



Air Conditioning TODAY



AUGUST 2021 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 35, No 8

Johnson Supply Allied Commercial Road Show



Pictures on page B5.

TACCA Greater Houston Fishing Tournament



Story and pictures on page B8.

Rheem® Announces Intent to Acquire Friedrich Air Conditioning

Acquisition will expand residential and commercial single-room AC solutions

Atlanta – Rheem has announced its intent to acquire Friedrich Air Conditioning, a 138-year-old manufacturer of premium air conditioning products, from Monomoy Capital Partners.

Friedrich is a manufacturer of room air conditioning, dehumidification and air purification products for residential and commercial applications. It is a recognized industry leader in high-end air conditioning solutions designed for single-room use in hotels and multi-family buildings.

Founded in 1883, the company is based in San Antonio

with manufacturing in Monterrey, Mexico and distribution centers in Texas and New Jersey.

“Friedrich has steadily innovated its residential and commercial offerings and grown its market share,” said Mike Branson, President, Global Air at Rheem. “They will bring a unique air conditioning product portfolio along with specialized products to the Rheem family of brands. Friedrich’s product offerings, company history and industry expertise make this acquisition a perfect fit for Rheem. Together, we will harness the power of our talented workforce and enhance our ability to deliver reliable and

energy-efficient products that our customers and contracting partners expect.”

Upon the close of the acquisition—which is subject to additional regulatory approval—Friedrich will be a standalone business unit within the Rheem Global Air business.

About Rheem

Founded in 1925, Rheem® innovates new ways to deliver precise temperatures while saving energy, water and supporting a more sustainable future. Rheem is America’s #1 water-heating brand with products available in more than 80 countries. Paloma Co., Ltd.® of Nagoya, Japan,

acquired the iconic Rheem brand in 1988, and today the company’s portfolio of premium brands include Rheem®, Raypak®, Ruud®, Eemax®, Richmond®, Splendid®, Solahart® and EverHot™ as well as commercial refrigeration brands Russell®, Witt®, ColdZone® and Kramer®, which are part of the Heat Transfer Products Group (HTPG®) division.



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87th Legislature Abolishes Municipal Registration Fees for ACR Contractors

Texas HVAC/R contractors will no doubt be pleased to learn about House Bill 871, which was passed by the 87th Texas Legislature and signed into law by Governor Greg Abbott on June 4, 2021.

HB 871 explicitly prohibits municipalities from charging heating, ventilation, air conditioning, and refrigeration contractors a registration fee. It also explicitly states that building permit fees are not prohibited. The language in HB 871 mirrors the language in the electricians’ section of the Occupations Code which prohibits the registration fees being imposed on them.

Prior to the enactment of a statewide license for HVAC/R



contractors, each municipality issued its own license. After the statewide license went into effect, municipalities began charging contractors a registration fee to do business within the city limits, which replaced the cities’ revenue from the former license fee. In metropolitan areas, HVAC/R contractors report paying multiple municipal registration fees which can total thousands of dollars.

HB 871 was authored by

Representative Geanie Morrison of Victoria, Representative Gary Gates of Richmond, and

Representative Ryan Guillen of Rio Grande City. The Senate sponsor was Senator Lois Kolkhorst of Brenham. This new law is effective Sept. 1, 2021. To read HB 871, visit <https://capitol.texas.gov/tlodocs/87R/billtext/html/HB00871F.htm>

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2021 Women in HVACR 18th Annual Conference

Why Attend? We are a national organization of women throughout the HVACR industry. This event offers exceptional opportunities to grow your network and gain knowledge about the industry. Roundtable discussions provide real world “what works” discussions. Educational tracks provide business, sales, and technical application training. Keynote speakers deliver personal and professional growth opportunities focused on taking business to the next level.

Who attends: Field Technician, Contractors, Distributors, Suppliers, Service Providers, Manufacturers, Educators, Anyone and Everyone in our Industry!

Women in HVACR is a non-profit organization dedicated to encouraging and supporting career growth in the HVACR Industry. We are proud sponsors of women’s education through our scholarship program and our close association with trade schools.

Our success has been, in part, due to support we have received from the HVACR community but also the great value we bring to the individuals, and businesses they serve.

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www.womeninhvacr.org/breakingthesurface

Carrier Announces Price Increase on North America Residential, Light Commercial and Commercial Applied Products

Indianapolis — announced a price increase of up to 8% on North America residential, light commercial and commercial applied products effective September 1, 2021.

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Product News

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

• The YORK® HMH7 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® HMH7 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 HMH7 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 HMH7 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® HMH7 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® HMH7 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® HMH7 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



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Life of an Entrepreneur - Sunday Night Stress

For most of my career both in corporate and as a business owner, Sunday night was always tough. It didn't matter if it was a busy weekend or a quiet one, around 8 pm the Sunday night stress set in. I could feel myself getting wound up with the knowledge that Monday morning was just a few hours away. And as I thought about the week ahead, I could see the countless emails, innumerable voice mail messages, the new requests from clients, changing deadlines, and unexpected crises.

It was easy to feel completely overwhelmed. So, my solution was to work all weekend but the truth is that didn't help. The more I did, the more I felt I had to do, it became a vicious cycle, until I adjusted my Friday afternoons. The shift in my schedule helped me shift my mind set.

Ending Sunday night stress begins on Friday afternoon

Friday afternoon at the 'Peg is kind of quiet. After a busy week, most of the team is gone by 2 pm. It

helps that I tell clients we don't work on Fridays after 1:00 so there are no afternoon meetings, few phone calls or interruptions. This is my time to wind down and plan.

Organize: I have long been a devotee of the inbox zero strategy. So, I take some time to answer the last lingering emails in my inbox. With multiple email accounts including my personal, business, Roundpeg, administrative, and the Digital Toolbox it takes a while. But I respond, delegate, and move emails to my action required folder, so before I close my email there are no stray emails in my inbox. It won't stay that way for long, but I don't spend the weekend dreading a stack of unanswered emails waiting for me Monday morning.

I organize my desk, filing loose documents including business cards, receipts, and notes. I also scheduled our cleaning service to come in over the weekend, so if I completely clear my desktop, it is really clean on Monday morning. Being greeted by that clean surface and fresh smell is

something I look forward to as I walk in the door on Monday morning.

Friday afternoon is also my time to balance my checkbook, log mileage, and do miscellaneous bookkeeping. This gives me a chance to clean out my pockets and purse as well.

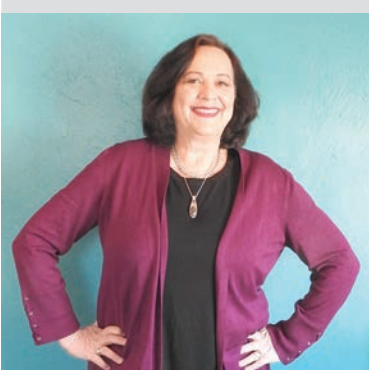
Skim and Summarize: I moved to a Rocket notebook about 18 months ago, so there is significantly less paper floating around. I use this time to consolidate my notes, erase pages I have completed and scan others, transfer information to project folders and teams, or send them to my cloud-based to do file. Then I can head into the new week with a really clean slate.

Review and Plan: Before I head out the door, I look over my action items. This is when I have to make tough choices. There are always too many items on my list, so I will pause and consider why something didn't get done. Maybe there wasn't time, or maybe I didn't make time. If I am not making time, maybe that task just isn't worth doing. If that is

the case, I cross it off my list.

If it is important and worth doing, I put an appointment on my calendar to work on it the following week or delegate it to someone else. Sometimes I have a great idea, but the timing just isn't right, so I will accept the fact that it isn't going to get done in the near future. I keep a notebook of ideas and plans and things I might get to someday. Writing it in my "someday notebook" gives me permission to take it off my to do list, allowing me to focus my immediate attention on a smaller list. And when things slow down, I will browse my notebook and move things back on to my to do list.

Plan My Weekend: I am a business owner, so there are always things to be done, but the Friday afternoon drill lets me divide the week. I still log on to my computer on the weekends, but it is for the more fun, creative projects such as writing or editing podcasts. And to make sure I don't sit at that computer all weekend, I use Friday afternoon to schedule walking time with friends



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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and outings with family.

The Result: I am able to manage my Sunday night stress and I can look forward to the week ahead. This summer I had several MTFW conversations about planning and stress relief. Here are two of my favorites. If my planning style doesn't work for you, maybe one of theirs will.



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It's On My Heart: Survey Says!

Just had a chance to preview a consumer survey we do every two years for our Alliance members. It showed some revealing things, some things that I knew, some I didn't. Over 4000 responses, all across the nation. Here are a couple of items that I was not sure of.

First, how does the consumer find us? Over 45% said they would check with a friend or co-worker to get a recommendation. Another 30% said they would use an internet search engine. Only 10% said they would use a tool like Yelp or Angie's list. Yellow Pages was down to 5%. Please don't shoot the messenger, I realize some markets still have a viable Yellow Pages package that works for them. But on a national level, only 5% use that tool.

If that is the case, you need to have a robust referral program, where you reward

your customers for purchasing from you. The customer needs to know it, as well as each employee. Make it something that is valuable, but not overly pricy. Many are using a maintenance agreement as a thank you for referring new customers. The great thing about maintenance agreements is that they don't cost nearly as much as the value they represent. If your maintenance agreement is priced at \$220, the cost is much less, but the benefits are much more. Much more effective than a dinner at a restaurant, which may or may not be a positive experience.

One the second item, an internet search engine, we must embrace this electronic era we are in. People are going to the internet more today than ever, they will only increase the use of that source of information in the future. So we have to have a presence, and excellent reviews. Work the review

process, let the techs know that part of their job is to request and receive great reviews. Quality Degree, one of our members in Pennsylvania, has a company slogan offering Five Star Service. And they mean it. According to their website, they have 1427 Google Reviews, with 4.9 out of 5 star average rating. Strong.

Get those reviews, if you don't have as many as you want, consider a service to help with collecting them. There are many that will send texts or emails to the customer upon completion of the call, "please rate us, it helps others make the same positive decision you did. Let everyone know if we did well with 5 stars. If you can't rate us with 5 stars please call, we will do everything in our power to make it a 5-star experience." There are many variations of that theme, cost is negligible, now that you know that is part of the decision process the

consumer is doing today.

Another survey answer that surprised me was: what were the biggest turnoffs from a service technician or installer coming into my home? Highest rated was poor grooming, 69% of those surveyed said that bothered them the most. Then came tobacco odor, 62%, followed by torn or frayed clothing, 46%, finally we see facial piercings at 40%. Here are some easy fixes. Get a set of barbershop clippers in the office. Offer to trim up the hair if a tech looks straggly. Make sure the hands and nails are clean. I realize they will get dirty along the way, but with some of the great solvents available today, no excuse for having dirty hands or nails. Get an extra set of uniforms for each tech, keep them in office, or they can keep them in the vans. Shoes shined, belt that fits, it is all noticed.

SEE HINSHAW PG.17



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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Coburn’s Rick McKinley Assumes New Role as Division Manager of Plumbing



Beaumont, Texas — Coburn Supply Company proudly announces the

promotion of long-time employee Rick McKinley to the role of Division Manager of Plumbing. Rick replaces Marty Kamerbeek, who will be moving into a new role as branch manager of the Houston location. After a near 30-year career at Coburn’s, Rick has been promoted to a new position as the division manager for plumbing, where he will support all

branches by managing vendor relations, inventory investments, and sales activities. “I’m eager to take on this new challenge,” Rick says, “because I can continue to work with customers while I venture into vendor relationship management. It’s the best of both worlds.” Patrick Maloney, Coburn’s president, echoes Rick’s sentiments. “We are fortunate to have such a

dedicated and knowledgeable employee stepping into this role,” he says. “With the materials supply shortage of 2020 and 2021, Rick’s expertise is needed to procure all of the items that were once in stock and are now on allocation. We’re confident that he can handle the challenge.” Rick will continue to work in Lufkin, where he lives with Becky, his wife of 22 years.

Product News

New GE Zoneline® Ultimate V10™ Introduces Breakthrough Innovation In VTAC Technology

Innovative VTAC design can save 60%1 on installation times versus other units in the marketplace

Louisville, KY – GE Appliances (GEA), a Haier company, announced a new Vertical Terminal Air Conditioner (VTAC) poised to reinvent the design of Single Packaged Vertical Units (SPVU). The GE Zoneline® Ultimate V10™ was designed in collaboration with hotel and residential property owners and architects to create a new way of installing the air conditioning chassis that makes installation 60% faster. With additional features like ultra-quiet cooling, onboard diagnostics and SmartHQ WiFi capabilities, the GE Zoneline Ultimate V10 is a low maintenance unit providing guest comfort and reliable performance.

“At GE Appliances, our goal is to design products that meet owners’ needs and create custom solutions for their environment,” said Kristi Saathoff, senior director of product management for GE Appliances. “The Zoneline UltimateV10 is designed, engineered and assembled in the U.S. This allowed us to integrate customer feedback into our design to eliminate the most common pain points for the category, shorten lead times for customers, and add connected and diagnostic capabilities. This product is exemplary of our commitment to design and engineer innovative HVAC products that fit the needs of the North American marketplace.”

The product, manufactured in Selmer, Tennessee, features a new chassis and platform design with industry-exclusive features and multiple patents

pending. GE Zoneline engineers collaborated with builders, property managers and architects to design the Insta-Platform™, an innovative platform that is paired with a quick-install plenum and a perfect fit chassis, making the Ultimate V10 the easiest-to-install system on the market today.

GE Zonelines are the industry’s quietest PTACs and GEA applied that knowledge to this product. The UltimateV10 is already the preferred VTAC for quiet performance and sound quality when tested against competitors. In testing, 91% of participants preferred the Ultimate V10 air conditioner for superior sound quality and quieter operation.2

Other features that optimize the guest and owner experience include onboard diagnostics that provide clear and fast diagnostics data. The units are also available with an optional WiFi module that integrates with GEA’s SmartHQ system allowing property managers to monitor multiple units remotely.

“I have used GE Zoneline products in my hotels for years, and GE Appliances has proven to be a reliable partner for SINA Hospitality,” said Ravi Patel, CEO of Sina Hospitality. “I am building a new Residence Inn property in Charleston, West Virginia and look forward to seeing this innovative product installed there. GE Appliances builds reliable products, and I am impressed with the features and quiet operation of this new VTAC. I look forward to our continued partnership.”



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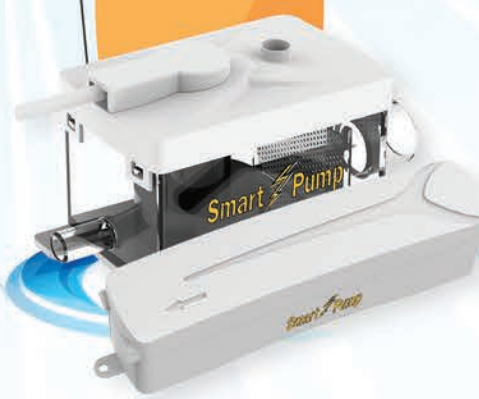
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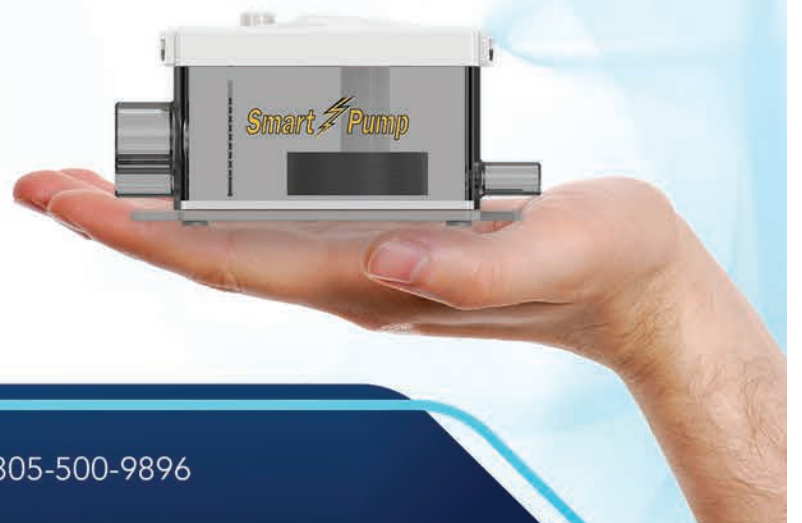
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Transtar A/C Supply, Inc. welcomes Isidoro ("Izzy") Ramos as the company's Territory Manager

Stafford, Texas – Mr. Ramos has a proven track record of creating and facilitating long term business relationships with both contractors and industry luminaries alike. Mr. Ramos's contractor focused attitude and positive personality are assets that well complement his vast industry experience.

"I am blessed to have been given the opportunity to join the close-knit Transtar A/C Supply family, and am excited to lend my years of broad experience in the greater Houston wholesale HVAC market! The family-owned, team environment, and contractor centered focus of Transtar is a great fit for me. I can't wait to put my years

of industry experience to work and expertly serve an ever-increasing audience of contractors and dealers as they do their jobs with Transtar's industry-leading parts, supplies, as well as



of industry experience to work and expertly serve an ever-increasing audience of contractors and dealers as they do their jobs with Transtar's industry-leading parts, supplies, as well as

team as our Territory Manager. As Transtar continues to grow, I am confident that Mr. Ramos's drive, experience, expertise, and professionalism are exactly what Transtar needs in order to not only grow as a company, but also better serve our contractors (both old and new) all across the Houston area." – Bryan Abraham, CEO & General Counsel, Transtar A/C Supply

For over 30 years, Transtar A/C Supply, Inc. has successfully become one of the leading wholesale distributors and exporters of air conditioning, heating and refrigeration equipment and parts in Texas. Transtar was started in a small single location in 1984. Since

then, Transtar has grown to 7 convenient Houston area locations with over 160,000 square feet of warehouse facilities while stocking over \$4 million in inventory. Transtar is committed to earning customer loyalty by offering the highest level of customer service along with the best air conditioning, heating and refrigeration equipment, parts and supplies available. Transtar believes in building relationships with our customers and stands behind its motto of "we have the parts and equipment to do the job!".

For more information about Transtar A/C Supply, please call 281-499-3377 or visit the company's web site at www.transtaracsupply.com.



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Regal Introduces Tiered Offering for Its Connected Products and Services Powered by Perceptiv™ intelligence

Broad range of capabilities eases customer use, addresses unique equipment monitoring needs in food, beverage, material handling, aggregate and heavy metals industries

Beloit, Wis— Regal Beloit Corporation (NYSE: RBC), a global leader in the engineering and manufacturing of high-efficiency electric motors and power transmission products, announced a new, easier way for users to procure its broad offering of Perceptiv sensors, software and services by bundling them into four tiered, easy-to-understand packages and introducing three service tiers. Now customers with varying degrees of asset monitoring needs will find it easier to match their requirements with Regal® internet of things (IoT) solutions.

Regal’s extensive IoT offering consists of four classes of connected products and sensors along with three analysis and reporting service packages. These offerings can be customized to meet a wide range of customer needs in almost any industry, including food, beverage, material handling, aggregate and heavy metals. The four classes of connected products and sensors include entry-level asset management services for companies in the early stages of IoT implementation, as well as highly engineered products and services to monitor mission-critical equipment.

- **Asset Management Class:** For those in the early stages of IoT implementation; includes the recently launched Regal Tag-It™ program powered by Perceptiv intelligence.
- **Sentry Class:** A basic offering with several wireless vibration and temperature sensors, with a patented sensor designed to fit into a bearing Zerk fitting, which delivers visual indications of high temperature.
- **Pro Class:** Includes wireless vibration, temperature and electrical current sensors that provide higher-resolution data and early indicators of equipment degradation.
- **Expert Class:** Includes highly engineered sensors to measure early failure indicators in rotating machinery such as transient torque, bearing loads, lubrication quality, energy efficiency and infrared thermography. These tools were developed based on the Perceptiv intelligence team’s decades of experience in solving complex machinery problems, which gives users a solution that fits their needs and is tailored to their equipment. This class also includes Perceptiv wireless condition monitoring and the System Plast® iCOF® condition monitoring device, which were both introduced last year.


Users will also gain access to the knowledge and application expertise of Regal’s Perceptiv Connected Services team for complete turnkey support. In addition to the variety of wired and wireless sensors available, customers can now utilize three analysis and reporting services:

- **Basic:** Includes time-trend analysis, state-based alerts and a user-friendly dashboard.
- **Standard:** Includes time-trend analysis, condition-based alerts, a user-friendly dashboard, remote technical support and quarterly reports generated by an analysis expert.
- **Premium:** Includes artificial intelligence (AI) for advanced and automated diagnostics, time-trend analysis, condition-based alerts, a user-friendly dashboard, remote technical support and monthly reports generated by an analysis expert.

“Plant assets vary in complexity and criticality, requiring a multi-tiered strategy to monitor them,” said Dan Phillips, technical director, Perceptiv Connected Services at Regal. “With this array of connected products and sensor technology and the Perceptiv team’s application experience, Regal is uniquely qualified to partner with customers and help them to operate their equipment more reliably, while also helping to increase their profitability.”

“The Perceptiv ecosystem of hardware, software and human-ware is setting a new standard for industrial monitoring,” he continued. “Proactive maintenance, rather than reactive, should be the new normal, with information as the guide to streamlining processes, including part stocking, repair scheduling and labor planning. This can be done on-premises or through cloud computing. We recognize that in addition to the varying levels of asset criticality, there are different requirements for the aggregation and analysis of equipment data. This is why it was essential for us to launch these tiered packages. We’ve created a structure to simplify the variety of products, services and capabilities to make it easier for our customers to match their needs with our solutions. As such, we’re able to provide secure on-premises or cloud computing solutions and have flexible options to integrate with many existing systems. Modular and flexible solutions are paramount, as we serve a variety of industries.”

For more information on Regal’s IoT suite of products, visit www.regalbeloit.com/brands/perceptiv.




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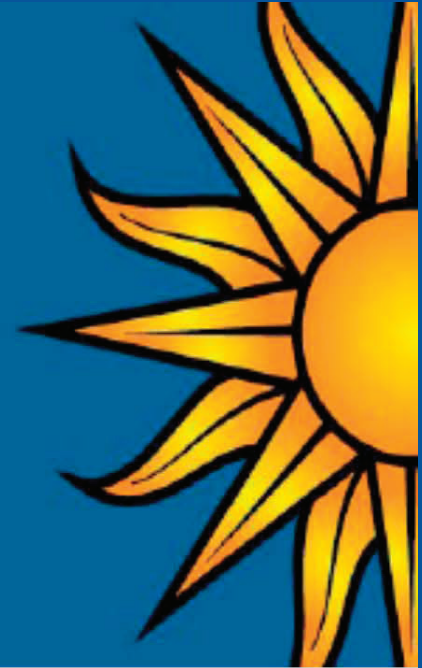


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WaterFurnace Announces a New Territory Manager to Service Texas and Louisiana



WaterFurnace International is pleased to announce David Tywater has accepted the position

of Territory Manager for their South Region which encompasses Texas and Louisiana. David will provide support and promote sales, awareness and distribution of the company's WaterFurnace and Geostar equipment offerings. David brings a wealth of HVAC and refrigeration knowledge with him from numerous years in the downstream distribution sector of the HVACR industry.

"I am very excited to be a part of WaterFurnace International and the exploding geothermal heating and cooling market." David Tywater

said. ***"These are exciting times in the advancement of geothermal proprietary technology and it's making it easier than ever for us to outperform conventional heating and cooling systems in every way and I'm thrilled to be a part of it."***

About WaterFurnace International

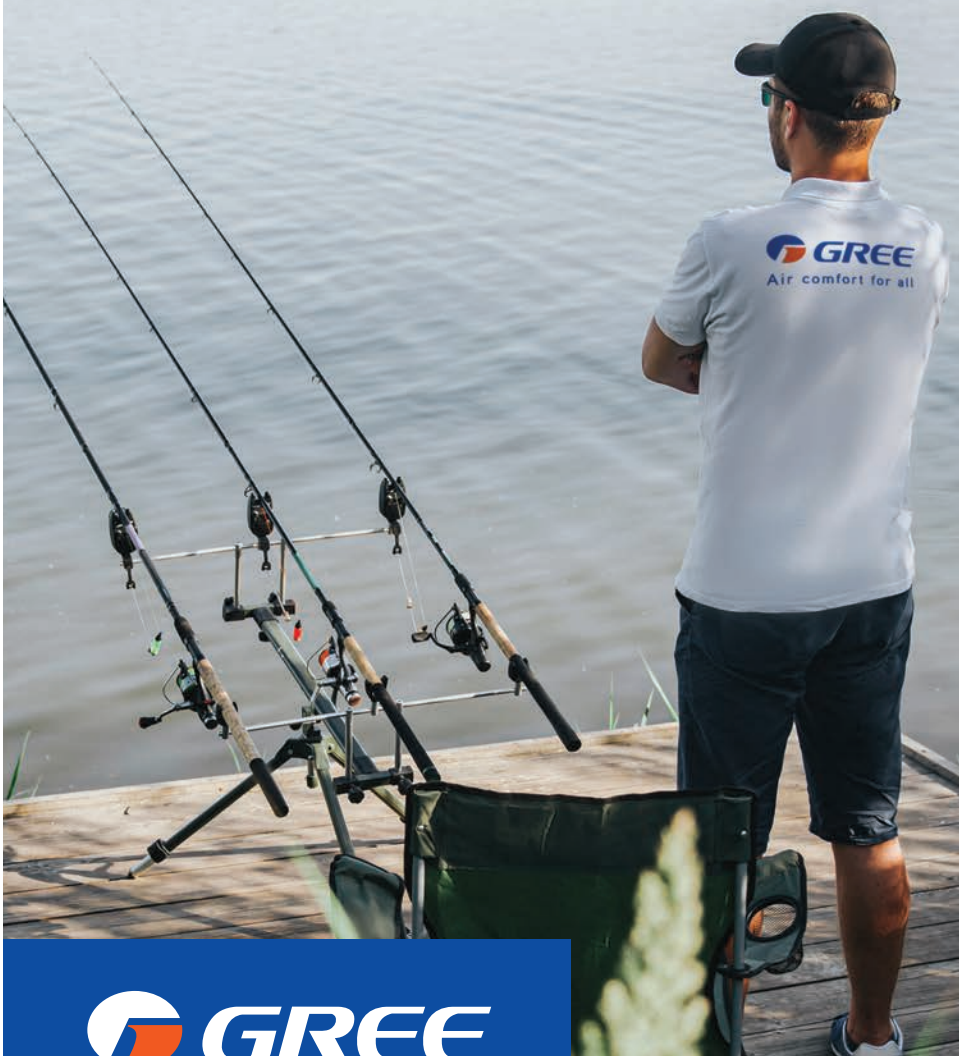
Waterfurnace International, headquartered in Fort Wayne Indiana, has been producing industry firsts since its humble beginning in 1983. The company has stood by its

slogan "We believe our purpose is to transform the way society uses energy, protect resources for future generations, and give people the freedom to focus on life" and it can be seen in action at their 11,000 sq-ft U.S. headquarters and manufacturing complex where they draw upon free geothermal energy stored in a nearby lake to heat and cool their entire complex. WaterFurnace not only manufactures equipment their advocacy for geothermal was instrumental in pushing legislation through on capitol hill that ultimately

lead to Geothermal being added to the US department of energy's list of renewable energy sources in 2020. David Tywater summed it all up in a single phrase, ***"Waterfurnace is a great company doing great things for the benefit of all."***

For more information on Waterfurnace and their products look them up on the web at www.Waterfurnace.com or www.Geostar-geo.com or to find out more about being a dealer or distributor contact David at 877-700-7202 ext. 2731

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What we have to realize is that we are on stage every minute of the day. Someone is watching everything we do, listening to everything we say. You are driving a billboard all around town. Your employees need to be aware that they are the company when they are in the customers' homes, and when driving from job to job. Their actions can get them on channel 5 news tonight, we pray in a positive way.

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Samsung SmartThings Introduces SmartThings Energy: A new way to reduce energy bills and increase sustainability

The new, first-of-its-kind solution gives consumers another reason to invest in IoT, and empowers existing users to make smarter, greener decisions with real-time data that monitors energy usage patterns and lowers energy bills

Samsung SmartThings, the premier technology enabling connected living, has announced the release of SmartThings Energy, a new service within its app that allows consumers to take control of their energy consumption with monitoring, target-setting, and notifications of their Samsung appliances and Samsung HVAC systems. By improving consumers' household energy IQ, SmartThings Energy has the power to reduce monthly energy bills and contribute to a lower carbon footprint.

Energy efficiency has become one of the most sought after smart home features. SmartThings Energy, which supports Samsung home appliances and Samsung HVAC systems, delivers on this need by offering users a real-time view of actual energy consumption data, analysis

and cost estimates, allowing homeowners to monitor their usage and control costs. SmartThings Energy is the latest addition to the family of SmartThings services, joining SmartThings Cooking and SmartThings Clothing Care, which debuted earlier this year.

"People are spending more time at home and using their appliances more frequently, driving a need for larger capacity and better energy efficiency," said Chanwoo Park, Vice President and Head of IoT Business group at Samsung Electronics. "Our consumers want to be part of building a better, more eco-friendly tomorrow, and we are proud to help them achieve that vision by offering a more energy-efficient smart home experience."

For years, Samsung has offered ENERGY STAR

certified appliances and HVAC systems that are efficient and provide energy-saving benefits. Earlier this year, Samsung was presented with the rare ENERGY STAR Corporate Commitment Award for its longstanding commitment to demonstrating leadership and partnership with ENERGY STAR.

Now, SmartThings Energy is taking those efforts a step further by empowering consumers to view and control their energy usage and take actions that generate economic and environmental savings. SmartThings Energy is unique because it offers the most comprehensive real-time energy consumption data on the market and addresses challenges related to major energy consuming appliances like air conditioners and home appliances, head-on.

Through the new SmartThings Energy service, users can easily switch between viewing all their devices together and viewing individual device consumption and cost estimates. In addition to the customizable homepage, users can:

Monitor the energy usage of home appliances. Users can check their electricity and water usage from a single device or aggregated usage from multiple compatible devices. They can also view their consumption data in comparison to target goals and see how much energy they are using compared to the previous month.

Discover consumption data. User-friendly charts allow users to understand how much energy each of their devices is consuming. In addition, users will receive energy saving tips based on the devices that

are connected. For example, do not overpack your fridge because air needs to circulate for efficient cooling.


Save energy through notifications that alert users when they are using too much energy at a given time. For instance, the interface sends alerts when a device is left on while users are away from the home and when they are using more energy than their monthly target.


"We hope to build a suite of new advanced features to generate more savings for SmartThings users," said Park. "By combining the analytical features of SmartThings Energy with Samsung energy-efficient products, we are changing the game for consumers and empowering them to make smarter decisions about their energy consumption."

SmartThings Energy is the

latest innovation that represents the company's commitment to a more sustainable future. Earlier this year, Samsung announced an expansion of its Galaxy Upcycling Program with Galaxy Upcycling at Home, which enabled consumers to repurpose Galaxy smartphones into smart home devices.

Samsung Electronics strives to incorporate environmental sustainability into everything it does, with products thoughtfully designed to minimize environmental impact during their entire lifecycle. Through tangible solutions like power-efficient semiconductor chips, sustainable packaging, energy-saving technology, and the ability to upcycle old devices, the company is empowering consumers to conserve resources and reduce their environmental footprint.


CONSTRUCTION DATA



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Why Ain't There Any Profit?

Each year, I review the statistics on the HVAC trade in America and each year I see the same basic data. To be sure, from year to year, the numbers change—but only a little. Over the last 30 years, I have not seen so much as a 10% swing up or down from the performance benchmarks of our trade, and that bothers me.

You see, for decades, the net profit after taxes in this trade has run under 3%. For all the hard work contractors put in, to only keep 3% of what they bill out doesn't seem fair, does it?

The math is simple—and ruthless. Profit is what is left after overhead and costs are subtracted from sales. In my consulting practice, I find that most

dealers have pared about as much overhead as they can. (To be sure, there is some waste here and there, but it is often not enough to make a big difference to the bottom line.) They have also gotten their costs down about as low as they can (to the grief of many manufacturers).

So why is there so little profit? One of two reasons—the sales are too small to begin with, or the control of direct labor is a shambles. I'll return to the labor control in a later column. For this column, I want to focus on the stunted sales too many contractors put on the books.

When I speak about sales being too small, I am not speaking about the quantity of jobs a contractor does, but rather the size of

the contracts on those jobs. Too many contractors end up selling their work and material too cheaply—way too cheaply. This can be due to fear of losing a job (a lot of contractors I have worked with are paralyzed by this fear). But it is usually the result of ignorance about job pricing. I am not being cruel when I speak of ignorance, because ignorance simply means one doesn't know how. There is nothing wrong with that, but once you learn how, if you go back to your old habits, then you deserve the moniker—Stupid—because then you aren't ignorant anymore!

I have taught job pricing in hundreds of workshops to thousands of contractors, and when I toss out a job

to bid, only about 4% get it right the first time. (By the end of the workshop, all of them get it right.)

Here's a case in point. Suppose you have a job to bid and that the materials (equipment, piping, wiring, ductwork, and so on) comes to \$3,478. Suppose also that you estimate labor to take 4 man-days at a cost of \$250 per man-day (that's about equal to about \$21 an hour plus bennies). You want 10% net profit on this job, and your accountant tells you that your overhead (which does NOT go on the job estimate as a line item) runs, on average, 24% of sales. How much should you bid this job (not getting into the messes taxes can cause)?

Some people would solve it this way:

Materials = \$3,478.

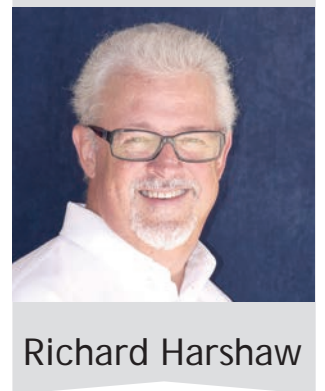
+ Labor = \$1,000.

Total costs = \$4,478.

Multiply that by 34% (24% overhead plus 10% net profit) to get \$1,523. Added to the costs, bid the job at \$6,001.

Clever, but wrong. Others would take the \$4,478 in costs and multiply by 24% (giving \$1,075). Adding to the costs, they get \$5,553. They would then multiply THAT by 10% (to get \$555) and then add it to the subtotal to get a bid of \$6,108.

Also clever, but also wrong. The right answer is \$6,784, but it doesn't matter because the job would probably go for \$5,078 because some idiot bid just



Richard Harshaw

enough to cover his costs and make \$600 "profit."

If you'd like to discuss job pricing in more detail with me, drop a note to Mr. Lackey (the publisher at llackey@ac-today.com) and he will forward your note to me. I will try to respond to your question specifically, and if I get a number of similar notes, I'll write an article to cover it.

Until next month, sell your socks off! But do so at the RIGHT PRICE. Otherwise, you'll just be barefoot, and winter is coming...

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Product News

Emerson Introduces the White-Rodgers All-Spark Universal Ignition Module that Replaces More Than 800 SKUs

New universal product helps streamline contractor inventory, speed up installation time

St. Louis - Emerson (NYSE: EMR) announced it has launched its universal White-Rodgers™ All-Spark™ universal ignition module, which replaces more than 800 24V intermittent pilot (IP) and direct spark ignition (DSI) part numbers in the HVAC market while offering faster installation time. The universal control also features near-field communication (NFC) capability, simplifying configuration and diagnostics through the White-Rodgers Connect mobile app.

Through NFC, the All-Spark control communicates with the White-Rodgers Connect mobile app for quick and accurate HVAC configuration and diagnostics. Configuration can be completed through NFC without power applied to the control, which allows contractors to configure from the comfort of a service truck and even prior to installation. Through the app, users can access diagnostics that offer fault codes and easy troubleshooting, system status, and links to installation resources and product literature for quick reference.

“The demand on contractors to get more done in a day has never been higher, especially given the shortage of technicians in the skilled trades fields,” said Craig Rossman, president, White-Rodgers for Emerson. “With the right replacement part always on the truck, and the ability to configure and troubleshoot all through a tap of the finger, this universal control helps reduce unnecessary truck rolls and increase productivity while also enabling increased efficiency in the field with a faster and easier install.”

A digital LED display allows for advanced on-board configuration and easy to read error codes. And with both rajah and spade spark terminals on board, there is no need for an external adapter.



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New Miami-Dade Approved Louver from Ruskin® Boasts 53% Free Area

The EME3625MD is AMCA 540 and 550 listed for wind-driven rain resistance

Grandview, MO – The EME3625MD – a new, 3-inch-deep, stationary Ruskin® louver approved by Miami-Dade for its wind-driven rain resistance – is designed for structures in high-velocity hurricane zones that require louvers with basic impact protection. Mechanically fastened to add to its strength, the vertical louver also offers improved air and water performance over Ruskin’s previous Miami-Dade approved model, the EME3625DFLMD, and is AMCA 540 (Missile D) and 550 listed.

“We designed the EME3625MD for customers planning facilities that must resist extreme weather, and that includes developing this louver with 53% free area and low pressure drop to reduce water penetration,” said Joe Rockhold, louver product manager, Ruskin. “To boost its durability in coastal regions, the EME3625MD is constructed from extruded aluminum – offering a high resistance to corrosion and requiring only minimal maintenance after installation.”

Airfoil blades on the EME3625MD are

vertically mounted and spaced at approximately 0.75 inches, center to center, to further ensure excellent water performance. The EME3625MD is available in sizes as small as 12-by-12 inches up to a 96-inch-tall louver with unlimited width. A full suite of manufactured options, including a variety of bird screens and numerous installation options (CMU, concrete, steel, aluminum and wood), are also available.

Additional features of the EME3625MD include:

- 20-year finish warranty
- 5-year product warranty
- Approved for applications with design pressure of +/- 120 PSF (5.75 kPa)
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With its improved performance capabilities, the release of the new EME3625MD will phase out the EME3625DFLMD in the near future.

For more information about Ruskin, visit www.ruskin.com.

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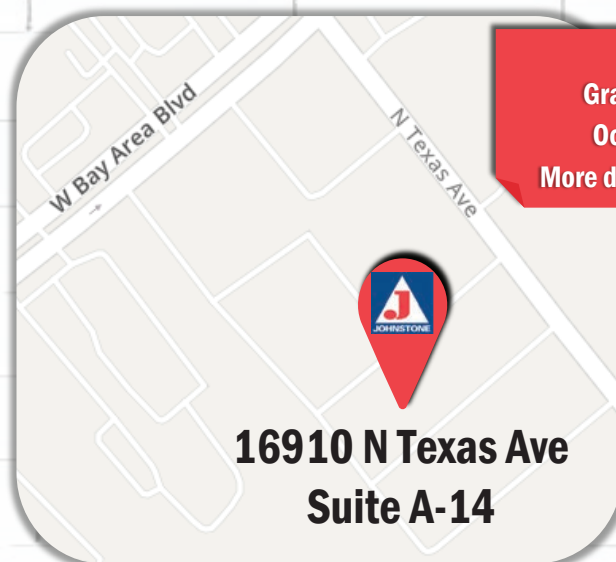
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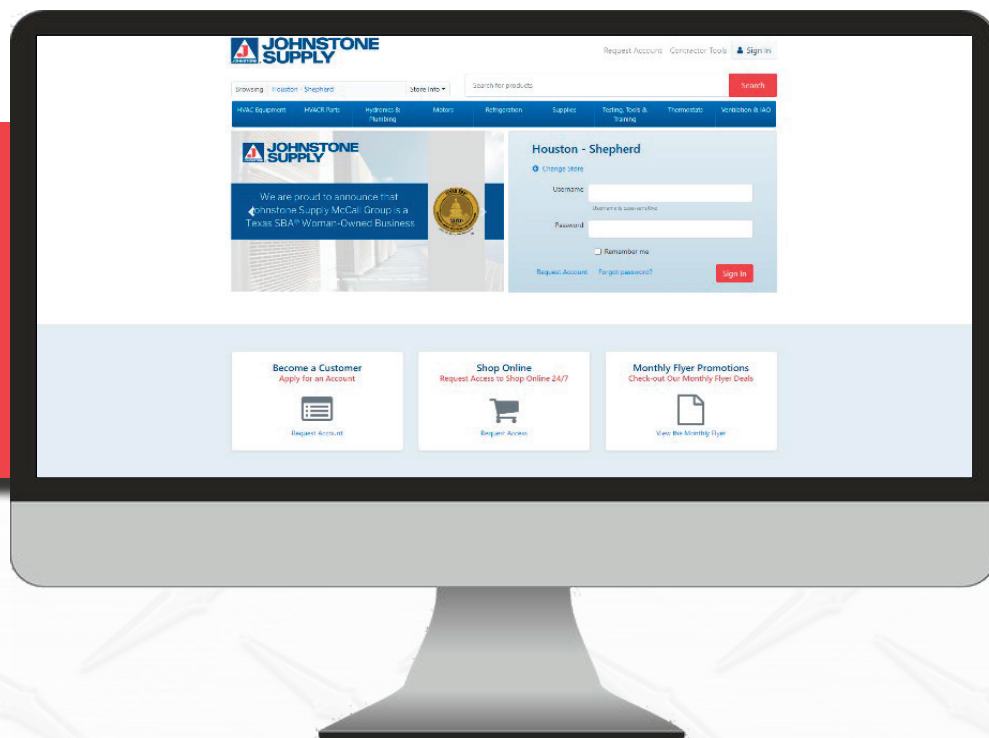




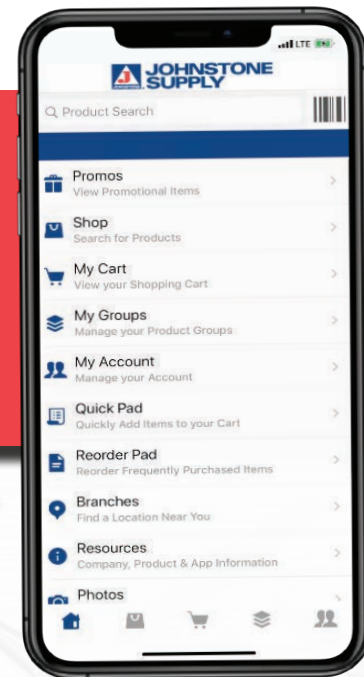
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The Road Show has been to 24 branches in several cities. The contractor/dealers have been able to see first-hand the equipment.

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ASHRAE Introduces 2021-22 President, Officers and Directors

Atlanta – ASHRAE is pleased to introduce its 2021-22 Society president, executive committee officers and directors.

ASHRAE's 2021-22 president is Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. During his inaugural presidential address, Schwedler announced the new Society theme will be ***“Personal Growth. Global Impact. Feed the Roots.”*** The theme explores ASHRAE's expansive root system from the Society's founding, through its extraordinary global growth and impact to the built environment. Three sets of roots were established to help members grow – member-to-member connections, grassroots chapters and regions, and technology.

“This Society Year, we will examine how ASHRAE cultivates its deep, widespread, and strong roots to collectively provide global benefits today as well as for future generations,” said Schwedler. “Most importantly, we ask for your active participation in helping someone else grow.”

Schwedler is an Applications Engineer at Trane in La Crosse, Wisconsin.

Elected officers who will serve one-year terms are as follows:

- President-Elect: ***Farooq Mehboob, P.E., Fellow Life Member ASHRAE***, Principal Consultant, S. Mehboob & Company Consulting Engineers, Karachi, Pakistan.
- Treasurer: ***Ginger Scoggins, P.E., Fellow ASHRAE***, Principal, Engineered Designs Inc., Cary, North Carolina.
- Vice President: ***Don Brandt, CEM, Life Member ASHRAE***, Instructor, Phoenix, Arizona
- Vice President: ***Dunstan Macauley III, Member ASHRAE***, Director of Mechanical Engineering, Setty & Associates, Rockdale, Maryland.
- Vice President: ***Sarah Maston P.E., BCxP, Member ASHRAE***, President, Green Footprints Commissioning, Inc.,

Hudson, Massachusetts.

- Vice President: ***Tim McGinn, P.Eng., HBDP, Member ASHRAE***, Principal, McGinn Technical Services, Calgary, Alberta, Canada.

ASHRAE introduced its newest Directors and Regional Chairs who will serve three-year terms from 2021–24:

- Region I Director and Regional Chair: ***Steven Sill***, Plant Superintendent, New York State Department OPWDD, Sterling, New York.
- Region II Director and Regional Chair: ***Ronald Gagnon***, President, Concept-R, Sorel-Tracy Quebec City, Canada.
- Region III Director and Regional Chair: ***Mark Tome***, P.E., Development Engineer, Sitologiq, Harrisburg, Pennsylvania.
- Region XI Director and Regional Chair: ***N. Eileen Jensen***, P.E., Mechanical Engineer, Bonneville Power Administration, Vancouver, Washington.
- Region-at-Large Director and Regional Chair: ***Richie Mittal***, Managing Director, Overdrive Engineering Pvt. Ltd., New Delhi, India.

ASHRAE also introduced its newest Directors-at-Large (DALs):

- ***Dru Crawley***, Fellow/Director, Building Performance Research, Bentley Systems Inc., Washington, D.C.
- ***Art Giesler***, Director of Technical Sales, PermaAlert ESP, Colleyville, Texas.
- ***Kishor Khankari***, Ph.D., President, AnSight LLC., Ann Arbor, Michigan
- ***Heather Platt Gullledge***, P.E., Senior Project Manager, Dewberry, Summerfield, North Carolina. (Alternate Director-at-Large)

ASHRAE Wraps Up Successful 2021 Virtual Annual Conference New Society Theme Introduced. Anticipation Growing for In-Person 2022 Winter Conference, Expo.

Atlanta – ASHRAE hosted its 2021 Virtual Annual Conference June 28-30, which saw 970 virtual global registrants, exploring topics related to critical environments, building operation and maintenance, and plant and animal environments.

The conference featured over 100 live and on-demand sessions with updates from Society leaders and virtual networking events. Top sessions included ***Fundamentals of Climate Change (Seminar 1)***, ***Keynote: The COVID-19 Pandemic and Built Environment: Update on ASHRAE's Response*** and the ***Meeting of the Members***.

Other highly attended sessions included topics on IAQ, energy efficiency and ASHRAE standards.

“The 2021 ASHRAE Virtual Annual Conference brought our community of industry professionals together for a full slate of highly relevant and valuable content,” said 2021-22 ASHRAE President Mick Schwedler P.E., Fellow ASHRAE, LEED AP. “The conference provided an opportunity to learn, share, and explore new ways to translate research and knowledge into built environment solutions that impact

everyone. We are truly fortunate to be a part of this strong community that supports each other to accomplish great things. It is the power of this community that will propel us to future successes.”

Day one included a final State of the Society and farewell address from 2020-21 ASHRAE President Charles E. Gullledge III, P.E., as well as a Secretary's Report from ASHRAE Executive Vice President and Society Secretary Jeff Littleton.

“Plans for the January 2022 ASHRAE Winter Conference and AHR Expo in Las Vegas are well underway and if you have any doubts about whether the industry is ready to reconvene in January, let me share some facts with you,” said Littleton. “Fully 90% of the 498,000 net sq ft of AHR Expo exhibit space available in Las Vegas is already sold. That's 1,200 exhibiting companies already under contract. We may have had to cancel the show and the face-to-face Winter Conference this past January, but we are headed back to Las Vegas with a vengeance. Put it on your calendar today – Jan. 29th to Feb. 2nd. We'll see you in Las Vegas.”

In response to the COVID-19 pandemic, ASHRAE's Epidemic Task Force (ETF) presented an update on their global headlining work to share guidance on minimizing the airborne transmission of SARS-CoV-2. The keynote titled “The COVID-19 Pandemic and Built Environment: Update on ASHRAE's Response,” included a brief history and status of the ETF, as well as a higher-level discussion on non-HVAC issues such as vaccines, data, transmission routes and reopening.

ASHRAE's Task Force on Building Decarbonization also gave an update on their progress during the conference. The task force was formed to develop technical resources and provide guidance in mitigating the negative impact of buildings on the environment and to the inhabitants of our planet.

Retiring board members were honored for their service and a virtual installation ceremony was held for the 2021-22 Board of Directors and officers.

On the final day of the conference, President Schwedler gave his address on the Society theme for the coming year, ***“Personal Growth. Global Impact. Feed the Roots.”***

“We each are involved in ASHRAE for different reasons and volunteer in our chosen ways,” said Schwedler. “We do it because we grow – professionally and personally – and help others do the same. We do it because that global impact serves the world's, as well as our personal, future generations. All this occurs because we are true to our deep, widespread and strong technical roots, grassroots and personal roots.”

His presidential address manuscript, presentation and video can be found at ashrae.org/president.

Industry and Society accomplishments of selected ASHRAE members, as well as scholarship donors, were recognized during honors and awards segments.

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

CALENDAR OF EVENTS

MEPO of Oklahoma, Inc.

**Mechanical - Electrical - Plumbing
Contractors of Oklahoma**



Make this Year the Best for Your Business
August Lunch Meetings

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Due to your busy season the Ardmore and Enid
meetings are cancelled till further notice

OK City: Wednesday August 4th 11:30am
Meridian Market 2037 S. Meridian

Tulsa evening social meeting

****MUST RSVP ** Call or Text 918-978-6888**
Thursday Aug 5th, 6:30pm

Open Discussions, bring your Spouse or
Guest, this month will be at the
Outback Steakhouse 4723 S. Yale

Tulsa; Thursday August 12th 11:30am

OK Joe's BBQ 61st & Sheridan
(Use the Back Door and Parking) **Federated
Insurance &
Granite Re Inc.**

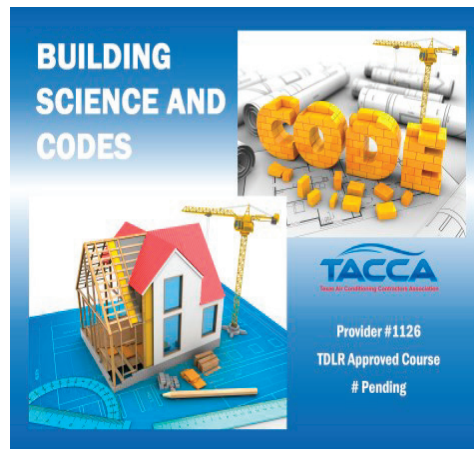
**You do not have to be a member
to attend our MEPO meetings**

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.

Bill Kite, Executive Director

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Beaumont—Sep 10

Burleson—Aug 7, Oct 30

Corpus—Sep 18

Denton—Oct 2

Harlingen—Oct 2

Houston—Aug 14, Sep 18

Hurst—Aug 14, Sep 11

Lubbock—Sep 16, Dec 4

Lufkin—Nov 13

San Antonio—Sep 11, Nov 13

Waco—Jul 24, Nov 6

In-person or Virtual

TACCA Members

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Nonmembers

\$159

Online Rates

Members \$45

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Building Science and Code #23946

Code

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

Building Science

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

TDLR Laws and Rules (required one hour)

REGISTER

WWW.TACCA.ORG

(800) 998-4822



Texas Air Conditioning Contractors Association

TACCA Greater Houston Fishing Tournament

The Texas Air Conditioning Contractors Association Greater Houston held their Annual Fishing Tournament in San Leon TX on Friday July 16th. The sold-out event had tournament prizes, raffles, giveaways and a catered lunch. The weather cooperated and the event was a huge success. TACCA GH would like to thank all of the sponsors that made the event so successful.



1st Place Redfish- Timmy Alcalla with Miles Service



1st Place Trout- David Pratt with Kahl AC



1st Place- Team Century AC Supply



2nd Place- Team Lennox and Miles Service



3rd Place- Team Johnstone Supply



2021

ANNUAL

GOLF TOURNAMENT

Thursday September 16th
12:00 PM Shotgun Start



\$160 Per Golfer TACCA Members
\$175 Per Golfer Non-Members
4 Person Scramble

Golfing Includes: Lunch, practice balls, cart, 3 on course beverages, dinner at clubhouse, 1 hour open bar during dinner and course gift.

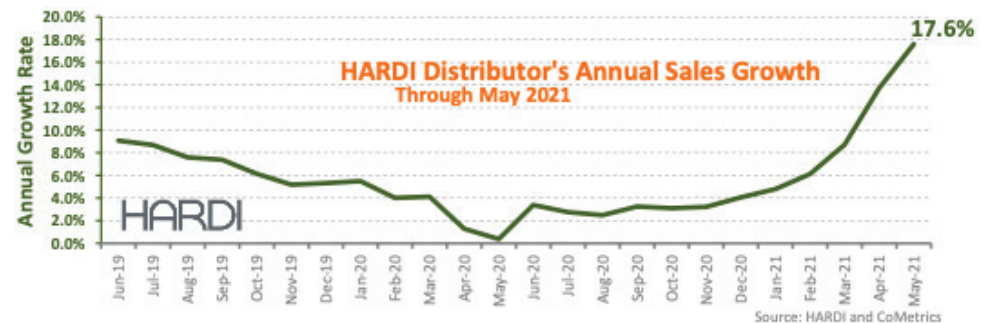


HARDI

HARDI Distributors Report 33.5% Percent Revenue Increase in May

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 33.5% percent during May 2021.

The average annual sales growth for the 12 months through May 2021 is 17.6% percent.



“The 33.5% gain reflects stimulus driven demand being compared against a sales decline of -10.2% after the May 2020 COVID interruptions,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The sales growth is nearly 20% versus May 2019 and about 11% if we adjust that for inflation. This is the end of the unusually weak shutdown related sales comps.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, was 40 days at the end of May 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 for May is 46 to 47 days.”

17.6% average annual sales growth for the twelve months through May 2021 is a record for HARDI distributors. “This unusually large gain is primarily due to being compared to the unusually low level of sales during the prior year when lockdowns interfered with sales activities,” said Loftus. “The economy continues to benefit from the stimulus dollars dispersed to vaccinate us against an extended recession, but this is likely the peak annual sales rate.”

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.

The Charles D. Jones Company Acquires Air Conditioning Utilities

The Charles D. Jones Company is pleased to announce the acquisition of Air Conditioning Utilities located in Omaha, Nebraska. This acquisition will give the Charles D. Jones Company a total of 21 branches operating in Missouri, Kansas, Colorado, and Nebraska. Air Conditioning Utilities has been a HVAC/R distributor since 1934 servicing customers throughout the state of Nebraska and western Iowa. Both companies distribute Luxaire (JCI) and Mitsubishi Electric products along with many other shared product lines. Management from both companies feel the synergy created from this transaction will greatly benefit their customer bases with expanded dealer training and product availability. The transaction is scheduled to be completed June 30th 2021.

Danfoss Seeking Nominations for its 12th Annual EnVisioneer of the Year Award Competition

Danfoss has announced it is now accepting entries to its twelfth annual EnVisioneer of the Year award competition.

Launched in 2010, the competition recognizes North American original equipment manufacturers (OEMs), building owners, municipalities, contractors and end users that have introduced a new product, opened a new facility, or invested in a building or system upgrade in the past 18 months using Danfoss products or solutions to realize significant energy and environmental savings.

Interested participants may enter the competition by submitting a nomination by October 15, 2021. Applications will be reviewed and selected by a panel of third-party judges representing various disciplines.

Recent winners of the EnVisioneer of the Year program include Sheridan College (Oakville, Ontario); Arctic Cool; Multistack and Escambia County School District (Pensacola, Fla.); Delfield; Smardt Chiller Group; and EMCOR Services Mesa Energy Systems (Irvine, Calif.).

For more about the EnVisioneer of the Year award competition, read about previous winners, or find information on how to submit a nomination, please visit <https://www.danfoss.com/en-us/about-danfoss/insights-for-tomorrow/envisioneer-of-the-year/>.

The
spotlight



The ECCO Group™ announces the appointment of Kevin Haine as the Division VP of the US Division of ECCO Sales and Distribution



Armstrong Fluid Technology has announced that Simone Walzel has joined the company as Global Head, Data Centers



NAVAC Promotes Andrew Greaves to Director of Education & Customer Experience



NAVAC Hires Luis Ochoa as Eastern Regional Sales Manager



Rich Benninghoff, new president of Malco Products

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

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CALENDAR OF EVENTS

Producer Prices for Construction Materials and Services Soar 26 Percent Over 12 Months as Contractors Cope with Supply Hitches, Weak Demand

Construction Officials Caution that Rising Materials Prices Threaten to Undermine the Economic Recovery as Many Construction Firms are Unable to Capitalize on the Economic Re-Opening and Add New Staff

Unprecedented price increases for a wide range of goods and services used in construction pushed up contractors' costs by a devastating 26.3 percent from June 2020 to June 2021, according to an analysis by the Associated General Contractors of America of government data released today. Association officials cautioned that rising materials prices are making it difficult for many construction firms to benefit from the re-opening of the economy, undermining the sector's ability to add new, high-paying jobs.

"Contractors have been pummeled in the past year by cost increases, supply shortages, and transport bottlenecks," said Ken Simonson, the association's chief economist. "Meanwhile, falling demand for many types of projects meant contractors could not raise bid prices enough to recoup these expenses."

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 3.4 percent over the past 12 months.

That was a small fraction of the 26.3 percent increase in the prices that producers and service providers such as distributors and transportation firms charged for construction inputs, Simonson noted.

There were double-digit percentage increases in the selling prices of materials used in every type of construction. The producer price index for lumber and plywood doubled from June 2020 to last month, although prices for lumber have declined since the index was computed. The index for steel mill products climbed 87.5 percent, while the index for copper and brass mill shapes rose 61.5 percent and the index for aluminum mill shapes increased 33.2 percent. The index for plastic construction products rose 21.8 percent. The index for gypsum products such as wallboard climbed 18.0 percent. The index for prepared asphalt and tar roofing and siding products climbed 12.1 percent, while the index for insulation materials rose 10.1 percent.

In addition to increases in

materials costs, transportation and fuel costs also spiked. The index for truck transportation of freight jumped 15.4 percent. Fuel costs, which contractors pay directly to operate their own trucks and off-road equipment, as well as through surcharges on freight deliveries, have also jumped.

Association officials urged Congress and the Biden administration to act quickly to address rising materials prices. They repeated their calls for the president to remove tariffs on key construction materials, including steel and aluminum. They also urged Washington officials to explore other short-term steps needed to improve the supply chain for key construction materials.

"Construction firms will have a hard time adding new staff while they are paying more and more for many of the products they need to build projects," said Stephen E. Sandherr, the association's chief executive officer. "Washington officials can take steps that are likely to have an almost immediate impact on materials prices, but they need to act."

The RSES San Antonio Annual Picnic

THE RSES ANNUAL PICNIC WILL BE ON OCTOBER 2, 2021 AT COMANCHE PARK, PAVILLON #3 (This is a smaller pavilion than what we used in the past.)

Final decisions on food are still being determined.

Here are a few of the raffle prizes so far:

- 1st Prize – 55" 4K Television
- 2nd Prize – SS/Blk 5-Burner Gas Grill
- 3rd Prize – 8-Camera DVR Security System
- 4th Prize – Hamilton Flex Brew Coffee Pot
- 5th Prize – Oversized Lounge Chairs (2)
- 6th Prize – Pop-Up Canopy 10x10
- 7th Prize – Folding Wagon with bed

More prizes to come...



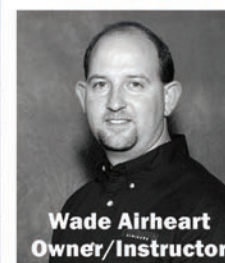
Raffle tickets will be printed soon. If you wish to sell or buy tickets, please come to the RSES monthly meeting on Thursday, August 19, 2021, 7PM at Beethoven Manneorchor, 422 Pereida St. at Alamo St. You can also contact the Picnic Committee Chairman.

If you would like to donate a raffle prize for the picnic, please reach out to Gary Edmund, Picnic Committee Chairman at (210) 641-5677.

We appreciate any donations and/or volunteers to make our Picnic happen this year.

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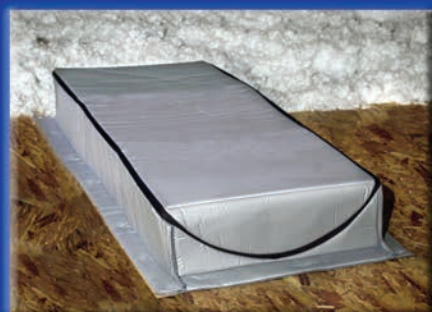
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CALENDAR OF EVENTS



AUGUST 2021 TRAINING CALENDAR

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

EARLY BIRD CLASSES 7 TO 9 AM & NIGHT OWL CLASSES 5:30 TO 7:30 PM - FOR YOUR BUSY SCHEDULE

DATE	DAY	TIME	LOCATION	CLASS	REG. CODE	ZOOM	Price
3-Aug	Tu	10:30am - 12:00pm	Broadway	HEAT CONTROLLER Counter Day	605-105	N	FREE
3-Aug	Tu	1:00pm - 3:00pm	Alamo Downs	HEAT CONTROLLER Counter Day	605-105	N	FREE
3-Aug	Tu	5:30am - 7:30pm	Broadway	NATE CORE EXAM PREP CLASS - CORE Part 1 of 3	605-124	Y	\$225
4-Aug	W	5:30pm - 7:30pm	Broadway	TDLR CE For License Renewal - Airflow Is Critical Test - Don't Guess	605-115	Y	\$135
5-Aug	Th	8:00am - 11:00am	Broadway	JOHNSTONE SUPPLY Counter Day	605-105	N	FREE
10-Aug	Tu	5:30pm - 7:30pm	Broadway	NATE CORE EXAM PREP CLASS - CORE Part 2 of 3	605-124	Y	Incl.
11-Aug	W	8:00am - 11:00am	Broadway	Goodman / Liberty ComfortBridge Equipment & CoolCloud App	605-159	Y	\$35
12-Aug	Th	8:00am - 11:30am	Broadway	External Static Pressure Measurement & Setting Airflow	605-143	Y	\$35
17-Aug	Tu	5:30pm - 7:30pm	Broadway	NATE CORE EXAM PREP CLASS - CORE Part 3 of 3	605-124	Y	Incl.
18-Aug	W	8:00am - 4:00pm	Broadway	ESCO EPA Section 608 Review & Exam	605-101	Y	\$175
18-Aug	W	1:30pm - 4:00pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	N	\$95
24-Aug	Tu	4:00pm - 7:30pm	Broadway	NATE CORE EXAM	605-103	N	\$185
25-Aug	W	7:00am - 9:30am	Broadway	Goodman / Liberty Inverter System Installation & Commissioning	605-162	Y	\$35
31-Aug	Tu	7:00am - 9:00am	Broadway	Split System Refrigerant Charging	605-140	Y	\$35

We recommend customers follow Covid-19 Safety Guidelines.

Please **do not attend if you are sick, coughing, sneezing or running a fever.**

Classes are limited to 15 persons for your protection as well as other attendees & employees.

WE RECOMMEND ALL ATTENDEES WEAR MASKS AT ALL TIMES DURING TRAINING.



TEXAS DEPARTMENT OF LICENSING & REGULATION

The next Air Conditioning and Refrigeration Contractors Advisory Board meeting is scheduled for Tuesday, September 7, 2021 at 10:00 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.

Mitsubishi Electric Trane HVAC US Announces Summer Technical Training Webinars

METUS will offer three, free live webinar sessions through July and August

Suwanee, Ga. – Mitsubishi Electric Trane HVAC US (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, is pleased to announce their Technical Training team is offering free live webinars on multiple Fridays in August at 1:00 p.m. EST.

To access available training and register for classes contractors can log into the Mitsubishi Electric Trane HVAC US Contractor Portal.

August Webinar Schedule:

August 6, 2021: kumo cloud® Workshop. This webinar will focus on understanding basic Wi-Fi setup and explain the steps in connecting indoor units. We will also demonstrate the connection process when adding accessories such as kumo station and wireless sensors.

August 13, 2021: Function Settings on CITY MULTI. In this session, we discuss the use of function settings on CITY MULTI systems using Maintenance Tool and through dip switch settings at the outdoor unit.

August 20, 2021: M&P Electrical Flow. This class will focus on electrical flow through the circuit boards and best practices when electrically diagnosing M&P residential indoor and outdoor systems.

For more information, please email training@hvac.me. To learn more about Mitsubishi Electric Trane HVAC US visit, www.methvac.com.

TACCA

Texas Air Conditioning Live Conference & Expo

October 28-29, 2021

Lakeway Resort & Spa

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www.tacca.org

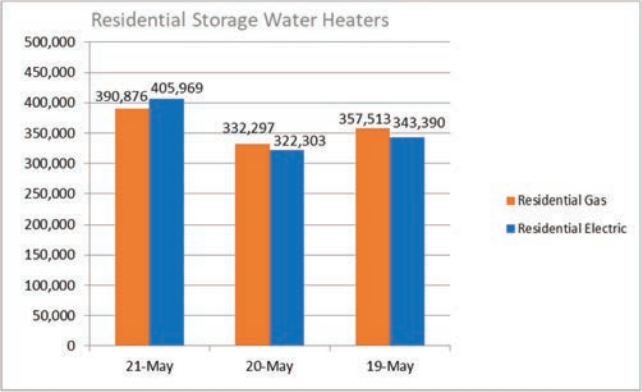
or call 512-320-0616

Speakers: Clint Swindall (KEYNOTE), Mitch McCustian, Matt Michel, Howard Ahern, Dave Squires, William Weatherly, Chris Van Rite.

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for May 2021 increased 17.6 percent, to 390,876 units, up from 332,297 units shipped in May 2020. Residential electric storage water heater shipments increased 26 percent in May 2021 to 405,969 units, up from 322,303 units shipped in May 2020.

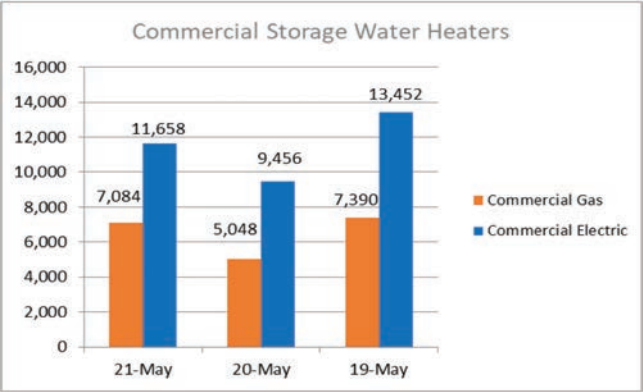


Year-to-date U.S. shipments of residential gas storage water heaters increased 12 percent, to 2,021,957 compared to 1,806,054 shipped during that same period in 2020. Residential electric storage water heater shipments increased 10.7 percent year-to-date, to 2,005,425 units, compared to 1,811,799 shipped during the same period in 2020.

Year-to-Date				
	May 21 YTD	May 20 YTD	%CHG. (2020-2021)	May 19 YTD
Residential Storage Gas	2,021,957	1,806,054	+12.0	1,902,313
Residential Storage Electric	2,005,425	1,811,799	+10.7	1,785,811

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 40.3 percent in May 2021, to 7,084 units, up from 5,048 units shipped in May 2020. Commercial electric storage water heater shipments increased 23.3 percent in May 2021, to 11,658 units, up from 9,456 units shipped in May 2020.

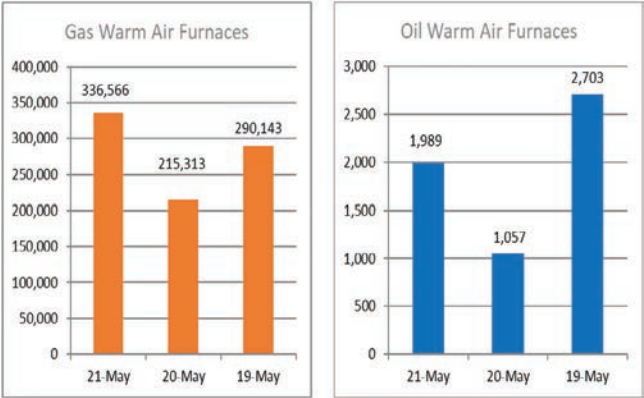


Year-to-date U.S. shipments of commercial gas storage water heaters increased 13.3 percent, to 38,249 units, compared with 33,751 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments increased 3.9 percent, to 61,017 units, up from 58,709 units shipped during the same period in 2020.

Year-to-Date				
	May 21 YTD	May 20 YTD	%CHG. (2020-2021)	May 19 YTD
Commercial Storage Gas	38,249	33,751	+13.3	38,573
Commercial Storage Electric	61,017	58,709	+3.9	64,474

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for May 2021 increased 56.3 percent, to 336,566 units, up from 215,313 units shipped in May 2020. Oil warm air furnace shipments increased 88.2 percent, to 1,989 units in May 2021, up from 1,057 units shipped in May 2020.

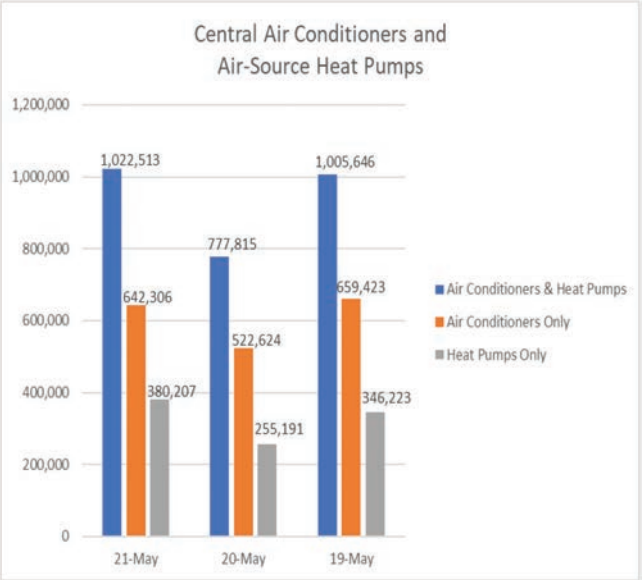


Year-to-date U.S. shipments of gas warm air furnaces increased 63.5 percent, to 1,711,753 units, compared with 1,047,046 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 53.1 percent, to 13,403 units, compared with 8,754 units shipped during the same period in 2020.

Year-to-Date				
	May 21 YTD	May 20 YTD	%CHG. (2020-2021)	May 19 YTD
Gas Warm Air Furnaces	1,711,753	1,047,046	+63.5	1,393,288
Oil Warm Air Furnaces	13,403	8,754	+53.1	14,245

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,022,513 units in May 2021, up 31.5 percent from 777,815 units shipped in May 2020. U.S. shipments of air conditioners increased 22.9 percent, to 642,306 units, up from 522,624 units shipped in May 2020. U.S. shipments of air-source heat pumps increased 49 percent, to 380,207 units, up from 255,191 units shipped in May 2020.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 26.5 percent, to 4,255,043 units, up from 3,362,822 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 23.4 percent, to 2,593,551 units, up from 2,101,664 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 31.7 percent, to 1,661,492, up from 1,261,158 units shipped during the same period in 2020.

Year-to-Date				
	May 21 YTD	May 20 YTD	%CHG. (2020-2021)	May 19 YTD
Air Conditioners & Heat Pumps Combined Total	4,255,043	3,362,822	+26.5	3,609,723
Air Conditioners Only	2,593,551	2,101,664	+23.4	2,282,384
Heat Pumps Only	1,661,492	1,261,158	+31.7	1,347,359

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

Month				YTD			
Size Description (000) BTUH	2021 Total	% Change from 2020	2019 Total	Size Description (000) BTUH	2021 Total	% Change from 2020	2019 Total
Under 16.5	48,644	+70.8	26,945	Under 16.5	200,086	+53.9	129,196
16.5-21.9	90,157	+21.0	73,351	16.5-21.9	400,358	+23.1	321,958
22-26.9	204,421	+29.4	196,483	22-26.9	848,308	+25.8	714,959
27-32.9	170,322	+40.9	166,248	27-32.9	672,025	+26.6	582,440
33-38.9	219,874	+32.8	224,728	33-38.9	905,538	+27.4	771,358
39-43.9	77,588	+32.4	81,085	39-43.9	322,531	+27.9	277,859
44-53.9	106,968	+21.0	116,217	44-53.9	460,966	+24.7	394,803
54-64.9	78,180	+20.6	85,972	54-64.9	336,628	+23.3	300,862
65-96.9	9,223	+60.6	9,775	65-96.9	39,781	+16.7	41,963
97-134.9	7,452	+57.6	7,756	97-134.9	29,866	+20.0	31,431
135-184.9	4,309	+22.9	5,540	135-184.9	17,841	+2.9	20,571
185-249.9	1,954	+22.0	2,384	185-249.9	8,046	+2.8	9,372
250-319.9	1,669	+48.8	1,578	250-319.9	7,449	+21.5	6,121
320-379.9	285	-28.0	385	320-379.9	1,470	-3.2	1,544
380-539.9	340	+7.3	435	380-539.9	1,456	-7.2	1,849
540-639.9	238	-12.5	326	540-639.9	1,008	-24.8	1,359
640-799.9	109	-7.6	141	640 & Over	533	-5.3	620
800.0-899.9	40	-58.3	61	800.0-899.9	205	-46.5	339
900.0-999.9	47	-21.7	82	900.0-999.9	317	-23.1	349
1,000.0-1,199.9	26	-61.8	40	1,000.0-1,199.9	140	-46.6	188
1,200.0 & Over	87	-17.1	114	1,200.0 & Over	431	-8.1	582
TOTAL	1,022,513	+31.5	1,005,646	TOTAL	4,255,043	+26.5	3,609,723

Notes and FAQs

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

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

Johnson Controls Invests \$15 million to Upgrade HVAC Testing Lab at Wichita, Kan. Manufacturing Plant

- The new, sophisticated technology and additional space accommodate rigorous product testing to ensure quality and adherence to government standards for YORK®, Luxaire®, Coleman®, Champion® and Fraser-Johnston® residential HVAC equipment
- The upgrades expand the testing lab facilities to 100,000 square feet will require the addition of 20 skilled technicians in the Wichita market
- Facility expansion supports Johnson Controls mission for Healthy People, Healthy Places and a Healthy Planet

Milwaukee — Johnson Controls, the global leader for smart, healthy and sustainable buildings, has significantly upgraded the testing lab facilities at its residential HVAC manufacturing plant in Wichita, Kan. The nearly \$15 million investment includes the addition of seven test chambers, automated testing and model shop equipment, and a new building, which adds 2,000 more square footage, bringing the plant's total testing facilities to 100,000 square feet total.

Every product that the Wichita factory designs and manufactures undergoes multiple rigorous tests at the lab to ensure it operates safely and efficiently across a wide range of conditions for years to come. While Johnson Controls voluntarily performs highly accelerated life testing (HALT), which subjects equipment to extreme environmental conditions that replicate five years in the field, there is other testing that the government requires for all residential HVAC systems to ensure product safety, efficiency and environmental sustainability. The additional space and new advanced technology make it possible for the lab team to better accommodate product development and testing for the vast number of systems that Johnson Controls produces for its YORK®, Luxaire®, Coleman®, Champion® and Fraser-Johnston® brands — many of which are part of Johnson Controls OpenBlue connected suite of technologies.

The following lab updates optimize the testing process to help ensure product reliability and performance:

- **Seven 20 x 60-foot test chambers** join nine existing cells used in the design and development phase to test, rate and qualify heating and cooling products for agency approval. These test chambers control temperatures within two-tenths of a degree for all rating points. This level of control provides confidence when rating equipment for SEER and EER. The additional cells will accommodate more equipment, which will help systems become available more quickly.

- **A new automated heating lab and test stands** allow technicians to setup and pre-program test stations. Compared to older, manual methods, automated testing of heating equipment, such as gas furnaces, is more efficient and precise to confirm reliability.

- **Advanced model shop equipment**, which includes a new water jet, bender and press machine, allow model makers to precisely cut and form sheet metal to make prototype parts more quickly and efficiently. This will accelerate prototype testing and refinement so products can enter production faster.

- **A spacious transit table building with rain capabilities** give technicians greater control during transit and rain tests. The new area offers better mounting, which makes installing systems for testing easier, while the enclosure improves precision during rain tests and accommodates a new high-pressured pump for recently required wind-driven rain testing for extreme conditions

— which also reinforces Johnson Controls commitment to quality.

“When visitors tour the lab, they are simply overwhelmed by the extensive steps that we take to ensure each and every system developed in the labs are tested to ensure performance and reliability,” said Doug Dorrough, director of lab operations, Johnson Controls. “The greater efficiency and unprecedented quality we can now achieve with this major investment will bring our premier products to market sooner and provide homeowners with enduring comfort and peace of mind.”

The upgrades coincide with new efficiency standards, including the 2023 Department of Energy (DOE) efficiency standards and environmental sustainability requirements, including the Environmental Protection Agency's (EPA) low-global warming potential (GWP) refrigerant transition that will be required of all HVAC equipment manufactured by January 1, 2025. The expanded lab will better accommodate product development and testing schedules to ensure that each product meets or exceeds all requirements, as well as the high-quality standards Johnson Controls holds for its equipment.

Johnson Controls will continue to invest in and expand the testing facilities in Wichita, Kan. over the next several years with new equipment and additional facilities to accommodate new product development and testing.

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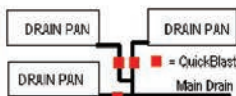
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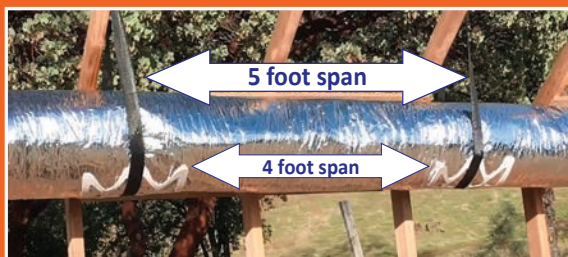


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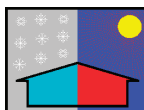
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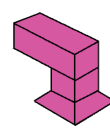


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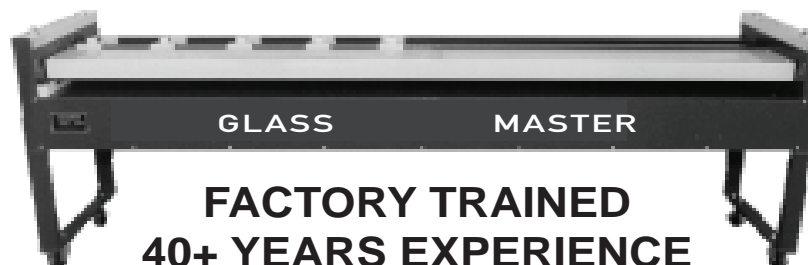
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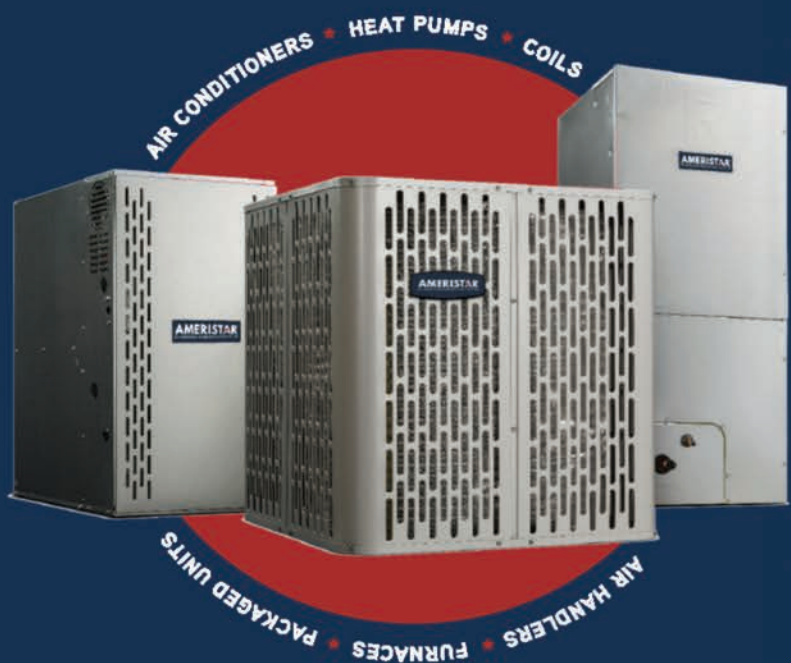
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