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our
35th Year
in Publication



T Air Conditioning TODAY



JULY 2021 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 35, No 7

Johnson Supply Allied Commercial Road Show



Pictures on page B5.

Solar Supply Ray Dingler Memorial Golf Tournament



Story and pictures on page B9.

HARDI Southwest Regional Conference



Pictures on page B14.

4th Generation Transitioning to Coburn's Executive Leadership

Beaumont, Texas — Coburn Supply Company is excited to announce the promotion of 4th generation family members, Patrick Maloney and Michael Maloney, to executive leadership positions. Don Maloney and A.J. Maloney will transition to chairman and vice chairman positions for the board.

Patrick Maloney, currently vice president and director of sales, will take the helm as president of Coburn's. With more than 18 years of company experience under his belt, Patrick is known for his strong sense of sales leadership, is heavily involved in ASA and with The Commonwealth Buying Group and has made an appearance on the Supply House Times 40 Under 40 list.

Michael Maloney brings marketing agency experience and



more than 17 years of Coburn's marketing work to the table. Since the beginning of his career with Coburn's, he has helped champion effective marketing strategies and oversees Coburn's technology initiatives. Currently, Michael serves as vice president of marketing and current ASA Emerging Leader Chairman. In this transition, he will be taking the role of executive vice president

of Coburn's.

Meanwhile, Don Maloney will be transitioning from president of Coburn's to chairman of the board, and A.J. Maloney will be transitioning from executive vice president to vice chairman. Don has served as past president of and both Don and A.J. were founding members of The Commonwealth Buying Group. Don celebrated his 50th anniversary with Coburn's

in 2019, and 2021 marks A.J.'s 45th year with the company. In 2019, they were both recipients of the first Coburn's Spirit Awards — an honor given to those who exemplify the core values of Coburn's.

Under Don and A.J.'s leadership, Coburn's has increased revenue by 400% since 1998, growing its stores from 11 to 54. In that time, they also helped launch Coburn's first website and establish Coburn's Cares, a fund for employees in need after natural disasters.

"We're all so proud to see these guys make their move into the executive seats for the company. They bring so much talent and experience to our team — you can definitely expect great things from Coburn's moving forward," says Don Maloney of the new appointments.

HARDI Distributors Report 60.6% Percent Revenue Increase in April

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 60.6% percent during April 2021.

The average annual sales growth for the 12 months through April 2021 is 13.7% percent.



"The 60% gain reflects stimulus driven demand being compared against a -19% sales decline after the April 2020 COVID interruptions," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The sales growth is nearly 30% versus April 2019 and about 21% if adjusted for inflation. Those are still exceptional levels of activity, but they are easier to digest than the distorted month-to-month growth."

SEE HARDI PG.2

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Johnstone Supply Petit Group South Padre Island Customer Rewards Getaway



Pictures on page B18.

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CHANGE SERVICE REQUESTED

YORK launches industry-first all-in-one residential HVAC solution: Ultimate Home Comfort

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has launched through its YORK® brand a 10-year residential HVAC leasing program: Ultimate Home Comfort™. This industry-first solution provides homeowners with a new, fully installed YORK high-efficiency HVAC system with no money down, as well as factory-backed 10-year parts and labor coverage, and 10 years of service repairs and annual maintenance – all for one, low monthly payment. Ultimate Home Comfort delivers stress-free, year-round heating and cooling to homeowners with up to 53% energy savings (compared to older, 10 SEER systems) with a YORK high-efficiency HVAC system, which are part of Johnson Controls OpenBlue connected suite of technologies. For homeowners, the all-in-one program delivers ultimate peace of mind and predictable costs for 10 years. For contractors, this turnkey solution offers the opportunity for them to obtain double-digit profits, a 10-year changeout cycle and up to 55% average gross margin on installs. There's no cost to join the program for YORK Certified Comfort Experts or Liberties Plus contractors. To learn more about Ultimate Home Comfort, please visit www.york.com/comfort.

HARDI con't

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, was 41 days at the end of April 2021. "The DSO has been faster than normal since June 2020 due to the aggressive policies to support the economy during the COVID related disruptions," said Loftus. "The normal rate of DSO would be in the high-90s."

13.7% average annual sales growth for the twelve months through April 2021 is a record for HARDI distributors. "This achievement is due to the easy prior year comparisons," said Loftus. "The annual growth through May 2021 will probably be more than 15% due to the weak results during May 2020. The recent levels of Employment and Industrial production are lower than before the COVID related interruptions. The economy is recovering but not at the speed implied by these sales growth numbers."

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

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RUUD DEALERS: GET REVVED UP

Don't miss your chance to earn an exclusive experience at NASCAR's Xfinity Cowboy 300 Race at Texas Motor Speedway on October 16, 2021.



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Two ways to win! Each winner will qualify for a pair of tickets to the event. Winners will be announced in September 2021.

> HIGH SEER PURCHASES

A pair of tickets will be awarded to the Ruud dealer with the most high SEER sales between June 23 and August 31, 2021.

> UTILITY REBATE CLAIMS

A pair of tickets will be awarded to the Ruud dealer with the most utility rebate claims between June 23 and August 31, 2021.



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Remington College Shreveport Campus adds to hands-on offerings with new HVAC curriculum

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

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



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Century A/C Supply in Partnership with Ruud Manufacturing Announces Sponsorship of Joe Gibbs Racing No. 19 Car and Brandon Jones in NASCAR Xfinity Series

Houston, TX – Century A/C Supply is proud to announce the sponsorship of Brandon Jones, driver of the No. 19 Joe Gibbs Racing Toyota, in the NASCAR Xfinity Series Cowboy 300 race at Texas Motor Speedway this October 16th in Fort Worth, TX. Ruud Manufacturing is partnering with Century to bring this exciting opportunity to our customers for a private, invitation only experience.

The Century A/C Supply brand will be front and center at the nationally televised race on Saturday, October 16, allowing customers and NASCAR fans to see Century A/C Supply featured on Jones' car, firesuit, and helmet. As a part of the sponsorship, Century A/C Supply will be awarding tickets to select Ruud Dealers for an exclusive Texas-sized Skybox Suite Experience, including the best and coolest view of the entire speedway, non-stop hand crafted food and beverage service, driver

autographs and souvenir photos, customized gift bag full of valuable items and collectables, pit and garage tours and a full day of high-value raffles and other surprises.

Two NASCAR experiences will be made available for Ruud dealers via a limited time contest. One dealer will be granted two passes based on the most high SEER systems purchased between June 23rd and August 31 2021, and another dealer will be selected based on the most utility rebate claims filed and accepted during the same promotional period. Dealers should contact their Century A/C Supply sales representative for details on each promotion.

Leading up to the event date, Century will be hosting branch events at select locations, including a preview of the Century A/C Supply racecar. Stay tuned for additional internal communications for updates.



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Your Email Newsletter Stinks

Or maybe it is just your headline.

Did the subject of this article get your attention? If you are reading this, then the answer is yes. That is the whole point. It doesn't matter how interesting your content is, if the headline doesn't grab attention, potential readers will scroll right by. That is a lot of pressure for 5 – 8 words.

So if you have content you really want people to read, you must nail the subject line. And sometimes, getting the headline right is almost as tough as writing the entire article or newsletter.

But it doesn't have to be. If you know the tricks to writing a great headline you can transform boring to engaging, ho hum to wow!

So what are the tricks?

1. A great headline takes time. I once read that you should spend as much time on your headline as you do on the entire blog post or newsletter. So when you are done writing go back and look at your original title, does it still work? Is it as strong as it could be? Give yourself some options by writing two or three variations before

selecting the final headline.

2. Keep it short. A casualty of the digital age is the attention span of readers. Readers scrolling through their news feed or inbox, simply won't hang around for the punch line of a long headline. To make matters worse, email clients, search engines, and social media sites will often truncate long titles. So how short? You want to keep your headline to about 4-7 words, or a maximum of 50 characters.

3. Minimize a boring detail. With so few words to work with, don't waste even one character on unnecessary information. Phrases like: "New blog post" or "News from" are a complete waste of words. This is especially true if you already have a relationship with your audience. Do you really need to reintroduce yourself the 50th time you meet someone? Of course not. You don't need to do it in your headline either.

4. Tell readers what is in it for them. People gravitate toward things which promise to help them achieve a positive outcome. While everyone is different, most human needs

boil down to food, shelter, security, freedom, companionship, protection, and social approval. If you can use words and phrases in your headline to connect your content to the emotional goal of your reader you'll have their attention. This works in the positive and the negative. People will be even more interested in products and services which help them avoid the loss of one of these things.

5. Keep it Personal. People want to feel special. A personalized email subject line can make your reader feel as if the message is just for them. While you may not always be able to create a completely unique subject line for the thousands of subscribers to your email program, a segmented list will allow you to create more targeted and personal communication. The more you drive content to a narrow niche, the more likely your reader will identify with the content and open the email. Personalizing emails to cater to your audience's emotions or desires at a particular moment in time.

6. Email headlines by the numbers. Plenty of great writers are

rolling their eyes at this suggestion, but trust me, numbered lists always perform well. People understand exactly what they're getting and know they'll be getting it in short bites instead of huge text boxes. Are they a cliché? Maybe. But they're clichés that get clicks. Numbers pique human curiosity. When you use a number in a subject line, people have a hard time resisting the urge to click. People are also time-starved. They want something that is concise, easy to read and provokes thought or learning but doesn't take too much of their time. The reader will think: "Only 3 tips? Or top 10 reasons? I can remember that many things." This works in almost every category.

7. Pique the reader's curiosity. While direct headlines can be effective, they can become boring over time. So, sometimes a more subtle message designed to pique the recipient's natural curiosity and say "Huh? What could this be about?" is effective. The trick with this type of headline is the payoff must deliver on the promise made in the headline. If



Lorraine Ball

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

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you can make them laugh or tell them something they did not know, you will have a winning combination. However, you need to use this approach sparingly or it begins to lose its impact.

A great headline will open the door, next you have to deliver with great content to seal the deal. And that is a completely different conversation for another great article

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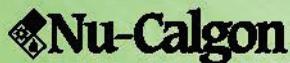
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Sales Tools and Tips

Thinking about the summer since we are now in it. Full force in some areas, Phoenix set a record this week, longest streak of over 115 degrees since 1865 or so. Five in a row. Here are some ideas on how to work thru the extreme heat, which gives us extreme business these days.

First, make sure your entire team realizes that you cannot take every call. In the heat of the summer, it is surprising how many new babies and 88-year-old moms are in a home. Sometimes the same home. Until you show up to fix the air, you find out then they went to the mall for a taco. So be sure every CSR, every tech and all the office staff know what the priority is on taking calls. While I am in that area, they all need to know of any specials

of the month, nothing says unprofessional like not knowing what we are offering a tune up for.

So be aware that you may have a chance to pick up some customers this summer, the weather may be really warm and your competition may not be able to keep up. If that is the case, be sure you are picking up customers with strong potential for future sales, not a 2-year-old system still in warranty. Establish a priority system for responding: first up would be your installs that may need service, seniors who have a system that is down and can't move easily, families with a new baby may be on the short list as well. Then you could layer in your maintenance agreement customers, or older systems you have worked on before.

It is always a good idea to say: let me go to work for you, we have a full schedule now, but I will do my best.

Then have a script ready for how to turn away those customers who may not fit the profile of a good customer, like ones who refused your repairs in the past, you get the idea. Make it a business decision, don't make it personal. Let them know you just don't have the resources, could possibly refer them to a competitor. Just be confident that the competitor is a company with good ethics, if you don't trust them, don't refer them. Let them search with Google, seems to be effective.

The most important part of being prepared for the summer rush this year is how to handle the repairs or replacements that you have

been told to do but can't get parts or equipment. First consider the parts situation. It is amazing how many things we need today in our business that may not be available. PVC, controls, even copper fittings. So, with that in mind, get some inventory into your barn, especially the commodity items. We used to not worry so much about common materials like line sets, but we are not able to get everything at the local supply house today. Message needs to go out to the team, today we cannot guarantee that we can get the items needed for repairs, we will work hard to find them, it may take a few days. Get creative on the repairs, we may need to put more band aids on systems than normal.

SEE HINSHAW PG.10



Jim Hinshaw

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

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

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

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

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

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

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

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



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Product News

Hitachi Brings New PRIMARY Product Line to Commercial HVAC Market

Milwaukee – Hitachi introduces a new line of high-efficiency single-zone mini-split systems. Designed to meet the unique needs of small to mid-size properties such as shops, restaurants, and classrooms, the PRIMARY system is an energy-efficient and cost-effective option. Hitachi quality is evident throughout the line. Product features include:

- **Brushless DC fan motors** provide stable, precise,

energy-efficient operation.

- **Compact units and long piping runs** enable exceptional design and installation flexibility.

- **Quiet mode** reduces fan speed and frequency of compressor operation for optimal comfort.

- **Intelligent defrost control** shortens defrost time more than 37% and delays defrost intervals up to six hours for reliable, consistent comfort.

- **Refrigerant leak detection** protects the compressor from damage and increases safety by automatically shutting down operation if the refrigerant charge amount drops below 30%.

The brushless DC fan motor difference

Brushless high-efficiency DC fan motors feature unparalleled control of fan speed and movement, cycling through 16 automatic

adjustments during operation to meet demand exactly. These precise calibrations increase energy efficiency while providing superior temperature control and quiet, stable performance. Motors are also small in scale, enabling Hitachi outdoor units to be compact and lightweight for easier placement and installation.

Designed for maximum flexibility and long life

Hitachi PRIMARY



mini-split systems are compact and lightweight, providing multiple placement options and simplifying installation. The systems accommodate up to 164 ft of piping length and 98 ft in height. Long piping further enhances layout flexibility, and a wide capacity range means there is a precisely sized system for every application. Indoor units come in a range of styles and types to meet customer

needs and application aesthetics. Systems perform in low-ambient temperatures down to -13°F(-25°C) (for the 24K model) and down to -4°F(-20°C) in heating mode for all other models.

Learn more about the PRIMARY line at <https://www.us.hitachiaircon.com/products/mini-split-systems/p300-primairy-single-zone-mini-split-systems>

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HINSHAW con't.

The bigger question is equipment. There are already inventory issues in almost all manufacturers all across the nation. So, while it is a good idea to focus your purchases with at least one local supply house, it is really important this year to establish a backup plan if they are out of stock on systems that you sell. Keep a close watch on the product availability, Matt Michel says don't sell it if you don't see it. One other item that many of our members are now doing, don't put a model number on the proposal. OK to say

These situations are out of our control, but the supply chain is really fragile this year. The sales team (or your techs if they sell) need to let the customer know this is a different year than we have ever been in before. First the pandemic caused disruptions to our manufacturing, then the computer chip industry (and other component issues) is slowing down the product availability. Finally, a series of weather-related disasters amplified the problem. The customer needs to hear this on the initial conversation.

16 SEER 4 ton system, but keep options open on brand, you may need to change the manufacturer. Much of the inventory opportunity comes from circumstances out of our control. Last year we had a major manufacturer in Texas lose part of their plant due to a tornado, this year another manufacturer had a roof collapse on the high efficiency line, shut it down for weeks.

That is good news. We are in the middle of a perfect storm for the HVAC industry. Let the customer know, this is not the year to "think about it", if a system needs to be replaced it is in their best interest to move fast. It will only be more expensive later if they can find the equipment. I believe the phrase that applies is "it is a seller's market", applies to housing and hvac. Thanks for listening, we'll talk later.



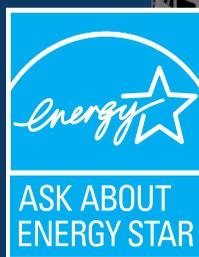
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Hunton Distribution Opens Newest Location



Houston, TX- Please join us in congratulating Hunton Distribution on the opening of their newest location! The newly renovated 80,000 sq.ft. facility is located at 10560 Bissonnet STE #100 in west Houston and boasts an expansive showroom and warehouse space. This location replaces Hunton Distribution's previous Westpark location and allows for an expansion of their warehouse space by 260%.

This is the Hunton Group's fifth physical location and Hunton Distribution's third strategic parts and equipment distribution location in the Houston area. Charlie Hunton, President and General Manager of Hunton Distribution, thanked customers at a ribbon-cutting ceremony held Monday, June 14, by saying, "While other companies are making cuts and downsizing, we continue to invest in you and our community."

Hunton was founded in 1990 and is the independent Trane distributor for the Houston and southeast Texas markets. As a 7-time winner of the Pacesetter award, their unwavering commitment to the Trane product line, along with offering the best-in-class business, sales, marketing, and technical resources have set them apart in the marketplace. Hunton Distribution is a subsidiary of The Hunton Group.

New General Manager of Parts Announced at Hunton Distribution



Houston, TX – Charlie Hunton, President and GM of Hunton Distribution, recently announced the acquisition of Tim Lane who will take on the role of General Manager of Parts for Hunton Distribution: "Tim Lane is the former General Manager of Tampa Bay Trane where he was responsible for full profit-to-property line management of six regional locations. In Florida, Tim led a team of over seventy-five employees that represented over a hundred wholesale product lines. Tim transformed Tampa's sales force with a can-do attitude and is highly respected within our industry and the Trane community. He is eager to learn how Hunton Distribution operates, and we

look forward to his insight. I am truly excited to add such talent to the Hunton Distribution leadership team! Please join me in welcoming Tim to the Hunton Family!"

"I am thrilled at the opportunity to join the Hunton team," Tim shared, taking over his new position on June 1st. "Over the past fifteen years I have had the pleasure of interacting with the Hunton leadership group at various industry events. Now that I am here, I can see with even greater clarity the best-in-class combination of engaged professionals, family values, and relentless customer focus. I look forward to the opportunity to work with our clients and team members alike as we continue to cement our position as the premier full-line HVAC distributor in the greater Houston area."

YORK Unveils Efficient, Compact Horizontal Discharge Heat Pump with Flexible Installation Options

The YORK® HMM7 heat pump is designed to provide the comfort and technology of a mid-tier efficiency unit at the cost of a base-tier vertical unit

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has, through its YORK® brand, released a new residential heat pump that provides the ideal solution for spaces that require a compact design, without sacrificing comfort or efficiency. The YORK® HMM7 horizontal discharge heat pump is designed to provide the comfort and technology of a mid-tier efficiency unit at the cost of a base-tier vertical unit, with flexible installation options and innovative features.

Unlike traditional vertical discharge units, the HMM7 heat pump has a 40% smaller footprint, making it a great system for homes in temperate, high-density regions that require a compact design, such as properties with zero lot lines. They can be placed anywhere a vertical unit can, and often in places vertical units cannot fit, thanks to greater clearance and setback flexibility. All HMM7 heat pumps follow standard installation procedures with conventional equipment and devices, using simple kits with relay, wiring and bi-flow filters/dryers. The systems are designed to work with YORK® variable speed or standard ECM indoor air handling equipment, providing many system installation options. In addition, no unique installation procedures are required.

YORK® HMM7 heat pumps, which are part of Johnson Controls OpenBlue connected suite of technologies, reach up to 18 SEER and up to 10.5 HSPF, which can result in lower utility bills compared to older units, saving homeowners money. Inverter system and modulating technology smoothly ramp up operation and continuously adjust, avoiding spikes in energy use while helping to increase overall system longevity and reducing energy usage.

"Unlike the standard vertical heat pumps, which discharge air out the top of the unit, these compact systems discharge air and sound horizontally away from the home, offering a litany of benefits to both the contractors and homeowners," said Bryan Rocky, director of residential technical services, Ducted Systems, Johnson Controls. "Horizontal discharge systems offer the consumer and homeowner enhanced value and performance in certain applications and installations where space is a premium, yet can be applied in any standard installations as well."

Another key advantage to the horizontal discharge system is an innovative fan design that creates less vibration and provides quieter operation. Sound output is as low as a typical dishwasher at 54 dBA, which is 36% lower sound levels than standard heat pump units.

YORK® HMM7 heat pumps are available in 2, 3, 4 and 5 ton options to ensure a precise, effective solution for your customers' needs. They come standard with a 10-year Compressor Limited Warranty and a 10-year Parts Limited Warranty with product registration, and extended warranties are available.

For more information on YORK® HMM7 heat pumps, please visit: www.york.com/residential-equipment/heating-and-cooling/split-system-heat-pumps/hmh7_ds/hmh7-18-seer-horizontal-discharge-heat-pump

ACCA Announces Community Leadership Award in Memory of Past Chair Skip Snyder

Alexandria, VA– The Air Conditioning Contractors of America (ACCA) is seeking nominations for the ACCA Community Leadership Award, formerly known as the Skip Snyder Humanitarian Award, sponsored by Jackson Systems. The award was established in memory of past ACCA National Chair Skip Snyder, who passed away in 2013. Skip Snyder was an iconic figure in the HVACR industry due to his many benevolent efforts and actions.

The ACCA Community Leadership Award recognizes an ACCA member who has made extraordinary contributions to the betterment of society and their community. Nominees and recipients of this award should exemplify the following characteristics: Service-oriented, Knowledgeable and Kindness, Integrity, and Partnership (SKIP). It is a tribute to the memory of Skip's remarkable character and his philosophy of life – helping, caring, and sharing with others.

"Jackson Systems is honored to be involved in such a respected award," said Tom Jackson, CEO of Jackson Systems, LLC. "I had the opportunity to meet Skip several times, and his compassion was inspiring to all. Jackson Systems is committed to carrying on Skip Snyder's mission of helping others."

ACCA is accepting nominations until November 12, 2021. Nominations can be submitted here. The winner will be awarded at ACCA's 2022 Conference & Expo, March 28-30 in St. Louis, MO.

Regal to Showcase New Marathon® Motor at EASA Convention + Solutions Expo 2021

Designed for a variety of applications, it will be showcased in Booth 227

Beloit, Wis— Regal Beloit Corporation, a leading manufacturer of electric motors, electrical motion controls, power generation and power transmission components, today announced it will be unveiling its new Industrial Marathon® Globetrotter® 140 Frame rolled steel motor in booth 227 during the EASA Convention + Solutions Expo in Fort Worth, Texas, beginning June 27.

The new Industrial Globetrotter 140 frame rolled steel product was designed for applications such as cooling tower, HVAC, conveyors, packaging equipment, pumping, extruders, gear reducers and machine tools. The product is IP43-certified, has dynamically balanced rotors and is F1/F2-compatible. Its steel conduit box, dual-frame mounting and removeable base (bolt on/off) make it durable for

any application.

“The Marathon Globetrotter 140 frame motor is designed to be efficient and long-lasting, like our other Marathon motors,” said Kendall Gullo, Industrial Systems

Marketing Director at Regal. “The Marathon brand was founded on a single washing machine motor, and today we continue to provide high-quality, ultra-efficient solutions for hundreds of industries.”

In addition to the Marathon Globetrotter 140 frame rolled steel motor, Regal will showcase its Rollway® bearings in its booth at EASA.

For more information on the Marathon Industrial 140 frame rolled steel motor and other Regal® products, visit www.regalbeloit.com.



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RSES 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 throughout 2021.

There will be an education session for everyone in attendance after the business meeting. We will still practice social distancing and suggest you bring a mask if you feel it to be necessary. Anybody 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 at Beethoven Manneorchor. Hope to see you there.

Educational Presenter:

Our presentation last month was given by Mr. Tyler Ramos, and he gave his presentation on Expansion Valves in Refrigeration.



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Oatey Co. Relocates and Expands Dallas-Area Distribution Center



Irving, Tx — Oatey Co., a leading manufacturer in the plumbing industry since 1916, announced today that it has relocated its Texas distribution operations to a new Irving, Texas, Distribution Center, a move that will enable further support of customers and associates throughout the greater Dallas-Fort Worth region. Previously, the company's distribution center was located in nearby Arlington, Texas.

The Irving Distribution Center is conveniently located next to the Dallas-Fort Worth International Airport and is about twice as large as Oatey's former facility. It has the capacity to support additional order fulfillment, equipment, parking and associate resources,

including on-site conference and training rooms. The facility is also equipped with enhanced safety features, such as advanced dock sensors and a robust ventilation system.

"This exciting new distribution center positions us to meet the industry's rapidly evolving needs, while maintaining consistent and superior service for our customers," says John D'Etorre, Director of Distribution at Oatey. "We are also pleased that the new facility offers a collaborative and productive work environment where our associates feel safe, comfortable and set up for success every day."

For more information about Oatey, visit www.oatey.com.

Product News

JB Industries Announces the NEW ACCELERATOR VL-200 Rapid Evacuation Kit

Aurora, Illinois – JB Industries, a premier manufacturer of American-made HVAC/R tools and equipment, announces their new ACCELERATOR VL-200 Rapid Evacuation Kit. JB's engineers designed the tools in this kit to pair with a JB vacuum pump allowing technicians to remove restrictive valve cores and perform HVAC/R system evacuations up to 20X faster in commercial and residential applications.

The new kit includes the following items:

- Two 48" long, 1/2" diameter evacuation hoses with 3/8" x 1/4" SAE female swivel hose connections
- An award-winning A32525SV vacuum-rated Valve Core Removal Tool with Slide Valve Side Port
- A vacuum-rated Valve Core Removal Tool A32525N
- Two Y-FORCE dual, high-speed coupler connectors for 3/8" and 1/2" connections
- JB branded drawstring bag

"In our new ACCELERATOR VL-200 Kit, we've hand-picked the best tools needed for any tech to perform a faster evacuation when on a job site. Our award-winning Valve Core Removal

Tool with Slide Valve Side Port and standard Valve Core Removal Tool allows the removal of restrictive cores with ease. The Slide Valve Side Port opens and closes to protect an easily attached micron gauge. This allows a contractor to charge the system without damaging the vacuum gauge." said Dave Madden, Director of Manufacturing & Engineering at JB Industries.

JB's 1/2" diameter vacuum-certified hoses won't collapse and/or permeate. The new Y-FORCE coupler has dual, high-speed connectors for each hose hook-up and is designed for a rapid evacuation. JB valve core tools are rated to 20 microns and open up over 90% of the internal diameter of an access port.

The ACCELERATOR VL-200 Kit is sold in a newly designed box and includes a convenient JB branded drawstring bag. The new drawstring bag has shoulder straps for hands-free carrying. The bag is rugged enough to store all of the kit's tools in one convenient location for easy access in any work vehicle.

For more information on this new product, please download the product sell sheet at www.jbind.com/VL-200 Accelerator Flyer_1.pdf



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You are either a good technician or a good businessperson, but it's hard to be both: this has been a common perception in all the trades for a century or more. Is it urban legend, an old wives' tale or is it accurate?

Well, my experience says it's generally an accurate adage ... but does it have to be?

My career has been a bit of a hodge-podge of positions in the HVAC trade including, manufacturer, manufacturer's representative, contractor and now, factory trainer. I have been very fortunate throughout to have mentors who helped me navigate each transition ... people who not only affected my career but my life.

Looking back now that I get closer to the finish line of my career, I wonder if I had dedicated myself to one position ... to one singular aspect of the trade, would I have been better off?

Hindsight is 20/20 as they say ...

I wish there had been a book 40 years ago that would have helped me chart a steadier and straighter course for my career. A book written by a proven business heavyweight who had endured transitions, obstacles and self-doubt throughout their own journey.

If such a book existed 40 years ago, it unfortunately never found its way into my hands, but I recently found such a book

published in 2020 ... its titled, *Drive* and the author is Kelley Earnhardt Miller.

If the author's name sounds familiar, yes, she is the daughter of the NASCAR legend, Dale Earnhardt.

I want to make this clear right now ... this book has little to do with NASCAR or Dale Earnhardt. You do not need to be a NASCAR fan or know anything about the Earnhardt family to appreciate this book and its message.

Kelley Earnhardt Miller lays out a formula ... a formula that can be adapted to any industry and one that can be tweaked to any person, male or female, academic or student of hard-knocks, young or, in my case, old.

A chapter that had particular relevance for me is Chapter 11: *Manage Your Emotions*. It has taken me years, many years to learn to sleep on something that on initial review has upset me. My primal reaction is to react immediately and react in a BIG way ... I will tell you this has not served me well both professionally and personally. The honest truth is, I'm still learning to wait before I react and even now, sometimes it takes everything I got to spend some time thinking how best to react ... and often that is to not react at all.

I never wanted to be a boss, supervising

and evaluating others. In my contracting life, as much as I wanted my business to grow to its fullest potential, the fact is I could never trust someone else to do the job the way I would do it so that stunted the company's growth to say the least.

At the pinnacle of my contracting business, I was working 12 - 18 hour days, 7 days a week. Chapter 12 of Kelley's book is titled, *Balance Your Work with Your Life*. Looking back, I made a lot of money working that hard but at what cost? Was it fair to my wife, our daughter ... to myself? A dear friend at the time said to me, "you are going to be the richest man in the cemetery." I survived but not without a physical cost ... I always tell young people who attend my GREE mini split training events that they made a wise choice in choosing a trade but they best have an end game because the likelihood of you doing HVAC installs and service work into your sixties is slim ... very slim.

Chapter 16 is titled, *Be Your Best Self*. One thing I have had right, almost from the beginning is that I believe we can have fun and be productive at the same time. I will admit, in my days of drinking, I may have had a little too much fun. Even a full life is short when you look at it retrospectively ... why not have some fun along the way? I always think of the great



Gerry Wagner

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

college basketball coach, Jimmy Valvano and his words in one of the last speeches of his life ... "We should do this every day of our lives. Number one is laugh. You should laugh every day. Number two is think. You should spend some time in thought. Number three is, you should have your emotions moved to tears, could be happiness or joy. But think about it. If you laugh, you think, and you cry, that's a full day. That's a heck of a day. You do that seven days a week, you're going to have something special."

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The Labor Bugaboo!

The biggest killer of otherwise healthy HVAC businesses is labor that is out of control. And I don't mean installers and service techs acting like drug-crazed maniacs. I mean labor that is not properly and efficiently used by management.

I use a rule of thumb to bring home its horrible cost. I call it the UT RULE (which stands for unbillable time rule) and it goes like this:

If you have typical unbillable time in your company, it could be costing you 2,000 times the net hourly pay (with benefits) of your field people!

For this rule, typical means that 15% of the installer's day is unbillable, while 30% of a service tech's day is unbillable. (These

figures come from ACCA and other trade groups who annually survey their membership.) The complete proof of this rule is not complex, but it takes up more space than I can devote to it here.

Let me take a holly stake and drive this point home to your heart. Suppose you have 6 installers (making, on average, \$20 each) and 3 service techs (who average \$30 each). Benefits normally run about 1/3 of the wages, so you are looking at \$27 per hour for installers and \$40 for service techs. If your shop runs the typical unbillable time rates, your total costs could be \$27 x 2000 x 6 people or \$324,000, plus \$40 x 2000 x 3 people or \$240,000, for a combined hit of \$564,000 a year. Got your attention yet?

So how do we trim away some of the unbillable time?

Here's a laundry list to get you started:

- **cleaning the shop**— charge to janitorial account or to the job which created the mess

- **cleaning the truck**— charge to vehicle maintenance

- **running errands**— charge to the job errand is for; charge to office supplies account or other special function accounts; if personal, do it on your own time

- **helping unload equipment/supplies/materials**— charge to the job shipment is for; for general inventory, charge to warehouse account or unapplied time

- **labor for robbing parts from another unit**— charge job the part was for; charge to the parts labor account (if you have a parts department)

- **labor for chasing down out of stock parts**— improve inventory; otherwise, charge to the job part was for; have parts delivered by delivery service

- **"customer not at home" service trip**— review dispatching procedures; bill customer a minimum charge; get credit card numbers up front and bill card

- **callback caused by technician not fixing it first time**— this is a legitimate cause, especially with less-experienced techs; bill such time to training account and log the problem so training can be done on that issue; if

a 3rd call is needed, service manager goes with the tech as a tutor

- **shop time when there are no calls to run**— market service so you stay busy; sell and do service agreements; send men home when there are no calls

- **have service techs wear tool belts or carry a small tools briefcase**— then when they go to the equipment, most of what they will need will already be there

- **have installer trucks loaded the night before or pre-dawn hours by a part-time worker**—this can save ½ hour or more per installation crew (that's one man-hour a day) in wasted time



Richard Harshaw

- **have service techs run their first call from their homes**—lots of time is wasted when they come to the shop in the morning to fill out paperwork, replenish parts, and chat

Finally, use daily time cards that have codes for the type of work being done, one of those codes being "U" for unapplied. Explain that the tracking of "U" time is not to discipline the men but to wake management up to wasteful practices. If the shop does better economically, all the people who work in it do too!

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So, can you be a good technician and a good businessperson at the same time? I'm not going to say it's easy but it is possible when you open yourself up to insight, guidance and advice from valued mentors and even from what on the surface seems like an unlikely source of help, the daughter of a NASCAR legend.

Do yourself a favor and get the book, Drive by Kelley Earnhardt Miller. I assure you won't be disappointed and you just might create a course for your own career that brings you everything you want in a way that doesn't sacrifice your health, both mental and physical, and that of your loved ones.

Hey, I want to give a quick shout-out to the winner of the 2021 GREE TOP GUN Training Competition, Joao Guerra of Ultimate Comfort, Inc in Raleigh, NC. I will be meeting Joao at the East Coast Metal Distributors location in Raleigh, NC (Joao's local GREE distributor) soon to award the grand prize of a complete GREE Sapphire 12K mini split along with a trophy naming Joao as the 2021 GREE TOP GUN TROUBLESHOOTER!

CONGRATULATIONS JOAO!

RSES Launches New eLearning Air Conditioning Fundamentals Course

Arlington Heights, Ill.— RSES is happy to announce the launch of its updated *Air Conditioning Fundamentals* eLearning course on the HVACR Learning Network powered by ESCO + RSES. This is an interactive online course that offers a thorough introduction to the concepts, laws, and processes related to air conditioning systems. The course is broken out into the following 10 modules:

- **Introduction to Basic System Operation:** Includes descriptions of the vapor compressor system and the components and fluids associated with it, as well as the basic principles of thermodynamics.
- **Basic Structure of Matter:** Covers the various states of matter and the concept of chemical compounds, the behavior of matter under different conditions.
- **Heat Energy:** Discusses the processes that take place when heat is added to a material (solid, liquid,

or gas) or removed from it, the concepts of measuring temperature changes and amounts of heat.

- **Gas Laws I:** Covers the gas laws that govern the behavior of the refrigerant used in an air conditioning system.
- **Gas Laws II:** Describes the behavior of various gases under different circumstances, the concept of density and temperature change, the specific volume and specific gravity of a material, the behavior of gases with respect to changes in weight and density.
- **Pressure-Temperature Relationships:** Defines the key terms such as saturation, superheat, and subcooling, and how they relate to the functioning of an air conditioning system, the various temperature and pressure scales used in the HVAC industry and the concept of a pressure-temperature chart.
- **Compression Cycle I:**

Discusses the principles of cooling, the concept of vapor to liquid conversion, and the air conditioning compression cycle.

- **Compression Cycle II:** Covers the concept of volumetric efficiency and the factors that affect it, transformation of energy, and mechanical energy.
 - **Refrigerant Tables:** Introduces the concept of refrigerant tables and how they help to set controls and compute head pressure, the use of refrigerant tables to calculate liquid and vapor density and net refrigeration effect and estimate discharge temperatures.
 - **Refrigerant Properties:** Describes the various properties of refrigerants, an explanation of the terms zeotropes, azeotropes, and near-azeotropes and the difference between them, the thermodynamic, physical and safety properties of common refrigerants.
- Each module, which may be

purchased individually or together as one bundled course, includes an end-of-module certificate upon the successful completion of an exam. The course is approved for 20 NATE CEHs or 2.0 CEUs. All modules together provide approximately 16–24 hours of electrical training.

This online course and the individual modules closely resemble the RSES content within the first few Lessons of the, *RAC Unit1 - Principles of Refrigeration manual* as well as the *Technical Institute Manual 1*. Like the other eLearning courses released in 2021, the eLearning option supplements nearly any course in which further study or explanation is needed in a given topic area.

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

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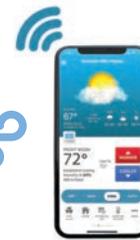
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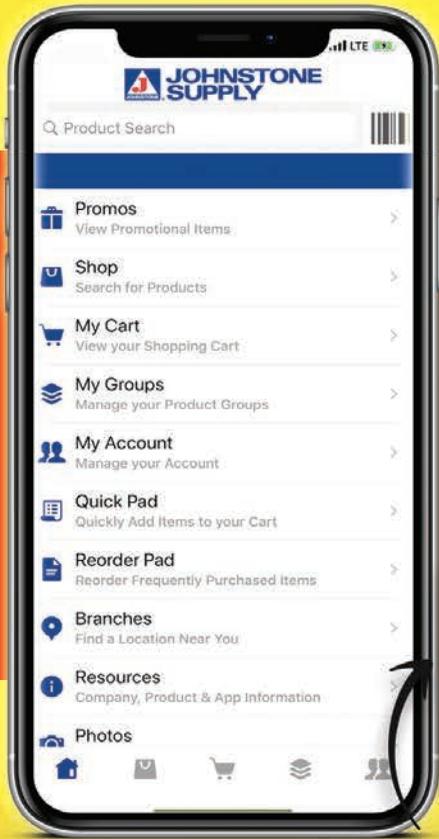


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2:00 General Session	10:30 Breakouts
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Johnson Supply Allied Commercial Road Show

Johnson Supply hosted a multi-day event in May and June to showcase their Allied Commercial equipment. The Road Show has been to 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.



Product News

Ritchie Introduces RealTorque™ Core Removal Tools

The RealTorque™ Core Removal Tool is Essential for Effectively Removing and Replacing HVAC/R System Schrader Cores.

Bloomington, Mn – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce their new RealTorque™ Core Removal Tools.

Removal of system Schrader cores can greatly increase the speed of recovery and evacuation. Once charging is complete, it is important that the system Schrader cores be properly tightened to prevent leaks. The RealTorque™ Core Removal Tool by YELLOW

JACKET® has an integrated torque mechanism that clicks as soon as the Schrader core has been tightened to the manufacturer recommended torque value of 3-5 in-lb. This provides assurance that the Schrader core is properly tightened on every job and minimizes the chances of leaks from this area of the system. For more information, please visit <https://yellowjacket.com/product/realtorque-core-removal-tools/>.

About YELLOW JACKET®

The YELLOW JACKET® brand name is synonymous with the highest quality and most

complete line of HVAC/R tools in the industry. The brand's roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1950. Since then, the company has been engineering, manufacturing, and continuously improving the YELLOW JACKET® hose while adding new products to its portfolio.

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Emerson Marks 100 Years of Air Conditioning and Refrigeration Innovation Through Its Copeland™ Technology

St. Louis – Emerson (NYSE: EMR) is celebrating this year as the 100th anniversary of its Copeland™ brand, a name that has become synonymous with leadership in the design and manufacture of energy efficient, reliable compressors to power air conditioning and refrigeration systems that are enhancing and protecting environments where people live and work. It's a milestone that Emerson will recognize over the next 12 months as the company continues to innovate advanced Copeland products to solve critical industry challenges.

Reinforcing its commitment to continue Copeland innovation and intense focus on solving critical customer problems, Emerson completed a multimillion-dollar expansion of its Copeland engineering facility in Sidney, Ohio. This investment created 110,000 square feet of new engineering lab space for product research, development and testing of the next

generation of compressors, electronics and other critical technologies for the global heating, ventilation, air conditioning and refrigeration (HVACR) industry. Much of the work in the Sidney labs focuses on innovative compressor technologies that enable more environmentally responsible refrigerants with lower global warming potential (GWP) to meet and exceed efficiency standards and regulations while empowering success in customer designs.

The Copeland brand traces its history to inventor Edmund Copeland, who founded a company in Detroit, Mich., in 1921 to transform the refrigeration industry with his unique inventions. When the business faced challenges during the Great Depression, its assets were sold and the operations were relocated to Sidney, Ohio in 1937. In Sidney, four of the company's enterprising young engineers envisioned the future of possibilities and purchased the business and its compressor patent. When

Emerson acquired Copeland in 1986, it continued to honor the spirit of enterprise and inventiveness embodied by the brand's early founder and champions.

Emerson made significant investments in the development of a new scroll compressor product Copeland was working on at the time of the acquisition and, in 1987, introduced the first scroll compressor sold under the Copeland brand. The success of the product helped revolutionize the air conditioning and refrigeration industries worldwide with highly efficient, reliable performance, leading to the introduction of a family of Copeland scroll compressors for applications ranging from residential and light commercial air conditioning to refrigeration systems for the food and healthcare industries and marine containers.

Emerson remains committed to the continuous innovation of the Copeland portfolio of products and related technologies, driving sustainable solutions

that improve efficiency, reduce emissions and conserve resources. In addition to Copeland scroll compressors, Emerson designs, manufactures and markets a full range of Copeland semi-hermetic and hermetic reciprocating compressors, as well as condensing units, for commercial refrigeration applications. Many Copeland products are also equipped with smart features to provide advanced monitoring and protection, diagnostics, power consumption measurements and communications capabilities.

From research and development, design and engineering, to advanced testing and manufacturing at innovation centers and plant locations across the globe, the Copeland brand is positioned to continue its path of inventiveness, meeting the unique needs of each regional market.

For more information about Copeland compressors, visit Emerson.com/Copeland or Emerson.com.

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Solar Supply Ray Dingler Memorial Golf Tournament

Solar Supply hosted the annual Ray Dingler Memorial Golf Tournament on Monday June 14 at the Gray Plantation Golf Course in Lake Charles Louisiana. The golf tournament is in honor of the late Ray Dingler, founder of Solar Supply, and benefits the golf teams at McNeese State University in Lake Charles.



Duane Butler named as National Sales Director of GREE VRF



Butler held previous leadership positions at Carrier Corporation where he last served as the Business Development Leader-Central Region for ductless and VRF products. Prior to that, he worked as an Area Sales Manager for Daikin and earlier in his career, ran his own full-service mechanical contracting business.

“It’s an honor to join such a dynamic organization,” adds Butler. “Tradewinds’ strong commitment to growth through a customer-first philosophy aligns with my core values and is what most excites me about joining the GREE team. Great service along with great products are a true recipe for success.”

Butler joins the Tradewinds Climate Systems’ ever-expanding team of top notch talent to build the GREE brand across The United States. GREE continues to grow as the preferred brand for contractors and distributors due to the products’ superb quality along with Tradewinds’ excellent service and support.

More information at www.greecomfort.com

Miami, Florida — Tradewinds Climate Systems, the exclusive distributor of GREE branded mini-splits in the U.S., announced the addition of Duane Butler as National Sales Director of GREE VRF products. Butler will oversee sales and go-to-market strategies for the GREE mini-VRF and VRF business in the U.S. market.

“We are extremely excited to have Duane join our team,” said Susanne Sanchez, VP of Sales & Marketing, Tradewinds Climate Systems. “His knowledge of the ductless and VRF business is extensive which brings tremendous value to us.”

Ritchie Engineering Company Hires Project Manager

Proven professional to lead YELLOW JACKET® Engineering New Product Projects.

Bloomington, Mn – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R and automotive professionals and manufacturer of YELLOW JACKET® products, announces the hiring of Anup Shetty as Project Manager.

Anup Shetty comes to Ritchie Engineering with a plethora of knowledge and experience. Along with his impressive education, Anup brings expertise in engineering, marketing, product management, sales and operations.

Anup served in the dual role of Project Manager and Product Manager for the Gas Detector product line for Det-Tronics, a provider of flame detection, gas detection, and hazard mitigation systems. The role included leading cross

functional teams for multiple new product development and process improvement projects from concept to completion, gathering market requirements, communicating with global stakeholders, identifying and mitigating risks, developing and executing project plans.

He began his career as a design engineer for Schaevitz Engineering, a supplier of linear and rotary sensors for industrial and military applications. His career includes roles of increasing responsibilities in systems engineering, marketing, product management, sales, and operations at companies such as Parker Hannifin, Eaton Hydraulics, Ecolab, and Thermo King.

Anup earned his Master of Business Administration (MBA)



from Case Western Reserve University, his Master of Science in Mechanical Engineering (MSME) from Kansas State University, and his Bachelor of Science in Mechanical Engineering (BSME) from Wichita State University. He is a Certified Project Management Professional (PMP) and a Certified Scrum Product Owner (CSPO).

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The spotlight



The ECCO Group™ announces the appointment of Ray Newstead as the Division Vice President of the Canadian Division of ECCO Sales and Distribution



HARDI is pleased to announce the addition of recent hire Dana Maguire for the Event Planner position



The ECCO Group™ announces the appointment of Glen Bolger as Vice President of Operations



Robert D. Smith was hired as the VP of Supply Chain for Mitsubishi Electric Trane HVAC US

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




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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 Releases Standard 62.1 User's Manual

Newly expanded for the 2019 edition

Atlanta – ASHRAE has released the 2019 edition of the Standard 62.1 User's Manual. The latest 62.1 User's Manual focuses on ASHRAE's primary ventilation standard, ANSI/ASHRAE Standard 62.1-2019.

The publication was created to be used alongside ANSI/ASHRAE Standard 62.1-2019 and explains how to apply the criteria set out by the standard, by providing examples, sample calculations, and best practices for professionals concerned with ventilation and indoor air quality in nonresidential buildings.

"The user's manual assists in the design, installation, and operation of buildings in accordance with Standard 62.1-2019," said Wayne Thomann, chair of Standard 62.1 Project Monitoring Subcommittee. "It is important to remember that Standard 62.1 is written to be code enforceable, and therefore contains only mandatory language, while the user's manual paraphrases and explains the requirements, making it a valuable resource for both the architects and engineers designing the building and those responsible for constructing, operating and maintaining the building. The user's manual facilitates compliance with the performance requirements defined in the standard."

The user's manual is intended to support building professionals, including architects, engineers, manufacturers, plan examiners, field inspectors, general and specialty contractors, and operation and maintenance personnel. The publication offers crucial supplement for professionals concerned with ventilation and indoor air quality.

During the 2021 ASHRAE Virtual Annual Conference, the ASHRAE Learning Institute's Global Training Center in Dubai will offer a 3-hour course titled, "Indoor Air Quality and ASHRAE Standard 62.1 MENA." This course will be held on Wednesday, June 30 from 6:00AM to 9:00AM EDT to accommodate participants in Europe, the Middle East, South Asia and Africa and other members across the globe.

Access to the course is included with conference registration.

To purchase the Standard 62.1 User's Manual, 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 Present Co-Organized World Refrigeration Day Webinars

Atlanta –ASHRAE will present two co-organized webinars to mark the observation of World Refrigeration Day 2021. World Refrigeration Day, June 26, is an international awareness day to celebrate applications of refrigeration technology and its impact on the quality of life.

"Refrigeration and cold chain technologies offer invaluable and often life-saving resources to our day-to-day lives," said 2020-21 ASHRAE President Charles E. Gullledge III, P.E. "ASHRAE is pleased to participate in this year's World Refrigeration Day activities, further highlighting our long-term commitment to advancing the science of refrigeration technology and its application for all."

Sixteen webinars describing career paths available to students and practitioners in the refrigeration, air-conditioning and heat pumps industry will take place during the week before and after World Refrigeration Day. Highlighting the day's 2021 campaign theme "Cooling Champions: Cool Careers for a Better World," the webinars will describe trends and opportunities in the technologies that deliver comfort, support the cold chain that provides food and life-saving vaccines, and stabilize the Earth's climate.

ASHRAE will present the following two co-organized webinars in advance of World Refrigeration Day:

Futuristic Career in Not-In-Kind Cooling Technologies

Thursday, June 24

1:00PM to 3:00PM EDT

Speakers: Yunho Hwang, Qian Suxin, Kim Jiyeob, Subramanyaravi Annapragada

Presented by ASHRAE and The International Institute of Refrigeration (IIR)

COVID-19 Vaccine Distribution Life-Saving Cold-Chain Careers

Friday, June 25

10:00AM to 11:00AM EDT

Speakers: Nawaz Kashif, Stefan Elbel, Chris Repice

Presented by ASHRAE

The objective of this year's theme is to inspire students and those early in their career path to join the more than 15 million people worldwide currently employed in the refrigeration sector.

"Partnering with organizations enables the refrigeration industry to reach out globally, with particular emphasis on developing countries, to expand the workforce that supports life-giving and society-dependent technologies," Steve Gill, 2021-22 chair of ASHRAE's Refrigeration Technology Committee for Comfort, Process, and Cold

Chain and World Refrigeration Day founder. "Opportunities within the industry abound for young people with a wide range of career aspirations. Advanced cooling technologies provide them with a profession that improves life in their communities and in the world as a whole."

Visit ashrae.org/refrigeration for World Refrigeration Day resources, as well as information and publications concerning refrigeration and refrigerants, such as standards, design guides and ASHRAE courses.

ASHRAE Participates in High Performance Buildings Coalition Congressional Event

Discussion examines innovative technologies for improving existing building stock

Atlanta – In recognition of High Performance Building Week, 2020-21 ASHRAE President Charles E. Gullledge III, P.E spoke on a panel titled Building Better: Congressional and Private Sector Efforts to Promote High Performance Buildings. The event was organized by High Performance Buildings Caucus Co-Chair Congressman Peter Welch (D-VT) and the High Performance Building Coalition, which is a comprised of more than 200 manufacturers, trade associations and other stakeholders who support policies and legislation that advance the next generation of buildings.

Joining Gullledge on the panel were chief executives from the International Code Council (ICC), the Green Building Initiative (GBI) and the International Association of Plumbing and Mechanical Officials (IAMPO). This was followed by a Q&A session moderated by Lakisha A. Woods, CAE, President and CEO of the National Institute of Building Sciences (NIBS).

In his remarks, Gullledge spoke from ASHRAE's current Society theme, "The ASHRAE Digital Lighthouse and Industry 4.0," which focuses on reimagining the building industry.

"With the technological transformation of how we design, build, and operate buildings, the lines within the built environment including energy and infrastructure are increasingly blurred," said Gullledge. "We must think about how existing buildings fit into this transformation. About half of the commercial buildings in the U.S. were constructed more than 35 years ago. Revitalizing these existing buildings represents Congress's single best opportunity for making a significant impact on sustainability, resiliency, and energy efficiency. ASHRAE is committed to working with Congress to provide resources and knowledge which continually drive the innovative and strategic improvements needed during this transformation of the built environment."

Gullledge highlighted the new ASHRAE Global Headquarters building to demonstrate how to transform older existing buildings into high-performance workplace environments in a cost-effective and practical way.

To learn more about the High Performance Building Coalition and other High Performance Building Week events, visit hpbbuildings.org.

CALENDAR OF EVENTS

Insko's July Events Schedule

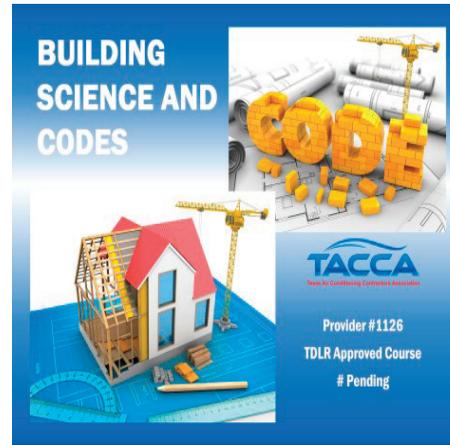
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Visit: Insko.com/academy to see the complete schedule of classes.

Tuesday, July 13th- Dehumidifier Sizing from 10AM - 11AM | FREE

Friday, July 16th- MyLinkDrive.com Mitsubishi Portal Training from 11AM - 12PM | FREE



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- Burleson—Aug 7
- Corpus—Sep 18
- Denton—Oct 2
- Harlingen—Oct 2
- Houston—Jul 17, Aug 14
- Hurst—Jul 10, Aug 14
- Lubbock—Sep 16
- San Antonio—Jul 10
- Waco—Jul 24, Nov 6
- Virtual Class—TBD

<p>In-person or Virtual TACCA Members \$159 \$0 Nonmembers \$159</p>
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July Meetings Preview Federated Insurance & Granite Re Inc.

**OK City; Wednesday July 7th 11:30am
Meridian Market 2037 S. Meridian**

Tulsa; Thursday July 8th 11:30am

**OK Joe's BBQ 61st & Sheridan
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HARDI Southwest Regional Conference

HARDI Southwest Region held their annual conference at La Cantera Resort June 13-15 in San Antonio TX. The 3 day conference included the annual business meeting, guest speakers, tailgate party and golf tournament. The conference sponsors were Global, Regal Beloit, Polymer Adhesives, Nu Calgon, Packard, Friedrich and TPG.



Mark Gunder and Larry Plocheck



HARDI CEO Talbot Gee



Alex Ayers HARDI Director of Government Affairs



Guest Speaker Doug Hanson



Construction Employment Declines in 40 States Between April and May as Soaring Material Costs, Supply-Chain Disruptions Impede Recovery

New York and Vermont Iowa Post Biggest Monthly Losses, While Florida and Oklahoma Top Gainers; Texas and Wyoming Have Worst Job Losses from the Pandemic, as Utah and Idaho Add the Most

Construction employment in May remained below the April level in 40 states and the District of Columbia, according to an analysis by the Associated General Contractors of America of government employment data released today. Association officials said skyrocketing materials prices and excessive delays in receiving key construction supplies were holding back the industry's recovery.

"Today's numbers show that impacts from the pandemic on demand for projects and on materials costs and the supply chain are weighing down construction in most parts of the country," said Ken Simonson, the association's chief economist. "In the few states where industry employment has topped the pre-pandemic levels of February 2020, most gains are likely attributable more to demand for homebuilding and remodeling than to most categories of nonresidential building and infrastructure projects."

From April to May, construction employment decreased in 40 states and D.C., increased in only eight states, and held steady in Maryland and Utah. The largest decline over the month occurred in New York, which lost 5,900 construction jobs or 1.6 percent, followed by Illinois (-5,600 jobs, -2.5 percent) and Pennsylvania (-3,300 jobs, -1.3 percent). The steepest percentage declines since April occurred in Vermont (-3.9 percent, -600 jobs), followed by Maine (-3.5 percent, -1,100 jobs) and Delaware (-3.0 percent, -300 jobs).

Florida added the most construction jobs between April and May (3,700 jobs, 0.6 percent), followed by Michigan (1,600 jobs, 0.9 percent) and Minnesota (1,200 jobs, 0.9 percent). Oklahoma had the largest percentage gain for the month (1.3 percent, 1,000 jobs), followed

by Minnesota and Michigan.

Employment declined from the pre-pandemic peak month of February 2020 in 42 states and D.C. Texas lost the most construction jobs over the period (-49,100 jobs or -6.3 percent), followed by New York (-45,200 jobs, -11.1 percent) and California (-30,800 jobs, -3.4%). Wyoming recorded the largest percentage loss (-15.3 percent, -3,500 jobs), followed by Louisiana (-15.1 percent, -20,700 jobs) and New York.

Among the eight states that added construction jobs since February 2020, the largest pickup occurred in Utah (5,000 jobs, 4.4 percent), followed by Idaho (3,400 jobs, 6.2 percent) and South Dakota (1,200 jobs, 5.0 percent). The largest percentage gain was in Idaho, followed by South Dakota and Utah.

Association officials noted that cost increases and extended lead times for producing many construction materials are exacerbating a slow recovery for construction. They urged the Biden administration to accelerate its timetable for reaching agreement with allies on removing tariffs on steel and aluminum, and to initiate talks to end tariffs on Canadian lumber.

"Federal officials can help get more construction workers employed by removing tariffs on essential construction materials such as lumber, steel and aluminum," said Stephen E. Sandherr, the association's chief executive officer. "These tariffs are causing unnecessary harm to construction workers and firms, as well as to the administration's goals of building more affordable housing and infrastructure."

TDLR Sting Operation

On June 7th thru June 10th, the Texas Department of Licensing & Regulation completed a STING OPERATION seeking out individuals in HVACR, electrical & handymen that were working unlicensed.

During the three and half day sting, TDLR and their investigators were able to catch 45 unlicensed electrical, air conditioning contractors and handymen who claimed to be performing these services.

We would also like to thank TDLR for all of their efforts in enforcing the State Licensing Laws! Your team has been very successful for many years.

Bearden Investments allowed the Texas Department of Licensing and Regulation, and the investigators to use their property for the operation. TACCA of Greater Houston would like to thank them for their generosity.

The sting was overseen by:

Haregeweyn Demoz, Supervisor

Enforcement Division

E.O. Thompson Building

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Austin, TX 78711

To REPORT unlicensed contractors call (713)248-6600 or email her at haregeweyn.demoz@tdlr.texas.gov.



The next meeting of the Texas Commission of Licensing and Regulation is scheduled for Tuesday, July 6, 2021 at 8:30 a.m. The meeting will be held via videoconference and will be viewable on TDLR's YouTube page. When the agenda and staff reports are available, they will be posted online.




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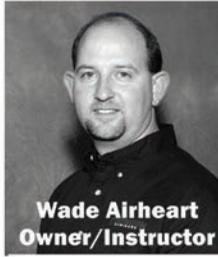
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CALENDAR OF EVENTS



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DATE	DAY	TIME	LOCATION	CLASS	CLASS CODE	Price
6-Jul	Tu	10:30am - 1:30pm	Alamo Downs	US Motors Products Counter Day	605-105	FREE
6-Jul	Tu	5:30pm - 7:30pm	Broadway	NATE EXAM PREP CLASS - CORE Part 1 of 3	605-124	\$225
7-Jul	W	8:00am - 4:30pm	Broadway	TDLR CE For License Renewal - Airflow Is Critical Test - Don't Guess	605-115	\$135
13-Jul	Tu	5:30pm - 7:30pm	Broadway	NATE EXAM PREP CLASS - CORE Part 2 of 3	605-124	Incl.
14-Jul	W	8:00am - 4:00pm	Broadway	ESCO EPA Review & Exam	605-101	\$175
14-Jul	W	1:30pm - 4:00pm	Broadway	ESCO EPA Exam Only	605-102	\$95
20-Jul	Tu	5:30pm - 7:30pm	Broadway	NATE EXAM PREP CLASS - CORE Part 3 of 3	605-124	Incl.
21-Jul	W	7:00am - 9:00am	Broadway	Goodman / Liberty ComfortBridge - 2 Stage AC-HP Troubleshooting	605-161	\$35
22-Jul	Th	7:00am - 9:00am	Broadway	Goodman / Liberty ComfortBridge - 2 Stage AC-Gas Heat Troubleshooting	605-160	\$35
27-Jul	Tu	4:00pm - 7:30pm	Broadway	NATE CORE EXAM	605-103	\$185
28-Jul	W	8:00am - 10:30am	Broadway	US Motors ECM Motors Training Class	605-105	FREE
<p>We recommend customers follow Covid-19 Safety Guidelines.</p> <p>Please <u>do not attend if you are sick, coughing, sneezing or running a fever.</u></p> <p>Classes are limited to 15 persons for your protection as well as other attendees & employees.</p> <p>WE RECOMMEND ALL ATTENDEES WEAR MASKS AT ALL TIMES DURING TRAINING.</p>						

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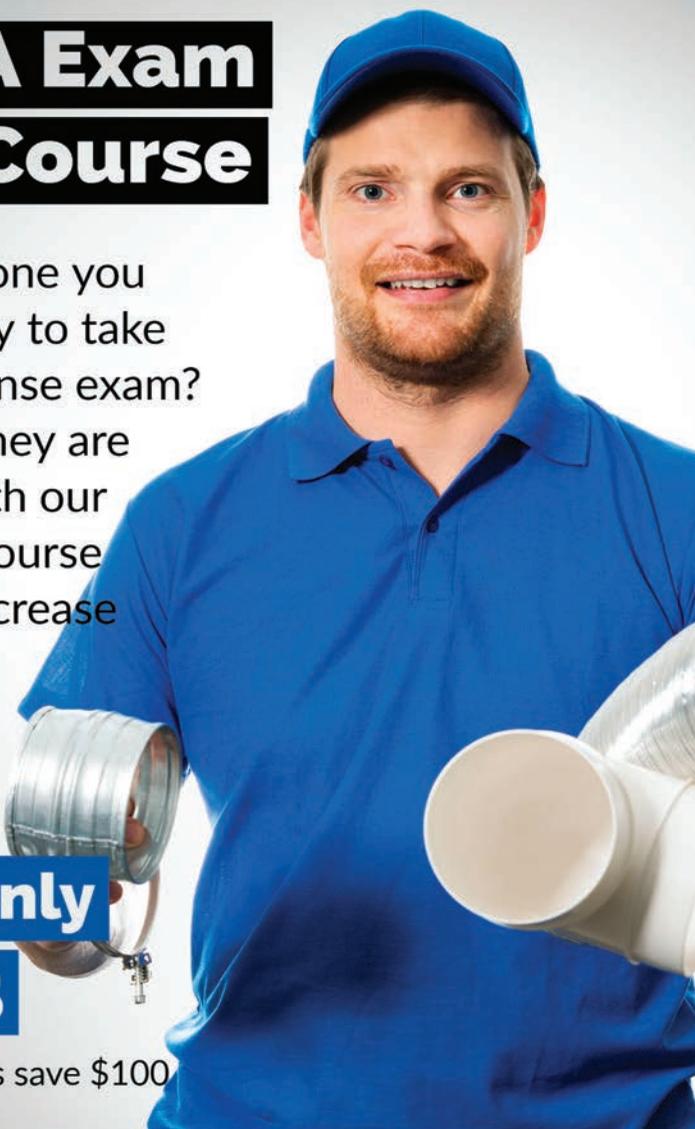


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Call for Presenters

HVAC Excellence has made available its Call for Presentations for the 2022 HVACR Education Conference (National HVACR Educators and Trainers Conference). You are invited to submit a presentation proposal that addresses important issues facing those training the incumbent and future HVACR workforce.

This hybrid event includes both in-person, face-to-face training, as well as online, remote training options. The live, in-person portion of

the conference runs from March 21-23, 2022 at the South Point Hotel in Las Vegas, Nevada. Once the in-person portion of the conference concludes, the event continues online, once conference participants return home, on the HVACR Learning Network.

Those interested in helping improve training in the HVACR industry, can submit presentation proposals for this hybrid event through August 15, 2021 at <https://www.escotesting.com/nhetc/presenters/>

AAON Announces Price Increase

Tulsa, Okla. -- AAON, Inc. (NASDAQ: AAON) today announced a price increase of 5% on all AAON HVAC equipment.

This price increase is a result of inflationary pressures. The price increase is effective September 1, 2021.

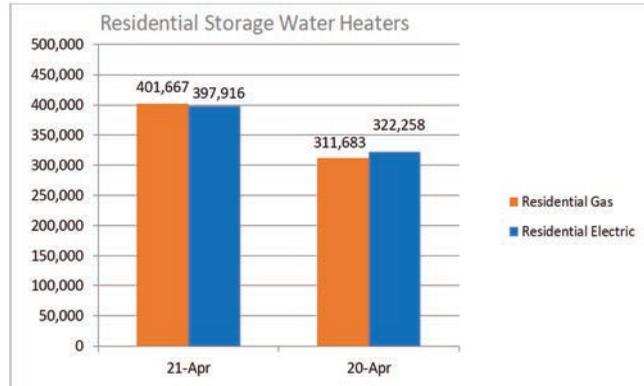
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AHRI Releases April 2021 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for April 2021 increased 28.9 percent, to 401,667 units, up from 311,683 units shipped in April 2020. Residential electric storage water heater shipments increased 23.5 percent in April 2021 to 397,916 units, up from 322,258 units shipped in April 2020.

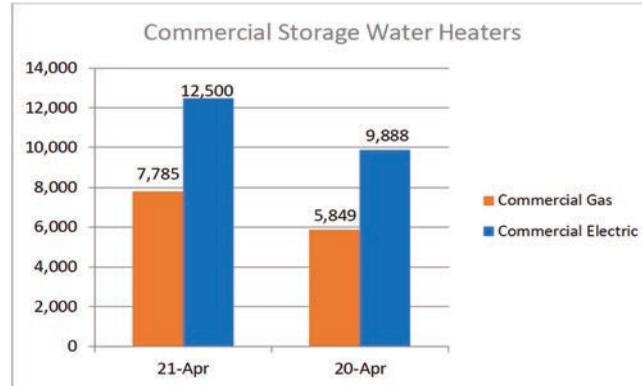


Year-to-date U.S. shipments of residential gas storage water heaters increased 10.7 percent, to 1,631,081 compared to 1,473,757 shipped during that same period in 2020. Residential electric storage water heater shipments increased 7.4 percent year-to-date, to 1,599,456 units, compared to 1,489,496 shipped during the same period in 2020.

Year-to-Date	Apr 21 YTD	Apr 20 YTD	%CHG.
Residential Storage Gas	1,631,081	1,473,757	+10.7
Residential Storage Electric	1,599,456	1,489,496	+7.4

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 33.1 percent in April 2021, to 7,785 units, up from 5,849 units shipped in April 2020. Commercial electric storage water heater shipments increased 26.4 percent in April 2021, to 12,500 units, up from 9,888 units shipped in April 2020.

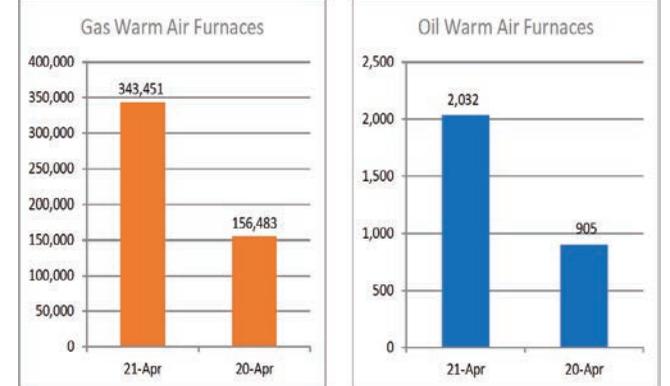


Year-to-date U.S. shipments of commercial gas storage water heaters increased 8.6 percent, to 31,165 units, compared with 28,703 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments increased 0.2 percent, to 49,359 units, up from 49,253 units shipped during the same period in 2020.

Year-to-Date	Apr 21 YTD	Apr 20 YTD	%CHG.
Commercial Storage Gas	31,165	28,703	+8.6
Commercial Storage Electric	49,359	49,253	+0.2

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for April 2021 increased 119.5 percent, to 343,451 units, up from 156,483 units shipped in April 2020. Oil warm air furnace shipments increased 124.5 percent, to 2,032 units in April 2021, up from 905 units shipped in April 2020.

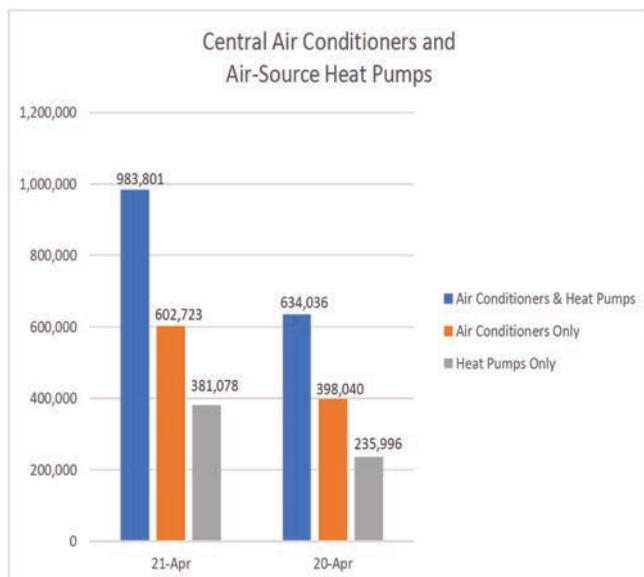


Year-to-date U.S. shipments of gas warm air furnaces increased 65.3 percent, to 1,375,187 units, compared with 831,733 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 48.3 percent, to 11,414 units, compared with 7,697 units shipped during the same period in 2020.

Year-to-Date	Apr 21 YTD	Apr 20 YTD	%CHG.
Gas Warm Air Furnaces	1,375,187	831,733	+65.3
Oil Warm Air Furnaces	11,414	7,697	+48.3

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 983,801 units in April 2021, up 55.2 percent from 634,036 units shipped in April 2020. U.S. shipments of air conditioners increased 51.4 percent, to 602,723 units, up from 398,040 units shipped in April 2020. U.S. shipments of air-source heat pumps increased 61.5 percent, to 381,078 units, up from 235,996 units shipped in April 2020.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 25 percent, to 3,232,530 units, up from 2,585,007 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 23.6 percent, to 1,951,245 units, up from 1,579,040 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 27.4 percent, to 1,281,285, up from 1,005,967 units shipped during the same period in 2020.

Year-to-Date	Apr 21 YTD	Apr 20 YTD	%CHG.
Air Conditioners & Heat Pumps Combined Total	3,232,530	2,585,007	+25.0
Air Conditioners Only	1,951,245	1,579,040	+23.6
Heat Pumps Only	1,281,285	1,005,967	+27.4

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

Size Description (000) BTUH	Month		YTD	
	Total	% Change from 2020	Total	% Change from 2020
Under 16.5	48,336	+144.6	151,442	+49.2
16.5-21.9	88,670	+65.6	310,201	+23.7
22-26.9	188,222	+58.3	643,887	+24.7
27-32.9	154,623	+51.2	501,103	+22.4
33-38.9	219,619	+59.0	685,664	+25.7
39-43.9	76,639	+41.2	245,023	+26.5
44-53.9	107,639	+40.0	353,998	+25.9
54-64.9	75,673	+40.3	258,448	+24.2
65-96.9	9,124	+81.7	30,558	+7.8
97-134.9	6,762	+55.3	22,414	+11.2
135-184.9	4,074	+38.6	13,532	-2.1
185-249.9	1,708	+16.5	6,092	-2.2
250-319.9	1,547	+19.2	5,780	+15.4
320-379.9	351	+41.5	1,185	+5.6
380-539.9	270	+4.2	1,116	-10.9
540-639.9	214	-24.6	770	-28.0
640-799.9	89	-21.2	424	-4.7
800.0-899.9	47	-44.7	165	-42.5
900.0-999.9	81	+3.8	270	-23.3
1,000.0-1,199.9	38	-32.1	114	-41.2
1,200.0 & Over	75	0.0	344	-5.5
TOTAL	983,801	+55.2	3,232,530	+25.0

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>.

- How do my colleagues subscribe to the report?**
Go to <http://www.ahrinet.org/statistics> and click on *Subscribe*.
- 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.
- Do you provide U.S. data by state?**
That data is not available publicly.
- Is historical data available in Excel?**
It is available monthly reflecting exactly the data presented in the monthly public release.
- Can I purchase additional industry data from AHRI?**
No, AHRI Statistics data are not for sale.
- 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.

Johnstone Supply - "South Padre Island Customer Rewards Getaway"

At the end of April the San Antonio, TX Petit Group of Johnstone Supply Stores hosted several of their customers during their "South Padre Island Rewards Getaway Trip". The 9 branch Petit Group of Johnstone Supply Stores enjoys offering its customers various travel and other reward incentive programs based on their new Customer Appreciation Program. During the South Padre Trip event, several Texas customers enjoyed great weather, group activities, dinners, fishing and other "out on the town" fun events.



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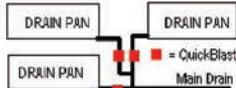
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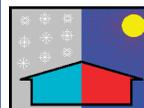
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