

TACCA Greater Houston Shotgun Shells and Crawfish Tails



Pictures on page B7.

Solar Supply 2020 Awards



Story and pictures on page B11.

Insko Distributing 2020 Awards



Pictures on page B10 and B13.

Supply Chain- Cause and Effect in 2021

Global supply chains were first thrown off their axes more than 15 months ago when Covid emerged in the city of Wuhan and Chinese manufacturing ground to a halt. Today we still endure the aftershocks of that initial Chinese lockdown, and their disruptive effects on global supply chains are now compounded by new shocks created elsewhere (the Texas winter storm being just one example). How unusual are the current shipping and manufacturing challenges? Lars Mikael Jensen, the head of Global Ocean Network at the world's largest shipping company, A.P. Moller-Maersk offered the following summary in a March 6th New York Times article about the global shipping crisis:

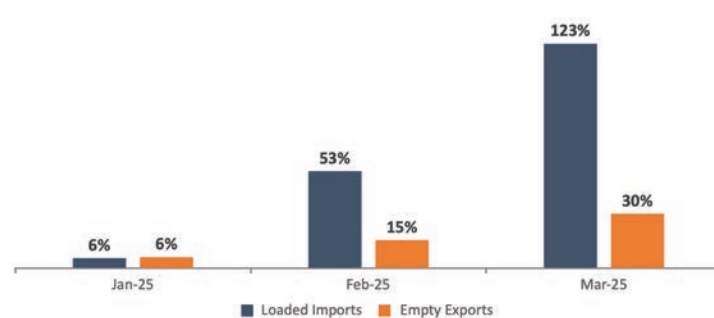
I've never seen anything like this. All the links in the supply chain are stretched. The ships, the trucks, the warehouses.

The stretching Mr. Jensen refers to is apparent in recent data from the Port of Los Angeles, the largest port in the United States. As of March 2020, the 12-month average number

of loaded containers arriving in LA was a little less than 378,000 units. Through March 2021, that average figure is now just above 436,000 units, amounting to an increase of 123 percent from last year!

The massive growth in inbound, loaded containers is largely the result of numerous American industries coming back online as the Covid threat wanes (and households spend the piles of cash they accumulated through stimulus). But what can we make of the increase in exported empty containers? Like other industries, container manufacturers scaled back production in 2020 in anticipation

Port of L.A. Containers (TEUs):
12 month moving average, change from 2020



of declining trade and consumer demand. Now, with global demand surging, ports around the world can't find containers fast enough to meet demand, driving shipping prices sky-high and leading shipping companies to send their empty containers to the ports with the greatest demand (and highest prices). The increased cost of transporting goods between countries, layered on top of dozens of industries competing for a limited supply of goods has led to huge price increases for the inputs necessary for production. Since December, core HVACR commodities like copper, steel, and plastic have seen their

prices increase by an average of 55 percent, leading to a 3.4 percent increase in the prices manufacturers charge distributors (with more price increases on the horizon).

Fortunately, despite the price increases and limited supply of the key components necessary for production, HVACR manufacturers and distributors have broadly managed to meet contractor demand and weather the current storm. According to the latest data from HARDI's monthly distributor sales survey, wholesale distributors saw their annual sales increase by 8.8 percent in March, and average inventory levels grow by 16.1 percent. Although a long road remains between us and a more stable pattern of supply and demand, that distributors have been able to build up their inventory despite chaotic economic forces bodes well for what is likely to be a busy summer season.

Contributed by Tim Fisher, HARDI, Team Leader, Market Intelligence

Heating, Ventilation, and Cooling (HVAC) System Market to Reach USD 202.14 Billion by 2028

Increasing Demand for Advanced HVAC
Systems to Augment Growth, reports Fortune
Business Insights™

Pune, India -- The global HVAC system market size is expected to showcase exponential growth by reaching USD 202.14 billion by 2028 while exhibiting a CAGR of 5.1% between 2021 and 2028. This information is published by Fortune Business Insights in its latest report, titled "Heating,

Ventilation, and Cooling (HVAC) System Market, 2021-2028". The report further mentions that the market stood at USD 136.15 billion in 2020. According to the World Health Organization (WHO), around 4 million people die prematurely from illnesses such as lung cancer

SEE HVAC PG.5

Johnson Supply Allied Commercial Road Show



Pictures on page B5.

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Mitsubishi Electric Trane HVAC US CEO Joins Industry Leaders for White House Virtual Roundtable

Part of the Department of Energy's Better Buildings, Better Plants Summit 2021

Suwanee, Ga. – Mitsubishi Electric Trane HVAC US (METUS) Chief Executive Officer, Mark Kuntz, was among the top executives from building and construction industries convened this week by the Biden administration for a virtual roundtable discussion about the equitable decarbonization of residential and commercial buildings across the country.

The event, titled “Accelerating Building Decarbonization: A White House Roundtable with Government & Industry,” took place Monday, May 17 as part of the Better Buildings, Better Plants Summit presented by the U.S. Department of Energy (DOE).

As a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, METUS was selected to participate in the conversation on decarbonization, associated opportunities for jobs, and new programs for efficient electrified buildings. Heat pumps were an important part of the dialogue. DOE representatives mentioned heat pumps and new heat pump technology for performance in cold-climate areas, such as Mitsubishi Electric’s Hyper-Heating INVERTER® (H2i®) technology, multiple times during the event.

Core members of the administration who participated in the event were Gina McCarthy, National Climate Advisor on the White House Office of Domestic Climate Policy; Brenda

Mallory, Chair of the White House Council on Environmental Quality; Jennifer Granholm, Secretary of the U.S. Department of Energy; Michael Regan, Administrator of the U.S. Environmental Protection Agency; and Katy Kale, Acting Administrator of the U.S. General Services Administration.

The roundtable was moderated by Mark Chambers of the White House Council on Environmental Quality.

To learn more about the Better Buildings, Better Plants Summit, and to view a recording of the roundtable, visit betterbuildingssolutioncenter.energy.gov/summit. For more about Mitsubishi Electric Trane HVAC US visit, metahvac.com.

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Editor & Ad Director Lance Lackey
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Lennox Industries Announces Opening of 2021 Feel The Love Nominations

Community members may now nominate their local heroes for essential heating or cooling equipment and installations at no cost

Richardson, Texas—Lennox Industries is now accepting nominations for its annual Feel The Love program. For over a decade, Lennox has celebrated deserving community heroes by installing heating or cooling equipment free of charge in the U.S. and Canada. In the past year, Lennox dedicated more resources to benefit first responders, medical professionals,

frontline workers and all who went above and beyond to keep their communities safe during the COVID-19 pandemic.

Lennox encourages individuals and local organizations to nominate deserving families, neighbors and community heroes in need of a safer, more comfortable home through new HVAC units. Selected recipients will receive brand

new heating or cooling equipment during this year's Feel The Love Installation Week, taking place October 9-16, 2021.

"Now more than ever, families and homeowners are seeing firsthand the importance of indoor air quality," said Kim McGill, Vice President of Marketing at Lennox Industries. "At Lennox, we are honored to provide consistently clean,

perfect air to our community heroes through the generosity of our dealers and our Feel The Love program."

The Feel The Love program is made possible through the continued partnership and collaboration of the Lennox dealer network across North America. Since the inaugural Feel The Love program in 2009, Lennox and its dealers have completed over 1,500 free installations,

with 210 installations occurring in 2020 alone.

According to a recent survey commissioned by Lennox, over half (51%) of homeowners plan on spending more time inside their homes in the coming months. Additionally, 60% of those surveyed reported they are prioritizing good air quality in their home now more than they did a year ago. 1

With families continuing to spend more time at home, Lennox is committed to helping homeowners realize the possibilities of rethinking the air you breathe and ensuring comfortable, clean air in every room. For more information about how Lennox is bringing perfect air to deserving households and to nominate a member of your community, visit FeelTheLove.com.

HVAC con't.

and ischemic heart disease, developed due to household pollutants. Heating, ventilation, and cooling systems provide an optimal solution to this problem as these systems can mechanically pull outdoor air into the home and purifies the indoor air, removing pollutants in an efficient manner. This is likely to boost the product's demand worldwide.

Key Companies Covered in HVAC System Market Research Report are Johnson Controls, DAIKIN INDUSTRIES, Ltd., Mitsubishi Electric Corporation, Carrier, GREE ELECTRIC APPLIANCES, INC., Schneider Electric, Lennox International Inc., Haier Inc., LG Electronics, SAMSUNG, Panasonic Corporation, AB Electrolux, Nortek Global HVAC LLC, Emerson Electric Co., Danfoss A/S, FERROLI S.p.A. C.F. epVA., Vaillant Group, Armstrong Fluid Technology, Robert Bosch LLC, Evapco, Inc.

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You Can Teach an Old Dog a New Trick

A few weeks ago, I flew to Dallas to buy a new phone for my mother-in-law, Kitzi. With children and grandchildren scattered across the country, the family decided to get her an iPhone so it would be easier for her to keep up with us through pictures, text messages, and phone calls. We thought she would enjoy Facetime with her new great granddaughter who is learning to walk and talk.

Did I mention she is 93?

New things are always a little uncomfortable.

Sure you may be excited about making a change, but there is always a learning curve. Kitzi was both nervous and excited. Anticipating the learning curve, I planned the introduction carefully. When we got the phone, I moved most of the apps off her home screen. Then we began practicing just two things,

phone calls and texts.

There were moments when she felt overwhelmed, and we took a break and then dove back in. It was a long weekend. There were setbacks as she struggled to remember which button to push, or how long to hold down the home key to get back to the home screen or activate Siri. By Sunday, the practice drills were paying off. Muscle memory was starting to take hold. She was catching on.

Kitzi lives in a senior community and we discovered quite a few of her friends have iPhones. We reached out to a few of them and they agreed to be “on call” to answer questions as she learned her new phone. She took a class offered by her community and other family members have been calling to help her practice her skills. I expect in a month or two, she will not remember what life was like without her iPhone.

She may even be ready to use it to access the senior community web portal from her phone to see what’s for lunch or what activities are planned for the next few days.

This is a sweet story, but I am sure you are wondering why share it in a marketing article? Here’s the connection. Whether you are starting a new job, launching a new business, or learning how to use a new software program, everything feels a little awkward. That’s natural.

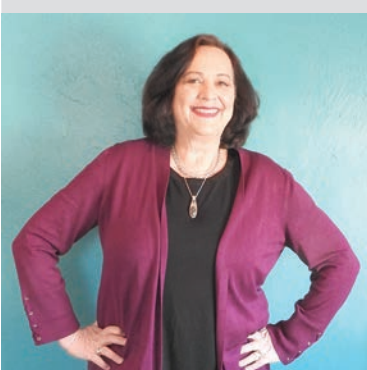
Even small changes may feel awkward. I have used an iPhone for a decade, but when Kitzi got her phone, I upgraded to a newer iPhone. Without the familiar home button, I uttered more than a few choice words as I struggled to adjust to my new device. While she was practicing, so was I.

Change is inevitable. You may not be able to control the initial discomfort with the change, but there are things you can do to

minimize how long it will last with a little preparation.

Anticipate that it will be uncomfortable.

- Plan out responses to the awkward moments. If it is a new job, practice ice breakers and a brief elevator introduction of who you are.
- Learning a new software application? Don’t try to master it all at once. Schedule time to practice and explore the features and take time away from it to process what you have learned.
- Find mentors, other business owners, good friends, and even a consultant who can help you over the rough spots. Don’t be afraid to ask for help.
- Keep at it and celebrate the small victories. It won’t go smoothly the first time, or maybe even the second but it will come



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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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together. Kitzi called me when I got home to proudly proclaim she had deleted the text messages she had read. It was her victory.
So if you are about to embark on something new, remember Kitzi, who at 93 can learn to use an iPhone, I am pretty sure you can handle any change that comes your way.

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It's On My Heart: A Live Event!

Just got back from the Service Nation Barefoot Roundtable, a live event in Clearwater Beach, FL. It was amazing. First event that we have done since San Diego International Roundtable last March, over a year ago. But this one was different. We had it old school, no power point, no big screens, projectors or flashing lights. In fact, we had the 2 days of meetings in a huge tent outside on the beach. We did have microphones and speakers, but that was the extent of the electronics.

How did it go? Amazing. It was so good to meet people face-to-face, both customers and vendors. We had three colors of lanyards, red meant mask up, keep your distance, yellow meant no physical contact, blue meant you could shake hands or hug if appropriate. We had some

excellent presentations, some from vendors (what does IAQ mean and how do we achieve it), some from members (7 layer marketing from Joe Strittmatter), and an outstanding keynote closing session from Krish Dhanam. He is one of only two speakers personally trained by Zig Zigler. He came to America in 1986 with \$9.00 in his pocket. Winning a sales contest in 1990 earned him a ticket to a seminar conducted by the legendary motivator, Zig Ziglar. This chance encounter would be the catalyst that shaped the next two decades as Krish joined the Ziglar Corporation in 1991 as a telemarketer and eventually became their Vice President of Global Operations. He now gives presentations to corporations in both America and around the globe. We were blessed

to find him available for our dates, he lives in Dallas area, some of our members worship at the same church as him. Find him at <https://www.krishdhanam.com>

His presentation was excellent, fast paced, moved really quick, lots of humor, he made us think and reflect on how life works around us today. He has written 7 books, owns several companies, an evangelist as well as a motivator. One of the best ever.

We had about 200 in attendance, filled our tent completely. Meals were served in a separate tent next to our big tent, we ate at our tables, it went well. Our team had done their homework, even the weather was good.

We are finalizing our plans for the Service Nation Expo, which is going to be in Louisville in September. We will have even more vendor

partners, more attendees, it will be an excellent meeting. Go to www.serviceroundtable.com to register.

Here is my question for you: what are you going to do different this year than you did last year? Is it time to celebrate the end of the Pandemic, or is that still a factor in your market? In Canada it is a factor for sure, some states are still in lock down mode, while others are completely open. I would guess that our businesses will be changed forever as a result of last year's Covid epidemic. We have realized the importance of washing our hands and just how critical IAQ can be for our homes and business. While we knew it was a source of revenue in the past, but now understand just how important and underserved that market is.

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.

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

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HINSHAW con't.

And it may be time to celebrate the team that got you thru this last year, let them know how much you appreciate their hard work and dedication. The market for employees is tough, we have more work than people to do the work. We must look outside our industry and take the long view of our business. Find a person who likes others, has a clean driving record and can pass a drug test, and hire them. We can teach them our business, usually in a few months we can get them up to the point where they can do routine maintenance calls, then move on to service work a short while later. Many who had a job last year that was not considered essential services and suffered lower hours or maybe were laid off, they will appreciate the fact that you have a lot of work to be done and a growing business.

While I am in that area, ask your current employees if they know someone similar to them that would be interested

in a career change. Some of our members offer a reward to an employee who brings in another employee, some even go to the extent of making it an annual reward every year the new employee stays with the company. We call that golden handcuffs, the employees call it marvelous.

So reflect on the lessons we learned last year, how fleeting life can be, and how important it is to be in an essential business. Our employees are the most valuable asset we have, so treat them that way. And have a plan for when disaster strikes, how to navigate thru the situations we did not see coming. And by the way, get ready for equipment (and parts and pieces) shortages this summer, the pipeline is empty. Set up a plan with your distributor with extended terms, or consignment, or floor planning, a plan to have equipment to sell when the heat hits. Thanks for listening, we'll talk later.

Samsung HVAC Contributes \$40k of Equipment to Small Business Office Building

Roanoke, Texas
-- Ductless and VRF manufacturer, Samsung HVAC, headquartered in Roanoke, Texas, has collaborated with the developers of The Metroport Chamber located in downtown Roanoke to provide individual zone control, energy efficiency, and innovative indoor units to a brand-new office building in an up-and-coming area.

Designed as a member-focused building, the new Roanoke location offers co-working space, lease space, and conference room availability for the Chamber's membership and staff. The new offices directly meet The Metroport Chamber's mission to create, promote, and enhance opportunity and growth for the business community. The member-focused building will serve as an incubator



for entrepreneurs and small businesses to start, grow, and build their companies.

The building offers two open workspace areas for co-working, seven fully furnished leasable offices, and three conference rooms with audio and visual equipment. The new space is conditioned by a Samsung Variable Refrigerant Flow (VRF) heat recovery system. The Samsung VRF system provides simultaneous heating and

cooling, including individual room control - allowing the Chamber to condition each space as needed.

Samsung HVAC provided two of their flagship products to condition the space, the 360 Cassette and the WindFree™ 4-Way Cassette. The 360 Cassette features a circular design that blends harmoniously into any type of interior design space. The 360-degree directional winds created by the round heat

exchanger distributes air into the space evenly. Additionally, WindFree™ advanced cooling technology provides Metroport Chamber occupants with a cool and comfortable space while allowing for optimal energy efficiency without the discomfort of direct cold airflow experienced in many conference rooms.

Developer on the project is The Integrity Group, LLC with RGA Architects, Inc. as the architect and G&A | McAdams Co. as the engineer. Project partners for the building include: City of Roanoke, FastSigns Alliance, G&A | McAdams Co., Integrity Group, LLC, iOffice JA Design Solutions, Kelly Hart & Hallman LLP, Pinnacle Bank, RGA Architects, Inc, and Samsung HVAC.

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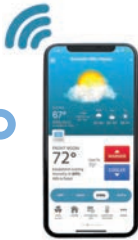
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US Department of Labor to Withdraw Independent Contractor Rule

Washington, DC – The U.S. Department of Labor announced the withdrawal – effective May 6 – of the “Independent Contractor Rule,” to maintain workers’ rights to the minimum wage and overtime compensation protections of the Fair Labor Standards Act.

The department is withdrawing the rule for several reasons, including:

- The independent contractor rule was in tension with the FLSA’s text and purpose, as well as relevant judicial precedent.
- The rule’s prioritization of two “core factors” for determining employee status under the FLSA would have undermined the longstanding balancing approach of the economic realities test and court decisions requiring a review of the totality of the circumstances related to the employment relationship.
- The rule would have narrowed the facts and

considerations comprising the analysis of whether a worker is an employee or an independent contractor, resulting in workers losing FLSA protections.

“By withdrawing the Independent Contractor Rule, we will help preserve essential worker rights and stop the erosion of worker protections that would have occurred had the rule gone into effect,” said U.S. Secretary of Labor Marty Walsh. “Legitimate business owners play an important role in our economy but, too often, workers lose important wage and related protections when employers misclassify them as independent contractors. We remain committed to ensuring that employees are recognized clearly and correctly when they are, in fact, employees so that they receive the protections the Fair Labor Standards Act provides.”

The FLSA includes provisions that require covered

employers to pay employees at least the federal minimum wage for every hour they work and overtime compensation at not less than one-and-one-half times their regular rate of pay for every hour they work over 40 in a workweek. FLSA protections do not apply to independent contractors.

In addition to maintaining the scope of workers covered by FLSA wage and hour protections, the department anticipates that the independent contractor rule’s withdrawal will avoid a reduction in workers’ access to employer-provided fringe benefits such as health insurance and retirement plans. The withdrawal will also avoid a reduction in other benefits such as unemployment insurance and workers compensation coverage.

For more information about the FLSA or other laws it enforces, visit the Wage and Hour Division, or call toll-free 1-866-4US-WAGE.

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Fujitsu General America, Inc. has recently committed to supporting two national charities; Make-A-Wish® and Wounded Warrior Project® (WWP).

Make-A-Wish is a 40-year-old nonprofit organization that has granted over 330,000 wishes to children with critical illnesses. When a wish is granted, a child gets a piece of their childhood back, and every child deserves a childhood. Furthermore, research shows that a wish can help kids build the physical and emotional strength needed to fight a critical illness. Fujitsu’s support helps provide experiences of hope for children and families when they need it most.

WWP honors and empowers injured veterans and their families. Since 2003, WWP has been a tireless advocate for our nation’s finest, improving the lives of millions of warriors and their families. Fujitsu’s sponsorship of WWP’s annual virtual Carry Forward® 5K provides support for WWP’s free services in mental health, career counseling, and long-term rehabilitative care.

“Fujitsu is known as a global leader in ductless mini-splits, but we’re actually much more,” said President and COO, Matt Peterson. “We also supply VRF, unitary ducted, and commercial rooftops as a full line equipment supplier. But we’re also much, much more than that. We support causes that are near and dear to our hearts. One of them is the Wounded Warrior Project and the other is Make-A-Wish. If you know our culture, supporting those that have fought for our country and children with critical illnesses is a no-brainer to us. It’s the right thing to do. We hope you will find a way to join us in these incredible causes as we strive to make the world a better place.”

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Remington College Shreveport Campus adds to Hands-on Offerings with New HVAC Curriculum

A Hybrid Event

Shreveport, La. — Known for hands-on learning and a student-first approach, Remington College Shreveport Campus has always worked closely with local employers to ensure its course offerings matched market demand. In a continued effort to supply the Shreveport – Bossier City area with the best opportunities to enter in-demand fields, Remington College is expanding its curriculum for the Heating, Ventilation, and Air Conditioning (HVAC) Diploma program.

The new curriculum will include more opportunities for students to individually connect with potential employers.¹

The HVAC Diploma program will be offered in a hybrid format to provide students more convenience. Theory courses will be delivered online, while hands-on training will be provided via a combination of onsite and simulated labs.

Onsite labs will be recorded, giving students video footage of their skills to share with potential employers.

Students will also be able to show off their skills to employers outside of the classroom. Higher-level courses will now allow students to gain experience directly with local employers with the opportunity to obtain valuable experience and create personal relationships.¹

Other program highlights include Type I, II, III and Universal EPA certification training and HVAC training in accordance with national skill standards. Program completion typically requires 12 months for full-time students.²

To learn more about Remington College Shreveport Campus, visit www.remingtoncollege.edu/locations/shreveport/.

AHRI, Industry Associations Seek Semiconductor Fairness

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today joined two of its sister industry associations – the National Electrical Manufacturers Association (NEMA) and the Association of Home Appliance Manufacturers (AHAM) -- in seeking “fairness” in government assistance and policy with respect to the shortage of semiconductors.

In a letter to Commerce Secretary Gina Raimondo, the heads of the three organizations took issue with her recent statement that seemed to advocate priority for the auto industry: “We’re working hard to see if we can...prioritize the needs of our auto companies since there’s so many American jobs on the line,” Raimondo is quoted as stating at a recent event.

The industry letter acknowledged the importance of the auto industry, but reminded the Secretary that their own “combined industries’ economic impact in the U.S. is \$578 billion and we employ over 2.6 million people.” Noting that their “member companies’ products perform essential functions across critical infrastructure sectors including healthcare, energy, grid, information technology, medical imaging, transportation, water/wastewater, and efficient home appliances,” the letter reiterates that “All depend on the global supply of semiconductors. Without semiconductors, production slows or stops. Disruptions in the marketplace for semiconductors are creating production problems for our member companies, which in turn affects their customers.”

The letter concludes with a plea for fairness: “...during this shortage, it is essential that the nation’s semiconductor supply be fairly allocated across industry sectors and that Administration statements do not—explicitly or implicitly—favor any one sector over others. We simply ask for fairness so that the health, safety, comfort, productivity, and other needs of Americans can be met to ensure that people can stay safe and healthy.”

Call for Presenters

A Hybrid Event

HVAC Excellence is seeking proposals for its 2022 HVACR Education Conference, offering both in-person, and online training opportunities.

The in-person portion will be held March 20-23, 2022 at the South Point Hotel, in Las Vegas, Nevada. The online portion will consist of pre-recorded sessions, once the in-person portion concludes.

Priority will be given to high-energy, high-impact sessions, that help attendees become more effective instructors. The areas of interest include, but are not limited to:

- Instructional design
- Industry alignment to standards
- Teaching techniques
- Improving student outcomes
- New ways to teach the basics
- Building & maintaining industry partnerships
- Regulatory and code changes
- Emerging technologies
- Equipment design & installation
- System troubleshooting

The review committee will make the final selection based on the following criteria: appeal of topic, clarity of proposal, relevance to audience, past speaking experience, diversity of presenters/ presentation and participating companies.

The deadline for submission, August 15, 2021.

Questions? Contact HVAC Excellence at 800 394-5268.

To submit a session, visit escogroup.org and click the conference link.

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Friedrich Introduces IAQ Solutions to Combat Pathogen and Pollutant Threats

A range of room A/C options are now available throughout Friedrich's product line-up to ensure safer, healthier indoor air quality

San Antonio, Texas—Thanks to added capabilities and available new options, Friedrich Air Conditioning Co. is solidifying its reputation as the leading U.S.-based manufacturer of complete room air conditioning solutions designed to deliver healthier indoor air quality (IAQ) and tackle serious issues such as the removal of pathogens and pollutants from the air.

Under a suite of new accessory offerings called Friedrich FreshAire™ IAQ <https://www.friedrich.com/freshaire-indoor-air-quality>, the company has embraced scientific recommendations for how to best achieve exceptional indoor air quality by addressing not only advanced make-up air and filtration, but also integrating sophisticated dehumidification and air purification capabilities.

The launch of Friedrich FreshAire IAQ makes Friedrich the first company in the U.S. to offer complete and effective room-by-room A/C solutions that meet rigorous standards for delivering safer, healthier indoor air quality. A variety of Friedrich FreshAire IAQ options are now available for products designed for commercial and residential customers, including lodging and hotel properties, multi-family housing units, schools, assisted living and nursing home facilities.

Friedrich FreshAire IAQ utilizes an arsenal of sophisticated technologies proven to be highly effective for delivering exceptional

indoor air quality and reducing the quality of microcontaminants such as airborne bacteria, mold spores and viruses. These options work in separate and multiple combinations—depending on product configurations and specific IAQ needs—to address the essential aspects of how to deliver safer and cleaner indoor air quality, including:

- **Advanced filtration:** Advanced filtration that removes microcontaminants as small as viruses is especially important in today's indoor environments. New Friedrich FreshAire IAQ accessories include industry-leading MERV 13 filtration, which experts verify is more effective at reducing the quantity of airborne bacteria, mold spores and viruses. Leading authorities—including the CDC, EPA, and ASHRAE—recommend upgrading filters to a MERV 13 or higher to help guard against the spread of infectious airborne particles, including COVID-19. MERV 13 filters are 85% or more effective at capturing particles down to 1 micron in size* (COVID-19 virus travels on particles and nuclei between 1 and 6 microns in size). Thanks to powerful performance capable of producing needed air pressure for effective filtration without sacrificing temperature accuracy or comfort, Friedrich now offers a variety of products compatible with ASHRAE-recommended MERV 13 filtration, including being the first and only window A/C manufacturer to do so.

- **Air cleansing:** Destroying harmful

pollutants and pathogens is the ultimate goal for exceptional indoor air quality. Through a new partnership with FreshAire UV, an innovator of IAQ technology, Friedrich FreshAire IAQ options include UV light technology known to kill bacteria, mold and viruses. Additionally, Friedrich is offering advanced iWave air purification capabilities through a new partnership with NuCalgon, a leading manufacturer of bipolar ionization equipment. iWave purifies air by creating negative and positive ions that attach to particles such as bacteria, mold and viruses and allow them to be better captured via filtration, while also safely reducing allergens, smoke, static electricity and controlling odors without creating ozone or harmful byproducts.

- **Make up air (MUA)/ventilation:** The delivery of fresh, outside air that helps dilute and replace stale, stagnant air is fundamental for improving indoor air quality. Unlike other HVAC solutions that only handle cooling and heating and necessitate a different system to deliver make up air, many of Friedrich's products equipped with FreshAire IAQ integrate both functions, providing an all-in-one solution for fully conditioned, cleaner air while helping building owners meet ASHRAE 62.1 standards.

- **Dehumidification:** Improper moisture levels can contribute to the growth of organic matter and organisms, such as mold and fungus, causing unhealthy indoor air and uncomfortable

conditions. If left uncontrolled, high interior humidity also can damage furnishings and interior spaces. Many of Friedrich's heating and cooling products with FreshAire IAQ offer sophisticated dehumidification capabilities designed to remove excess moisture and maintain proper humidity levels to help protect interior spaces and their occupants.

"These methods of purifying indoor air are scientifically proven as effective ways to solve the complete IAQ puzzle and help address the huge challenge and need for achieving healthier indoor environments," said TJ Wheeler, Friedrich Senior Vice President – Sales & Marketing. "As with all of the products Friedrich offers, we've made it easy for customers to customize the right solution depending on the specific needs of their space and occupants to ensure safer indoor air quality."

A range of FreshAire IAQ options that incorporate these leading technologies can now be found throughout Friedrich's product line up, including Friedrich VRP® (Variable Refrigerant Packaged) Heat Pumps, Friedrich FreshAire PTAC, Friedrich Vert-I-Pak, Friedrich ductless systems and Friedrich Kühl room air conditioners. For more information about specific FreshAire IAQ options available for individual Friedrich products and solutions, visit <https://www.friedrich.com/freshaire-indoor-air-quality>

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Is There a Better Way to Recoup Rapidly Changing Expenses?

Any time expenses rise suddenly, unexpectedly, and out of our control, the response of many business owners is to raise rates or add a “surcharge” to cover the unexpected expenses. For instance, most freight haulers and airlines now have “fuel surcharges.” In most cases, the surcharge is built into the basic rate so it does not show up at all (other than as a higher-priced ticket or higher carrying rates). A few, however, show a fuel surcharge as a separate line on their invoices.

As a consumer, I don’t like to see a fuel surcharge on an invoice I am expected to pay. For instance, if my HVAC service mechanic were to charge me a \$20 fuel surcharge this summer, I would probably protest,

pay it—and then look for another service company who is just as good but not as obvious about passing the buck (literally).

So we are faced with a dilemma: fuel rates (and other expenses) are rising sharply, well beyond our forecasts and expectations. So do we recoup those charges through extra surcharges and leave our base pricing alone, or do we adjust our pricing and not deal with a surcharge?

You will not find agreement among consultants on this, so I’ll voice my opinion and you can value it for what you paid to get it in this column. I opt for adjusting the base pricing. I also opt for taking a brutal look at the business right now and figuring out just which expenses we

really need to be carrying. Not only is it time to review pricing-- it is also time to cut the fat.

Here’s the deal: what if this gas price shock wave is not a passing fad but will be, in fact, our future reality? What if gas hits \$6 or \$9 a gallon—and stays there? It could happen. It probably will.

As for “free estimates”, if you feel you need to charge for the fuel for a sales call, tell the customer up front, but promise to deduct it from the sales price if they buy from you. And show that promise in writing on the sales proposal. (Show “Total investment required: \$6,700.00. If customer decides to have this job installed by (date), the \$50.00 fuel surcharge incurred during

the job design process will be refunded.”

But also stop and do the math. Suppose you run 3 sales calls a day and that on average, you burn 2 gallons per call. That’s six gallons of fuel a day on 3 sales calls. Your extra costs (using a \$2.50 a gallon fuel price from 6 months ago) would be about \$2.00 per gallon per day, or \$12 a day, perhaps a little more. That’s \$4 per sales call more for fuel. If you close even half your quotes, that’s \$8 per sale extra cost for gasoline. If that would make or break your business, you have a lot more serious problem than surviving our current fuel rates!

In fact, if you are like the typical HVAC business, fuel accounts for a whopping 2% to 3% of your total sales. If

fuel increased 100% to \$6 a gallon, your overhead would rise just 2% to 3%. That is a lot, but it is not going to blow your pricing clear out of the water and cause you to lose every job you bid from now on.

Here’s a crazier thought: I’ll bet you have a lot more *waste* in your use of labor than the extra that gas is going to cost you in the years ahead. Why not build a leaner business, one that runs on less overhead “gas” than it did last year? Think about building a “hybrid” business—one that gets *megamiles* per overhead dollar without wrecking the environment. Hmmm.


My bottom line advice? Add the extra costs of fuel (or health insurance, or your divorce) into your



Richard Harshaw

overhead, build it into your job pricing math, and then focus on selling high-end equipment, where the extra overhead will be a much smaller piece of the pill the customer swallows. You may find, with good labor control, rigorous control of overhead, and pricing on the overhead per man-day method that your sale prices could actually come *down* while you sell more high-end equipment than ever.


Then you’d be a freak: making big money on high end stuff in a down market. Makes you want to shake your head, doesn’t it?




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Product News

Venstar Launches New Explorer-IAQ Wi-Fi Thermostats Featuring Air Patrol Indoor Air Quality Control

Air Patrol automatically monitors, measures and helps to control indoor air quality

Chatsworth, Calif. — Venstar®, a leading thermostat and energy management systems supplier, today announced its new Explorer®-IAQ Wi-Fi® thermostats featuring a built-in indoor air quality sensor that continuously samples and measures the indoor air quality (IAQ). The Explorer's Air Patrol® feature monitors the IAQ, and when the air quality falls to a selectable level, Explorer will circulate the air through the HVAC's filtration system and assert an AUX output until the air reaches an acceptable level. Available in residential, commercial and specialty models, including a model designed just for the classroom, Venstar's Explorer-IAQ thermostats give users control of their indoor air quality at home and at work.

"Indoor air quality has become essential to wellness. With the Explorer-IAQ thermostat's Air Patrol feature working in the background, users gain confidence that their indoor air quality is continuously monitored and filtered. The user can be alerted to unhealthy air quality from the Explorer-IAQ

thermostat remotely using Skyport Cloud Services or our free mobile app," said Steve Dushane, president and CEO of Venstar.

The built-in IAQ Sensor and Air Patrol gives users the ability to:

- Monitor indoor air quality using an incorporated sensor that measures air quality and provides detailed information on the IAQ level, which can be viewed on the website or mobile app
- Set the IAQ level to circulate air through the HVAC's filtration system
- Remotely monitor and control indoor air quality level, including highs and lows for each day, using Skyport Cloud Services or Venstar's free Skyport mobile app
- Instantly view air quality on the thermostat display
- Utilize an AUX output to control third-party devices when Air Patrol is active, such as Fresh Air Dampers, Ionizers, Plasma Air Cleaners and UV Lights

Air Patrol is available in Venstar's new Explorer-IAQ residential and commercial models:

• Explorer T3950-IAQ high-end residential model, featuring up to 4 Heat, 2 Cool

• Explorer T4950-IAQ high-end commercial model, featuring up to 4 Heat, 2 Cool

• Explorer T4975-IAQ high-end commercial model, featuring 2 Heat, 4 Cool

• Explorer T4950SCH-IAQ high-end Classroom/School model, featuring 4 Heat, 2 Cool

Venstar's new Explorer thermostats also feature:

- Built-in Wi-Fi, Bluetooth® and VenNet radios
- Light level sensors, which ensure that HVAC units are only on when lights are activated, available in select models (T4950-IAQ, T4975-IAQ and T4950SCH-IAQ). They can also alert the user when lights are left on.
- VenNet Wireless Remote Temperature/Humidity Sensor compatibility, giving users the ability to balance air temperatures across areas where there are not any thermostats
- Built-in Humidity sensors, which allow users to control humidification,

dehumidification and reheat

- Security features, including setpoint limiting and keypad lockout to provide control over thermostat tampering, along with an optional lock ring
 - One-touch "Home" and "Away" buttons to instantly change thermostats to pre-set temperatures
 - Voice control using Google Assistant and Amazon Alexa
 - Easy set-up with Venstar's Configurator App
 - Open ADR 2.0B, California Title 24 and IECC 2015/2018 compliance
 - Local API for integration with smart home automation systems, including free drivers for Control4 and RTI
 - Compatibility with HVAC equipment from most major manufacturers
- In addition, now available are Venstar's new affordable Explorer thermostat models without Air Patrol, including:
- Residential — Models T3700 and T3800
 - Commercial — Models T4700 T4800

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12:30	Registration	9:00	Breakouts
12:30	Exhibits Open w/snacks	10:00	Coffee Break
2:00	General Session	10:30	Breakouts
3:30	Breakouts	11:30	Exhibit Hall
4:45	Breakouts	12:15	Lunch/Laws & Rules
5:45	Reception in Exhibit Hall	12:15	Exhibits Breakdown
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LAKE CHARLES | PASADENA | PHARR | ROXBURGH | SAN ANTONIO | STAFFORD | STELLA LINK | STONEY BROOK | WACO | WEBSTER | WOODLANDS

Johnson Supply Allied Commercial Road Show

Johnson Supply has hosted a multi-day event in May and June to showcase their Allied Commercial equipment. The Road Show has been to or will visit 24 branches in several cities. The contractor/dealers have been able to see first-hand the equipment, and Duane Madere from Allied has been on hand to answer any questions. Branch Managers and TM's have had plenty of food and hospitality at the stops.





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TACCA Greater Houston Shotgun Shells and Crawfish Tails

TACCA Greater Houston held their annual skeet shoot and crawfish boil on Friday May 21st at Texas Premier Sporting Arms in Sealy, Texas. The one-day event had raffle items, door prizes, trophies and an award winning catered crawfish lunch. The event was very well attended.



Team Environmental Air Systems



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Team Coastal HVAC Supply



Team Century AC Supply



Team Ultra Mechanical



Team Kingwood Killers



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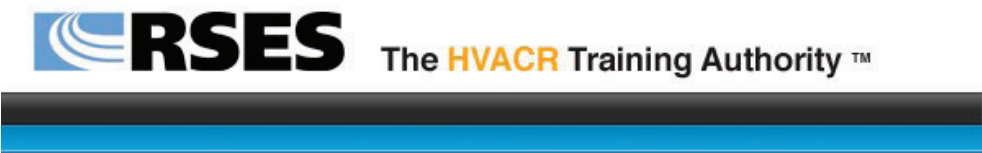
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Refrigeration Association of San Antonio

MEETING PLACE

The Refrigeration Association of San Antonio, for many years, has met on the third Thursday of every month at the Beethoven Maennerchor Hall, 422 Pereida and South Alamo Streets.

We will continue our monthly meetings. There will be a hands-on session for everyone in attendance. We will still practice social distancing and suggest you bring a mask, if necessary.

Anyone in the HVACR industry may attend the meeting at no charge and take advantage of the information and presentations.

Any and all HVACR technicians may also attend and meet with any attending prospective employers prior to the business meeting.

BUSINESS AND EDUCATION MINUTES

April 15th, 2021

The meeting began with President Elena Castillo, who presided and called the meeting to order. There were 30 members and guests at the meeting, including students from STVT and SCI.

Beethoven will be providing meals every night from Tuesday through Saturday.

An inquiry was made about the balances of the RSES San Antonio Association's bank accounts. Robert Carrillo relayed that information during the meeting.

A membership application for Elizabeth Rose Heye, Abel Rodriguez and Billy Altman was pending discussion.

Motions were made to accept the applications for membership.

A group of people standing in a room

Description automatically generated with medium confidence



Congratulations, Elizabeth Heye, Abel Rodriguez and Billy Altman, on becoming the newest members of the San Antonio Chapter.

Our annual picnic will be coming up soon in a few months. Gary Edmund is the annual picnic chairman. He will begin preparation for donations and purchasing picnic prizes for our annual picnic.

Educational Speaker:

The speaker for the evening was Jose Frias, Chief Mechanical Supervisor in San Antonio. He gave us the changes to the new mechanical code, and entertained us with pictures of the DO's and DON'Ts of installations.

INSTRUCTORS, please bring your class to the meetings. Masks will be available to anyone who requests one.

Beethoven is now providing daily meals, so if you desire to purchase a meal, do so as soon as you get to the meeting. They sell out pretty quick.

CALLING ALL VENDORS

Interested in doing a presentation for 2021? Contact the editor, front page.

We need YOU to provide us with an educational presentation to give to new students entering the HVACR industry. Most of them are doing virtual classes and by bringing your presentation to them here at the third Thursday meetings, they would be eager to learn new techniques in person and see the new technology available to them. Please help them out in their new quest as Air Conditioning and Refrigeration technicians.

Contact us and let us know which monthly meeting you would like to make your presentation.

CALENDAR OF EVENTS

MEPO of Oklahoma, Inc.

Mechanical - Electrical - Plumbing
Contractors of Oklahoma



Make this Year the Best for Your Business
Upcoming June Meetings

Ardmore Meeting Tuesday June 1st
Cafe Alley 126 A Street NE
** Reset to 11:00am FREE LUNCH **
Profit Rhino / Callahan Flat Rate Pricing

OK City; Wednesday June 2nd 11:30am
Meridian Market 2037 S. Meridian
Profit Rhino / Callahan Flat Rate Pricing
Premier Advisors Group

TULSA Eve Mtg; Thursday June 3rd 6:30pm
Social Mtg, Bring Spouse or Guest
Cheesecake Factory 8711 E. 71st St
Woodland Hills Shopping Center

Enid; Friday June 4th 11:30am
El Patio 4410 W. Owen K. Garriott Rd
Profit Rhino / Callahan Flat Rate Pricing

Tulsa; Thursday June 10th 11:30am
OK Joe's BBQ 61st & Sheridan
(Use the Back Door and Parking)
Profit Rhino / Callahan Flat Rate Pricing
& Premier Advisors Group

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

Mission Statement

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

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



The spotlight



Danfoss has appointed Vikas Anand as vice president of sales in North America for its recently formed Climate Solutions business segment



Michael R Copp Announces Retirement Plans from PHCC



Marisa Kincy-Rubinger hired as Marketing Manager for CPS Products



Scott Krampitz joins CPS Products as the Vice President of Sales and Marketing



Mitsubishi Electric US Appoints Mike Corbo President and CEO



Uponor Appoints Michael Rauterkus as President and CEO

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



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Insco Distributing 2020 Award Winners

San Antonio

Top Performing Branch: Downtown SA led by Rick Mitchell
Top Performing Territory Manager: Olga Carr



Pictured left to right: Adolfo Perez (Vice President of Sales & Marketing), Olga Carr (Territory Manager), Rey Madrid (Divisional Sales Manager)



Pictured left to right: Adolfo Perez (Vice President of Sales & Marketing), Rick Mitchell (Branch Manager), Rey Madrid (Divisional Sales Manager)



Pictured left to right: Adolfo Perez (Vice President of Sales & Marketing), Anthony Ptacek (Branch Manager), Clint McWilliams (Regional Manager)



Pictured left to right: Adolfo Perez (Vice President of Sales & Marketing), Leo Ditore (Territory Manager), Clint McWilliams (Regional Manager)

Dallas

Top Performing Branch: Grapevine led by Anthony Ptacek
Top Performing Territory Manager: Leo Ditore

Presidential Award winner: South Texas

Top Performing Branch: El Paso led by Juan Echeagaray
Top Performing Territory Manager: Sergio Sanchez



Pictured left to right: Adolfo Perez (Vice President of Sales & Marketing), Sergio Sanchez (Territory Manager), Rey Madrid (Divisional Sales Manager)



Pictured left to right: Adolfo Perez (Vice President of Sales & Marketing), Juan Echeagaray (Branch Manager), Rey Madrid (Divisional Sales Manager)

North Texas and Oklahoma

Top Performing Branch: Wil Huckaby in San Angelo
Top Performing Territory Manager: Beau Novak



Pictured left to right: Joey Balderaz (Branch associate), William Huckaby (Branch Manager)



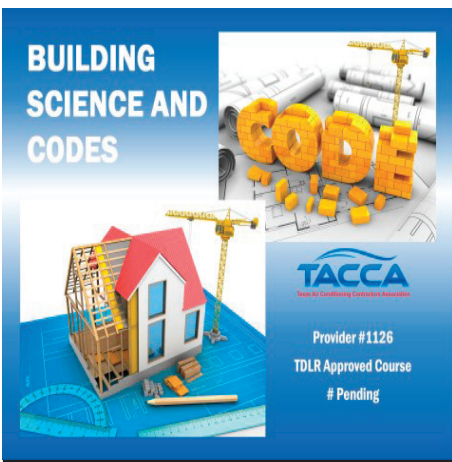
Beau Novak (Territory Manager)

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Burleson—Jun 19
Corpus—Sep 18
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Hurst—Jun 12, Jul 10
Lubbock—Sep 16
San Antonio—Jul 10
Waco—Jul 24, Nov 6
Virtual Class—TBD

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

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- ◆ Envelope/duct seal
- ◆ Thermal boundaries,/delivered air/moisture solutions

TDLR Laws and Rules (required one hour)



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Solar Supply 2020 Meeting and Awards

Solar Supply, Inc recently held a series of meetings to highlight the outstanding achievements for 2020 of some of their Branch Managers. Congratulations to the recipients and the local stores that they represent.

Solar Supply, Inc was founded in 1954 with one location in Lake Charles, Louisiana. The company is a wholesale distributor of air conditioning, heating, ventilation and refrigeration equipment, parts and supplies. Solar Supply, Inc is the premier Luxaire Heating & Air Conditioning distributor with 64 sales offices in Alabama, Arkansas, Florida, Louisiana, Mississippi and Texas.

All of the Awards were presented by Quitman Moon, Solar Supply Western Region Manager.



Western Region Manager of the Year Larry Taylor, Branch Manager, Leesville Louisiana



Ray Dinger Award Winner Bobby Olivarez, Branch Manager, McCallen Texas



Most Improved Overall Manager Ryan Davis, Branch Manager, Corpus Christi Texas



Most Improved Western Region Manager Steve Walston, Texarkana Texas



Presidents Award Winner Will Atkins, Branch Manager, Harlingen Texas



Eastern Region Manager of the Year Jason Adams, Branch Manager, McComb Mississippi



Most Improved Eastern Region Manager Russell Prejeant, Branch Manager, Gretna Louisiana

HARDI

HARDI Distributors Report 33.2% Percent Revenue Increase in March

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 33.2% percent during March 2021.

The average annual sales growth for the 12 months through March 2021 is 8.7% percent.

“The 33% growth for the month is a new record,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The gain in March was helped by an easy comparison and an extra billing day, but the gain would have been in the 27% area with the same number of billing days. Sales growth has been 20% or more for three of the past four months.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, remains at 43 days. “The DSO has been faster than normal since June 2020 and that persists,” said Loftus. “This time of year it is normally in the range of 47 to 49 days, and should probably more than 55 now given the record strong demand. We believe the 43 DSO indicates some customers are using their elevated cash reserves for planned replacement instead of waiting for an equipment failure.”

The are other factors supporting the recent strong sales growth at HARDI distributors. “Monthly job gains have been doubling from 233K in January to 468K in February, then 916K in March,” said Loftus. “The job gains and successful vaccine roll-out has allowed Consumer Confidence to snap-back. That enthusiasm is being reflected in strong demand at many segments of the economy. The Vaccine Recovery is here.”

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 Presents Brand New 2021 In-Person Summer Event

Columbus, Ohio—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) opened registration for a brand-new 2021 event, HARDI Summer Social.

This one time only event will replace the annual Focus Conference this year, and the track-based Focus Conference will return in 2022. The new Summer Social event will focus on bringing HVACR executives back together after 14 months without travel and in person events. Attendees will have the option to choose amongst provided activities, including golf and a river cruise, as well as multiple networking receptions for all to attend.

The goal of this new event is to bring together peers who have not had a chance to connect in person over the last year and to help reignite strategies for 2021 and beyond.

The two-day event will take place in St. Louis, MO from June 23-24th.

To register and for more information on HARDI's Summer Social visit <https://hardinet.org/events/summer-social>.

AHRI Certification Program Expands Test Conditions to Enable Greater Global Efficiency

Arlington, Va. —The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) announced that it is implementing a wide range of test conditions in certain of its globally recognized, industry respected certification programs to help promote global energy efficiency; to suit varying global environmental conditions and regional needs; to align itself with local, regional, and international regulations; and to address requirements of its members and certification program participants.

In addition to the standard T1 test conditions (35°C outdoor dry-bulb), AHRI has been introducing the T3 test conditions (46°C outdoor dry-bulb) and T4-Kuwait (48°C) with operability tests at 52°C for a large range of “tropical” air conditioning products in the high ambient temperature (HAT) countries of the Gulf Cooperation Council (GCC).

With T3 ratings already available for applied products such as air-cooled and water-cooled chillers, and in direct expansion products such as ducted split systems, packaged rooftop units in both residential and commercial segments, and inverter-type residential units, AHRI continues to expand the T3 ratings to other products, such as VRF. These actions and many others are why a growing number of entities around the world are relying on AHRI Certified® products and equipment, which have provided performance assurance for more than 60 years across 40 programs and with more than 1,100 certified licensees across the globe.

The initiative’s first part is to help AHRI’s GCC, Asian, European, and American members and program participants certify their tropical high ambient products to T3 test conditions through simplified mechanisms and processes. The second part involves AHRI’s outreach to regional regulators and authorities informing them about their ability to ensure compliance to T3 conditions if they wish to do so.

“We are confident that this dual approach directly supports the important value proposition of achieving governmental energy efficiency goals and regulatory/policy initiatives, while providing a wider range of quality equipment to the residential and commercial sectors in HAT regions,” said Khalil Issa, Managing Director, AHRI MENA. “Governments, consumers, and other entities have always had the assurance that AHRI Certified® products have been tested by third-party laboratories to perform as promised, helping to ensure expected energy and cost savings for the benefit of institutional clients, end-users, consumers, and the environment. The expanded test conditions solidify that assurance and allow customers in these regions access to a wider array of quality product choices,” he added.

AHRI’s publicly available, free Directory of Certified Product Performance not only allows consumers, contractors, and others to quickly assess whether a product is AHRI Certified®, but also enables local regulators to immediately enforce compliance by easily identifying non-compliant products.

Proliferating Materials Price Increases and Supply Chain Disruptions Squeeze Contractors and Threaten to Undermine Economic Recovery

Producer Price Index Data for April Shows Wide Variety of Materials with Double-Digit Price Increases, While Competition for Projects Keeps Nonresidential Construction Firms from Passing on Added Costs

The cost of goods and services used in construction accelerated further in April as more items logged double-digit increases over the past year, according to an analysis by the Associated General Contractors of America of government data released today. Meanwhile, nonresidential contractors struggled with delays in receiving materials and intensifying competition that limited their ability to pass on higher costs. Association officials urged the Biden administration to quickly roll back tariffs and quotas on imported construction materials that are adding to costs and availability problems.

“Today’s producer price index report—bad though it is—actually understates the severity of the problems contractors are experiencing,” said Ken Simonson, the association’s chief economist. “Many items have posted even steeper price increases since the data for this report were collected in mid-April, while lead times for producing goods and delivery times to distributors and worksites have grown ever longer and less certain.”

Prices for materials used in construction jumped 19.7 percent from April 2020 to last month. That was by far the largest increase in the 35-year history of the series, Simonson said. A series that includes services as well as goods purchased by contractors increased nearly as much, 19.1 percent. Meanwhile, the producer price index for new nonresidential construction—a measure of what contractors say they would

charge to erect five types of nonresidential buildings—rose only 2.3 percent over the past 12 months, as competition for a shrinking pool of new projects forced contractors to absorb most of the increases.

Items with especially steep price increases over the past year ranged from lumber to metals to plastics. The producer price index for lumber and plywood soared 85.7 percent from April 2020 to last month. The index for steel mill products climbed 67 percent, while the index for copper and brass mill shapes rose 49 percent and the index for aluminum mill shapes increased 20.5 percent. The index for plastic construction products rose 14.2 percent amid growing scarcity of items such as PVC pipe, vinyl siding and moisture barriers, and resins used in paints and adhesives. The index for gypsum products such as wallboard climbed 12.1 percent.

Association officials said some of the supply chain problems have resulted from the pandemic or one-time events like the freeze in Texas last February that damaged plants producing inputs for construction plastics. But they added that federal policies, particularly tariffs and quotas on key building materials like lumber, steel, and aluminum have exacerbated the price spikes, supply shortages, and delivery delays. They urged the administration to end those import obstacles and explore ways to help uncork supply-chain bottlenecks.

Insco Distributing 2020 Award Winners, con't Houston

Top Performing Branch: Houston Spring and Ernie Hernandez

Top Performing Territory Manager: Dave Orebaugh



Pictured left to right: Ernie Hernandez (Houston Spring Branch Manager), Isaac Thomas (Regional Manager), Dave Orebaugh (Territory Manager), Adolfo Perez (Vice President of Sales & Marketing)

Central Texas

Top Performing Branch: Kerrville led by Scott Whitely



Pictured left to right: Adolfo Perez (Vice President of Sales & Marketing), Scott Whitely (Branch Manager), Rey Madrid (Divisional Sales Manager)



TEXAS DEPARTMENT OF LICENSING & REGULATION

On Tuesday, May 18, the Texas Commission of Licensing and Regulation held an emergency meeting in response to an imminent threat to public health and safety. It has been found that compliance with Section 210.8(F) of the 2020 National Electrical Code (NEC) can interfere with the proper functioning of certain types of air conditioning and heating systems. With summer heat approaching in Texas, failed or malfunctioning air-conditioning systems can pose a danger to public health and safety.

To help alleviate this threat, the Commission voted to amend rules in the Electricians and Air Conditioning and Refrigeration Contractors programs to delay the effective date of Section 210.8(F) of the 2020 NEC until January 1, 2023.

"There's a large and growing concern from air conditioning and refrigeration stakeholders, supported by anecdotal and empirical evidence, that adding GFCI protection to air conditioning and heat pump equipment that uses DC Inverter technology can cause repeated tripping of the circuit protection, making the systems effectively inoperable," said William Weatherly, TDLR Program Chief and Chief Inspector for Air Conditioning and Refrigeration. "To protect public health and safety, agency staff took quick action to have this issue reviewed by the Texas Commission of Licensing and Regulation."

Specifically, the rules amended were 16 Texas Administrative Code (TAC), Chapter 73, §73.100 in the Electricians program rules, and 16 TAC, Chapter 75, §75.100 in the Air Conditioning and Refrigeration Contractors rules.

The amendments are effective **May 20, 2021** and expire

in 120 days, unless renewed by the Commission. TDLR has begun working on non-emergency rulemaking to implement this change on a permanent basis.

What does Section 210.8(F) of the 2020 NEC do?

Section 210.8(F) of the 2020 NEC requires that certain outdoor outlets for dwellings supplied by single-phase branch circuits rated 150 volts to ground or less, 50 amperes or less, have ground-fault circuit-interrupter (GFCI) protection. The emergency rules adopted by the Commission would remove this requirement until January 1, 2023.

Why is this change being made?

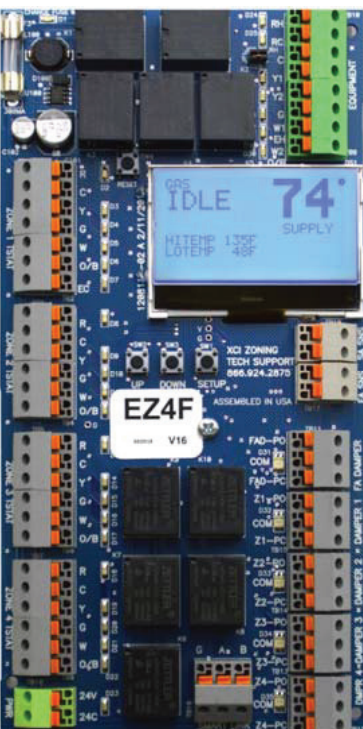
There have been widespread reports of certain types of air conditioning units connected to a GFCI device not being compatible with the GFCI protection, which causes the GFCI device to trip. This incompatibility poses a substantial risk to the health and safety of all Texans who rely on air conditioning, especially during the summer months.

What does this change mean for electricians and air conditioning and refrigeration contractors?

Beginning May 20, 2021, neither electrical contractors nor air conditioning and refrigeration contractors will be required to comply with the requirement of Section 210.8(F) of GFCI protection for certain outdoor outlets until January 1, 2023.

A code-compliant installation, with emphasis on a proper bonding of the equipment to the equipment grounding conductor and to the electrical grounding system, will ensure electrical safety for fault conditions, even when terminated to a normal overcurrent protection device.

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

THERMOSTATS NOT INCLUDED

4 Zone Kit with Bypass Damper **ALL ELECTRONICS ARE MOUNTED AND WIRED ON TOP OF THE ComfortPLENUM as Shown.**

INCLUDES:

- 21"x21"x53" - 5 Damper ComfortPLENUM with Power Open/Power Close Motors
- XCI Zoning 4-zone Controller
- Static Pressure Controller
- 40 VA Transformer
- Fresh Air Control on board

THERMOSTATS NOT INCLUDED



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Aspen Manufacturing Hires New Vice President of Sales and Marketing



Humble, Texas - Aspen Manufacturing, LLC ("Aspen" or the "Company"), one of the largest independent manufacturers of evaporator coils and air handlers for the residential heating,

ventilation, and air conditioning ("HVAC") marketplace in the United States and Canada, is pleased to announce that Riley Archer has joined the Company as its Vice President of Sales and Marketing.

Aspen has experienced strong growth over recent years in both revenue and business complexity driven by robust industry demand fundamentals as well as the Company's rollout of its new aluminum tube coil product line.

To support this growth, Aspen expanded its manufacturing facility in northeast Houston from 132,000 to 204,000 square feet in early 2019 and added administrative staff to prepare for the next steps in its evolution.

Mr. Archer will be a key contributor on Aspen's senior leadership team to help the Company accomplish its long-term goals and

will report directly to Aspen's Chief Executive Officer. Mr. Archer's areas of responsibility will include all commercial activities encompassing sales, marketing, customer service and pricing.

Prior to Aspen, Mr. Archer served as Vice President of Sales and Marketing at both Signature Systems Group, LLC and CSW Industrials, Inc. where he helped develop and implement processes and systems that supported tremendous market advancement in those organizations. In his twelve years at RectorSeal®, a subsidiary of CSW Industrials, Inc., he held positions of increasing responsibility, managing several business units over his tenure including the OEM HVAC business and the ductless HVAC business line.

"Riley brings a long and successful track record in business management and marketing excellence, and we're thrilled to add him to Aspen's management team to further support our customers' growing demand for our products," said Jason Ludeke, Chief Executive Officer of Aspen.

For inquiries from customers or other industry partners, Mr. Riley can be reached at Info@AspenMfg.com.

JB Industries Announces the NEW Award-Winning Valve Core Removal Tool with Slide Valve Side Port for Faster Evacuations and Charging



JB Industries, a premier manufacturer of American-made HVAC/R tools and equipment, announces their DDA Silver Award-Winning (Hand Tools Category) Valve Core Removal Tool with Slide Valve Side Port designed for faster evacuation and charging.

The A32525SV is a valve core removal tool that utilizes an additional slide valve on the side port to easily attach and isolate a micron or vacuum gauge. This new tool swaps out damaged valve cores under pressurized HVAC/R systems. It also removes valve cores for much faster evacuation. "The most important new feature by far is the slide valve on the side port of the A32525SV," said David Madden, Director of Manufacturing at JB Industries. "This allows for the safe removal of the

micron gauge without letting air inside the system and preventing the risk of refrigerant damaging the micron gauge."

The main ball valve handle was switched from a traditional 90-degree turn to a handle that is now actuated in-line with the valve. This allows the HVAC/R technician to open and close the valve in tight areas with a single finger. This new design is made of solid brass construction with the tip machined from A2 tool steel extending the product for life. A series of o-rings help stay sealed and not leak during evacuation. The Valve Core Removal Tool with Slide Valve Side Port is vacuum rated and is also offered in style number A32525ST that automatically sets torque to 3-5 in-lbs.

For more information on our award-winning products please download watch the videos on <https://www.youtube.com/channel/UCXIe75An8BEU9W4qJrotrwAor> download the product sell sheets at <http://www.jbind.com/marketing/marketing-tools.aspx>

June 13-15, 2021

HARDI SOUTHWEST REGIONAL CONFERENCE

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ASHRAE

NEWS

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

ASHRAE Publishes Updated Health Care Facility Ventilation Standard

Standard 170-2021 offers guidance, regulation, and mandates to designers of health care facilities.

Atlanta – ASHRAE has released an updated edition of ANSI/ASHRAE/ASHE Standard 170, Ventilation of Health Care Facilities. The standard offers guidance, regulation, and mandates to designers of health care facilities.

The 2021 edition delivers critical guidance for designers and operators of these front-line facilities and incorporates 17 addenda to the 2017 edition of the standard. Changes include:

- Expanded requirements to allow airborne infectious isolation room exhaust discharge to general exhaust under certain conditions
- Revised scope, with improved guidance on thermal comfort conditions provided
- Extensive modifications to address the Outpatient and Residential sections

- Extensive revisions to air filtration requirements
- Addition of new columns in the ventilation tables to prescribe filtration requirement and designate unoccupied turndown
- Expanded guidance on separation distance requirements for varied intake and exhaust arrangements, coordinating with related ASHRAE Standard 62.1 data
- Improved guidance related to behavioral and mental health

To purchase ANSI/ASHRAE/ASHE Standard 170-2021, Ventilation of Health Care Facilities, visit the ASHRAE Bookstore or contact ASHRAE Customer Service by phone at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

ASHRAE and IUVA Sign Memorandum of Understanding

Collaboration on ultraviolet technology and indoor environmental quality source publications

Atlanta – ASHRAE and the International Ultraviolet Association (IUVA) have signed a new Memorandum of Understanding (MOU) formalizing the organizations' relationship.

The MOU was signed by Charles E. Gullledge III, P.E., 2020-21 ASHRAE President and Ron Hofmann, President of IUVA, University of Toronto, via electronic signature in April to further specify the path forward. The agreement defines parameters by which ASHRAE and IUVA will work cooperatively to promote the advancement of emerging research and technologies to support a more sustainable built environment.

"Establishing and maintaining improved indoor environmental quality is the bedrock of ASHRAE's sustainability mission and the use of ultraviolet technology is a critical component towards addressing the challenges of minimizing the spread of infectious diseases," said 2020-21 ASHRAE President Charles E. Gullledge III, P.E. "We are pleased to partner with IUVA as we collectively support research and new innovations to further our vision on a sustainable built environment for all."

"With a focus on the science and engineering of UV technology, IUVA members are pleased to have the opportunity to partner with ASHRAE to enhance the knowledge base and

application of UV in the built environment," said IUVA President Ron Hofmann. "While the technology is already well established, the urgency of addressing the global pandemic has raised the profile the UV, and our partnership with ASHRAE promises to help develop the necessary data, protocols, guidelines, and standards to ensure its continued effective, safe use."

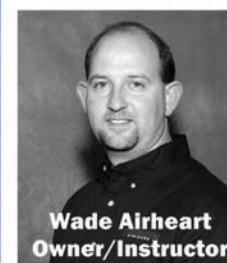
The MOU includes, but is not limited to, the following initiatives related to development of ANSI certifiable standards and related source documents:

- Test and measurements on specific pathogens across a specified light spectrum (e.g., antimicrobial UV-C: 200nm - 280nm) and in specified mediums (e.g., aerosols, large droplets, surface – dry & wet, in aqueous solution, pristine & soiled).
- Test and measurements on efficacy outcomes for antimicrobial UV-C devices and systems in specified, well defined testing environments (e.g., simulated hospital rooms, equipped and arranged in a standardized configuration, with predetermined numbers and locations of sampling points).
- Test and measurements on efficacy outcomes for antimicrobial UV-C devices and systems installed in 'upper room' HVAC applications.
- Standards and guidelines that establish the minimum requirements for commissioning permanently installed UV antimicrobial systems in existing and newly constructed facilities.
- Standard and guidelines for the application of UV disinfection of water used in cooling towers to control spread of bacteria, such as Legionella, algae and fungi into the building HVAC system.

In addition to these research and publication development initiatives, ASHRAE and IUVA's other areas of potential collaboration include: general advocacy; joint conferences and meetings; consistent leadership communication; education and professional development, technical activities coordination; and research.

CONTINUING EDUCATION

LIVE OR ONLINE



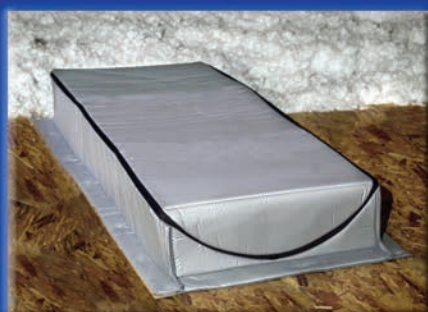
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CALENDAR OF EVENTS

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For info call Juan Villela at 210-761-3432 - or email to: juan.villela@johnstonesupply.com								
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		
2-Jun	W	8:30am - 10:30am	Broadway	ComfortBridge & CoolCloud App Overview & Training	605-159	\$45		
3-Jun	Th	9:30am - 11:30am	Broadway	AC System Replacement - SYSTEM CLEAN UP IS CRITICAL	605-153	\$45		
8-Jun	Tu	9:30am - 11:30pm	Broadway	External Static Pressure - How To Measure it & What It Means	605-143	\$45		
9-Jun	W	8:00am - 4:30pm	Broadway	TDLR CE Class For State License Renewal - Airflow Is Critical -	605-115	\$125		
10-Jun	Th	9:30am - 11:30pm	Broadway	Daikin Commercial Rooftop Package Unit Overview	605-186	\$45		
15-Jun	Tu	9:30am - 11:30am	Broadway	Daikin Products Counter Day	605-105	FREE		
16-Jun	W	8:00am - 4:30pm	Broadway	ESCO EPA Review & Exam	605-101	\$175		
16-Jun	W	1:30pm - 4:30pm	Broadway	ESCO EPA Exam Only	605-102	\$95		
22-Jun	Tu	9:00am - 11:00am	Broadway	DAIKIN MINI SPLIT SYSTEM - Installation & Commissioning	605-185	\$45		
23-Jun	W	8:30am -10:30am	Broadway	DAIKIN MINI SPLIT SYSTEM - Service & Troubleshooting	605-186	\$45		
25-Jun	F	8:30am - 10:30am	Broadway	Fieldpiece Service & Diagnostic Tools Training	605-105	FREE		
30-Jun	W	8:30am - 11:30am	Broadway	DAIKIN VRV System Overview	605-105	FREE		
UNTIL FURTHER NOTICE: We <u>WILL</u> follow Covid-19 Safety Guidelines.								
Please <u>do not attend if you are sick, coughing, sneezing or running a fever.</u>								
Classes are limited to <u>15</u> persons.								
ALL ATTENDEES ARE ASKED TO WEAR MASKS AT ALL TIMES DURING TRAINING.								

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Insco's June Events Schedule

Online Training from Insco Academy

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Visit: [Insco.com/academy](https://insco.com/academy) to see the complete schedule of classes.

Friday, June 4th- EcoNet Technician from 10AM - 11AM | FREE

Friday, June 18th- MyRuud.Com Portal Training from 10AM - 11AM | FREE

Tuesday, June 15th- Air Scrubber from 10AM – 11AM | FREE

Johnstone Supply in Corpus Christi TX hosted a BOSCH Contractor Event

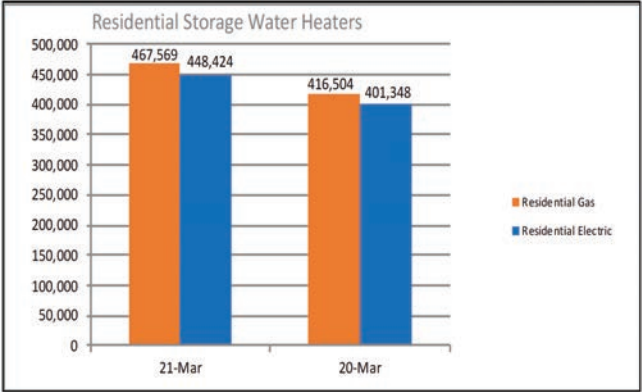


Picture courtesy of Steve Wood

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for March 2021 increased 12.3 percent, to 467,569 units, up from 416,504 units shipped in March 2020. Residential electric storage water heater shipments increased 11.7 percent in March 2021 to 448,424 units, up from 401,348 units shipped in March 2020.

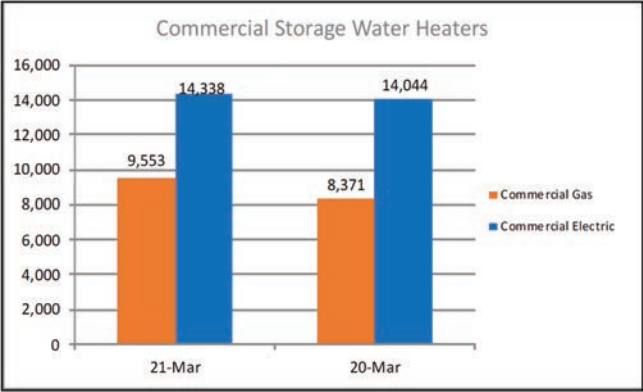


Year-to-date U.S. shipments of residential gas storage water heaters increased 5.8 percent, to 1,229,414 compared to 1,162,074 shipped during that same period in 2020. Residential electric storage water heater shipments increased 2.9 percent year-to-date, to 1,201,540 units, compared to 1,167,238 shipped during the same period in 2020.

Year-to-Date	Mar 21 YTD	Mar 20 YTD	%CHG.
Residential Storage Gas	1,229,414	1,162,074	+5.8
Residential Storage Electric	1,201,540	1,167,238	+2.9

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 14.1 percent in March 2021, to 9,553 units, up from 8,371 units shipped in March 2020. Commercial electric storage water heater shipments increased 2.1 percent in March 2021, to 14,338 units, up from 14,044 units shipped in March 2020.

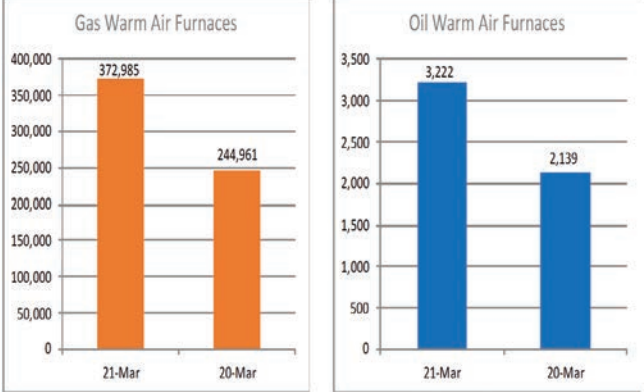


Year-to-date U.S. shipments of commercial gas storage water heaters decreased 4.5 percent, to 13,827 units, compared with 14,483 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments decreased 11.1 percent, to 22,521 units, down from 25,321 units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

Year-to-Date	Mar 21 YTD	Mar 20 YTD	%CHG.
Commercial Storage Gas	23,380	22,854	+2.3
Commercial Storage Electric	36,859	39,365	-6.4

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for March 2021 increased 52.3 percent, to 372,985 units, up from 244,961 units shipped in March 2020. Oil warm air furnace shipments increased 50.6 percent, to 3,222 units in March 2021, up from 2,139 units shipped in March 2020.

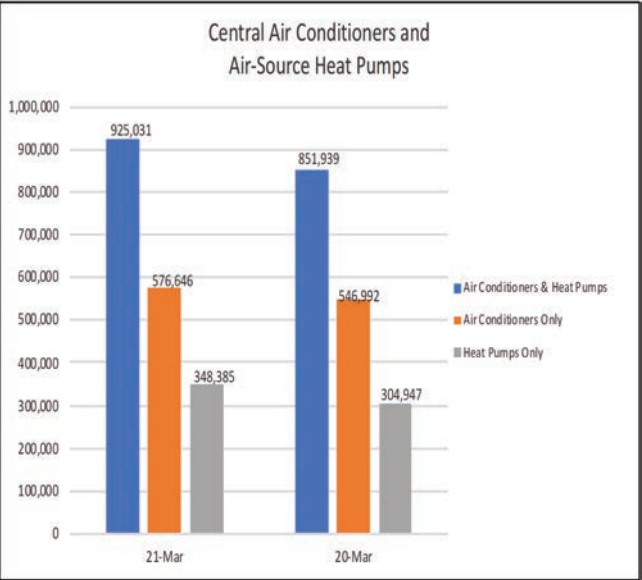


Year-to-date U.S. shipments of gas warm air furnaces increased 52.8 percent, to 1,031,736 units, compared with 675,250 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 38.1 percent, to 9,382 units, compared with 6,792 units shipped during the same period in 2020.

Year-to-Date	Mar 21 YTD	Mar 20 YTD	%CHG.
Gas Warm Air Furnaces	1,031,736	675,250	+52.8
Oil Warm Air Furnaces	9,382	6,792	+38.1

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 925,031 units in March 2021, up 8.6 percent from 851,939 units shipped in March 2020. U.S. shipments of air conditioners increased 5.4 percent, to 576,646 units, up from 546,992 units shipped in March 2020. U.S. shipments of air-source heat pumps increased 14.2 percent, to 348,385 units, up from 304,947 units shipped in March 2020.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 15.3 percent, to 2,248,729 units, up from 1,950,971 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 14.2 percent, to 1,348,522 units, up from 1,181,000 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 16.9 percent, to 900,207, up from 769,971 units shipped during the same period in 2020.

Year-to-Date	Mar 21 YTD	Mar 20 YTD	%CHG.
Air Conditioners & Heat Pumps Combined Total	2,248,729	1,950,971	+15.3
Air Conditioners Only	1,348,522	1,181,000	+14.2
Heat Pumps Only	900,207	769,971	+16.9

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

Month		
Size Description (000) BTUH	Total	% Change from 2020
Under 16.5	38,824	+15.9
16.5-21.9	82,559	-0.3
22-26.9	184,332	+6.2
27-32.9	145,651	+4.0
33-38.9	199,034	+9.4
39-43.9	71,687	+15.5
44-53.9	102,667	+16.1
54-64.9	75,990	+15.7
65-96.9	8,707	-2.0
97-134.9	6,401	+8.8
135-184.9	3,850	-12.7
185-249.9	1,945	+7.0
250-319.9	1,972	+27.2
320-379.9	372	+13.8
380-539.9	397	+9.4
540-639.9	206	-32.5
640-799.9	132	-2.9
800.0-899.9	55	-31.3
900.0-999.9	81	-11.0
1,000.0-1,199.9	30	-43.4
1,200.0 & Over	139	+24.1
TOTAL	925,031	+8.6

YTD		
Size Description (000) BTUH	Total	% Change from 2020
Under 16.5	103,106	+26.1
16.5-21.9	221,531	+12.4
22-26.9	455,665	+14.6
27-32.9	346,480	+12.8
33-38.9	466,045	+14.5
39-43.9	168,384	+20.8
44-53.9	246,359	+20.5
54-64.9	182,775	+18.5
65-96.9	21,434	-8.1
97-134.9	15,652	-0.9
135-184.9	9,458	-13.1
185-249.9	4,384	-7.9
250-319.9	4,233	+14.1
320-379.9	834	-4.6
380-539.9	846	-14.8
540-639.9	556	-29.2
640 & Over	335	+0.9
800.0-899.9	118	-41.6
900.0-999.9	189	-31.0
1,000.0-1,199.9	76	-44.9
1,200.0 & Over	269	-6.9
TOTAL	2,248,729	+15.3

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.

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

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® Sun™ 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™ 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

TACCA North Texas Revival Event

TACCA North Texas held a revival event on Thursday May 20. It was hosted by JB Warranties at their offices in Argyle TX. The event had Live Music, Food, Games and Ice Cream Truck.



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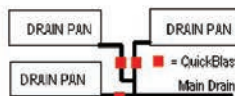
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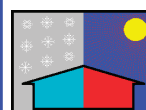
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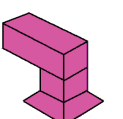


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