reduction of waste and improved Indoor Environmental Quality (IEQ), while addressing other challenges and opportunities in facilities, applications and processes.

“It is estimated that the world population will grow from 8 billion now to around 9 billion in 2050; global GDP is expected to stabilize at +2%/year. This will increase the need for food, energy, and other resources to support a growing population in the coming future,” said Raul Simonetti, chair of the 2022 conference. “The 2022 Virtual Winter Conference will provide an opportunity to examine holistically – that is, at 360° – what we do and the way we do it in order to minimize the impact on our planet.”

The following tracks are developed to support the conference theme of “Holism and Perspectives towards Decarbonization.”

- Buildings use a large share of a country's final energy, particularly for heating, cooling and various services. Papers in the “Buildings at 360°” track will focus on explaining methods, equipment, systems and solutions to satisfy occupants' needs, to guarantee buildings' performances and resilience, and to save resources like energy and water.

- Energy is omnipresent in our daily lives in ways like electricity for appliances or heat and cooling for industrial processes. The integration of various energy sources, processes and transportation allows us to better exploit the available energy and reduce waste. “Energy System Integration” track will explore renewables, fossil fuels, grid integration, aggregation, demand-side flexibility, smart devices, IoT, synthetic hydrogen and synthetic fuels, CCUS and electrification.

- Indoor environment is essential for our well-being and productivity, but is often regulated differently in various parts of the world due to local conditions, circumstances, history and traditions. Papers that explain local norms

and trends with an eye on energy usage would fit in the “Environmental Health and IEQ in the International Arena” track.

- The “HVAC for Industrial and Commercial Purposes” track will focus on papers that examine the challenges and opportunities in improving energy efficiency of commercial and industrial facilities and transferring learned lessons to other types of facilities.

- Refrigerants play an important role in maximizing performances and minimizing direct and indirect GHG emissions. The “Refrigerants, Safety and Performance” track will focus on papers that present advancements and developments about flammability of refrigerants that can reduce the direct emissions, but that may have safety, regulatory and performance issues when deployed on the field.

- The “Refrigerants and Refrigeration” track will explore refrigeration systems, which generate and use cold for a range of processes, from food preparation and conservation, to vaccine preservation, to long-term protection of fragile ancient inks of historical documents and others.

- The “HVAC&R Systems and Equipment” track will focus on the development of new systems and equipment, improvements to existing systems and equipment and the proper application and operation of systems and equipment.

- The “Fundamentals and Applications” track will provide opportunities for papers of varying levels across a large topic base. Concepts, design elements and shared experiences for theoretical and applied concepts of HVAC&R design are included.

Abstracts (400 words or less) are due April 5, 2021. If accepted, final conference papers (8-page maximum) are due July 12, 2021.

In addition, technical papers (complete 30-page maximum papers) are also due March 29, 2021.

Accepted conference papers and technical papers are published in ASHRAE Transactions, cited in abstracting indexes and considered for *Science and Technology for the Built Environment*, ASHRAE's research journal.

For more information on the call for papers and the 2022 ASHRAE Winter Conference, visit <https://ashrae.org/2022Winter>.

In conjunction with the ASHRAE Winter Conference is the 2022 AHR Expo, to be held at the Las Vegas Convention Center January 31 – February 2, 2022. For more information on the 2022 AHR Expo, visit <https://www.ahrexpo.com/>.

ASHRAE and ICC Release 2018 IgCC User's Manual

Atlanta – ASHRAE and the International Code Council (ICC) have announced the release of the 2018 International Green Construction Code® (IgCC®) User's Manual. The User's Manual is a joint initiative of the ICC and ASHRAE.

The User's Manual was developed to provide an understanding of the principles on which the IgCC is based, including the requirements of the code, and how those requirements may be met. The publication contains sample calculations, forms to demonstrate compliance, and references to helpful resources and websites.

“ASHRAE remains committed to providing sustainability strategies to improve indoor air quality and building performance,” said 2020-21 ASHRAE President Charles E. Gullledge III, P.E. “The IgCC User's Manual offers a clear roadmap to the specific requirements of the 2018 IgCC with provisions that promote sustainable construction in an integrated fashion.”

“As the demand for green building design, construction and operational techniques continues to grow, the IgCC remains one of the many strong solutions that help communities establish sustainable, resilient, high-performance buildings,” said Code Council Executive Vice President Mark Johnson. “The new IgCC User's Manual provides resources that aid the career development of building safety professionals, which is key to our efforts to welcome the next generation of industry leaders and lead the way to sustainable and resilient building.”

The user's manual is intended to support building professionals, including architects, engineers, contractors and other building professionals applying the 2018 IgCC and is also suitable for use in educational programs. The publication offers a corresponding chapter for each chapter of the 2018 IgCC.

The 2018 IgCC was developed to align the technical requirements of *ANSI/ASHRAE/ICC/USGBC/IES 189.1-2017-Standard for the Design of High-Performance Green Buildings Except Low Rise Residential Buildings*, with ICC's multi-stakeholder IgCC. Goals of the code are to help governments streamline code development and adoption and improve building industry standardization by integrating the two previously separate guidance documents. As a result, the 2018 IgCC is now a unified code that emphasizes adoption, ease of use and enforcement for building projects. The code is the first fully integrated edition of the IgCC to be developed cooperatively by ICC and ASHRAE.

The 2018 IgCC User's Manual is now available for purchase.

ASHRAE To Host Tech Hour on Commissioning of New and Existing Buildings

Atlanta – ASHRAE announced the launch of its third Tech Hour video. ASHRAE Tech Hour provides relevant technical content in the form of one-hour videos to members and interested individuals through the ASHRAE 365 app.

On April 1, ASHRAE will premiere Tech Hour #3: Commissioning, presented by Jay Enck, M.E., Co-Founder and Chief Technical Officer of Commissioning at Green Building Solutions, Inc. and Reinhard Seidl, P.E., Principal at Taylor Engineering LLP.

The Tech Hour will analyze the impact of climate change and evolving technology on commissioning of new and existing buildings. Viewers will learn about evaluating building characteristics and usage patterns that affect building energy footprint and occupant productivity, in addition to data presentation and communications to facility managers and O&M staff.

Viewer learning points include:

- Understanding why commissioning existing building stock is so important.
- Important steps to reducing energy consumption.
- How new technologies help in implementing higher systems efficiency and ongoing Cx with cloud-based documentation methods and energy monitoring.

One PDH will be available to viewers upon completion of a survey link in ASHRAE 365. Due to the cancellation of many in-person ASHRAE Chapter meetings and the DL program, the PDH period for Tech Hours has been extended through June 30, 2021.

To view ASHRAE Tech Hour videos, download ASHRAE 365 on the App Store or Google Play. For more information on ASHRAE Tech Hour, visit ashrae.org/techhour.

CALENDAR OF EVENTS

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MAY 2021 TRAINING CALENDAR								
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Broadway - 9311 Broadway Suite 200 210-829-1934 / <u>Alamo Downs</u> - 6900 Alamo Downs Ste. 140 210-680-6500								
DATE	DAY	TIME	LOCATION	CLASS	CLASS CODE	Price		
4-May	Tu	9:30am - 11:30am	Broadway	TDLR License Renewal CE - Industry Changes - Refrigerants - Energy	605-115	\$135		
5-May	W	10:00am - 2:00pm	Broadway	JB Vacuum Pump Day - Latest Products - Service Your Pump	605-105	FREE		
6-May	Th	10:00am - 2:00pm	Alamo Downs	JB Vacuum Pump Day - Latest Products - Service Your Pump	605-105	FREE		
11-May	Tu	9:00am - 3:30am	Broadway	ECM Motors: Constant Torque vs. Constant Airflow	605-191	\$45		
12-May	W	8:30am - 2:30am	Broadway	Owens Corning NAIMA Certification Ductboard Fabrication 1	605-155	\$245		
13-May	Th	9:30am - 11:30am	Broadway	Owens Corning NAIMA Certification Ductboard Fabrication 2		Included		
17-May	M	8:30am - 10:30am	Broadway	Daikin D-Checker All-In-One-Tool Set Up & Operation	605-186	\$45		
18-May	Tu	9:30am - 12:00am	Broadway	Goodman / Liberty GVXC / GVZC Installation & Commissioning	605-183	\$45		
19-May	W	8:30am - 11:00am	Broadway	Goodman / Liberty GVXC / GVZC Service & Troubleshooting	605-178	\$45		
20-May	Th	8:00am - 4:00pm	Broadway	ESCO EPA Review & Exam	605-101	\$175		
20-May	Th	2:00pm - 4:00pm	Broadway	ESCO EPA Exam Only	605-102	\$95		
25-May	Tu	9:30am - 11:30am	Broadway	Working With Copper - Cutting - Bending - Swaging - Flaring	605-142	\$45		
26-May	W	8:30am - 10:30am	Broadway	Friedrich Mini-Split Advantage Dealer Program Overview	605-105	FREE		
31-May	M	9:30am - 12:00pm	Broadway	Residential AC Installation Codes - IRC - IMC - IFGC & IECC	605-117	\$45		
UNTIL FURTHER NOTICE: We <u>WILL</u> follow Covid-19 Safety Guidelines.								
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Display: LCD

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Extras: Convenient side handles, motorized flap and casters for effortless moving between spaces

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Cooling capacity: 14,000 btu/h

Sound power: dB (A) 64

EER: 9.9

COP: 2.76(1)

Refrigerant: R-410A

Multifunction remote: Wireless control

Display: LCD

Timer: 24h

Extras: Convenient side handles, motorized flap and casters for effortless moving between spaces

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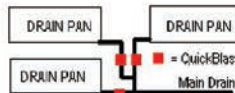
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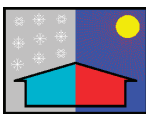


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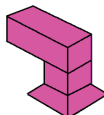
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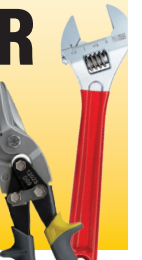
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