



Air Conditioning TODAY



The Texas Department of Licensing and Regulation proposes amendments to existing rule for the Air Conditioning and Refrigeration Contractors program rule at 16 Texas Administrative Code, Chapter 75, §75.100. The proposed rule amends §75.100 by adding new subsection (a)(5) to state that compliance with Section 210.8(F) of the 2020 National Electrical Code (NEC) is not required until January 1, 2023.

Section 210.8(F) of the 2020 NEC requires certain outdoor outlets to have ground-fault circuit-interrupter (GFCI) protection. An incompatibility between most GFCI products on the market and certain types of air-conditioning and heating equipment has resulted in that equipment failing by persistently tripping circuit breakers. It is expected that manufacturers of both electrical and air conditioning equipment will have resolved the compatibility issues by January 1, 2023.

The proposed rule was published in the July 23, 2021, issue of the Texas Register (46 TexReg 4426). The Department will accept comments on the proposal until August 23, 2021.

The Department encourages anyone interested in the Air Conditioning and Refrigeration Contractors Program to review the rule proposal online. Comments may be submitted electronically on the Department's website.

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



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-pressure pump for recently required wind-driven rain testing for extreme conditions — which also reinforces Johnson Controls commitment to quality.

SEE JOHNSON PG.2

Hunton Group's Backpacks For Kids



Pictures on page B9.

WWW.AC-TODAY.COM

INSIDE

- Consultants' Corner 6,9,17,21
- Product News 5,10,B6,B12
- TACCA- Trade Talk B2,B10,B12
- Software Programs / Classified B15
- ASHRAE News B6
- Calendar B10,B14
- Spotlight on People B8
- HARDI News B10

PSRST STD
U.S. POSTAGE
PAID
AC TODAY LLC

Air Conditioning Today, Inc.
P.O. Box 311776
New Braunfels, TX 78131-1776
CHANGE SERVICE REQUESTED

Check here if your address has changed. Print the corrected address and mail to the return address above. Or you may fax to (830)627-0614 or e-mail to lackey@ac-today.com

☐

JOHNSON con’t

“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.

The Publisher of Air Conditioning Today, AC Today LLC, does not assume responsibility of statements made in press releases or by advertisers, and reports the opinions as expressed by suppliers, wholesalers, state agencies, trade organizations, manufacturers and individuals as quoted.

Reprinting or other duplication of articles is not permitted without prior written permission from the editor of Air Conditioning Today.

Nortek Air Solutions
Announces 8-12% Price
Increase on All Products

*An 8-12% price increase went into effect
on all Nortek Air Solutions products
August 16, 2021*

St. Louis — Nortek Air Solutions (NAS), a manufacturer of custom HVAC systems, announced an 8-12% price increase on all of its products effective August 16, 2021.

The increase is a result of surging commodity prices and continued availability shortages on materials such as steel, copper, aluminum and resin, along with third-party component vendor price increases. Depending on the customization of the product, in some cases pricing may surpass 12% due to material choice, components and options.

For more information about Nortek Air Solutions and its product portfolio, visit www.nortekair.com.

Serving the HVAC/R Industry Since 1986
P.O. Box 311776 New Braunfels, Tx. 78131-1776
(830)708-5646; (877)669-4228
www.ac-today.com
Publisher AC Today
Editor & Ad Director Lance Lackey
llackey@ac-today.com

Advertisers Directory

TACCA	B2,B10,B12
TACCA Greater Houston.....	B8
TACCA Greater San Antonio	B5
ACES AC Supply	B16
AC Today.....	B14
Attic Tent.....	B11
Castillo Training.....	B15
Cate and Co	21
Century A/C Supply.....	4
Century HVAC Distributing.....	B3
Clean Air.....	15
Coburn Supply	6
Construction Data.....	18, B11
Duct Saddle.....	B15
ESP	13
Elite Software.....	B15
Ferguson HVAC	17
FTL Finance.....	5
Gemaire.....	11
GREE	14
Hunton Group	12
Insko Distributing.....	24
Johnson Supply.....	16
Johnstone Supply.....	22, B1
Johnstone Supply South.....	19
Locke Supply.....	23
McDaniel Metals	18
Mitsubishi Electric.....	5
MORSCO	7
Olimpia Splendid.....	10
Pro Lift	B11
Robert Madden Ind	8
Searco	B15
Smart Electric.....	B7
Solar Supply	3,B4
Standard Supply.....	9
Transtar AC Supply.....	2
United AC Supply	22
Venstar	20

“Don’t Just Tape It, Seal It!”

1 FREE SQUEEGEE WITH PURCHASE OF HARDCAST TAPE!

PRODUCT OF THE MONTH | Hardcast Tape

Limited Supply! Please see one of our friendly Transtar associates for availability and pricing!
Offer valid while supplies last. Actual product images may vary from selection. Offer expires September 30, 2021.

STAFFORD
3535 S. Main
Stafford, TX 77477
281-499-3377

I-10
10814 East Freeway
Houston, TX 77029
713-671-0114

AIRLINE
4315 Airline Drive
Houston, TX 77022
713-681-9787

ALVIN
225 West Coombs Drive
Alvin, TX 77511
281-585-2600

BRENHAM
1700 Buchanan Street
Brenham, TX 77833
979-830-5056

GULF FREEWAY
8485 Gulf Freeway
Houston, TX 77017
713-920-2222

1960
10509 FM 1960 W
Houston, TX 77070
281-890-2108

VISIT OUR WEBSITE FOR MORE INFORMATION
www.transtaracsupply.com

Exceptional flexibility.
Exceptional performance.
Exceptional features.



YORK® HMH7 Horizontal Discharge Heat Pumps

The YORK® HMH7 Heat Pump is designed to provide residential customers all the comfort and technology of an up to 18 SEER/10.5 HSPF efficiency unit at the cost of a base-tier vertical unit. It's an ideal solution for homes in temperate regions that require a compact design, and it comes in several models and tonnages with flexible installation options. Talk to your local Solar Supply about the HMH7 today!

With 66 locations throughout the region, Solar Supply is proud to be the resource contractors turn to for YORK® products.

CONTACT YOUR LOCAL SOLAR SUPPLY DISTRIBUTOR FOR COMPLETE DETAILS: [SOLARSUPPLYYORK.COM](https://www.solarsupplyyork.com)



YORK is a trademark of Johnson Controls. © 2021 Johnson Controls. All rights reserved.



WE HELP CONTRACTORS
AND TECHNICIANS
TRAIN WITH THE
LATEST TECHNOLOGY
& INDUSTRY
KNOWLEDGE

FREE VIRTUAL WORKSHOP

BROUGHT TO YOU BY EGIA AND CENTURY A/C SUPPLY



CHANGE YOUR BUSINESS FOREVER WITH
THE
MILLIONAIRE MINDSET

SEPTEMBER 19TH • 10 AM

Discover the formula to building a business that is
sustainably profitable year-in, year-out, without
the seasonal dips and inability to find good hires.

The Millionaire Mindset virtual workshop is absolutely
free, so call your local sales rep to sign up today!

RUUD DEALERS: DON'T MISS OUT ON
FALL DEALER PERKS



Fall CashBack Rebates



CenterPoint & Entergy
Utility Rebates



Extended
Warranty Program



0% Consumer Financing
with little to no dealer fee



FREE RUUD
INVERTER TECHNOLOGY
TRAINING CLASS

\$99 VALUE!

EARN 4 NATE CE HOURS + 4 STATE CE CREDITS

This is a required class for Ruud dealers and must be
attended before you can purchase Inverter products.
Training manuals included.

Expires 12/31/21. Valid for Century AC Supply led classes. One per
company. Must present coupon. Not valid for privately scheduled
classes. Counter: scan barcode in Item ID field and follow notes.



HSEPFINV

FREE RUUD ECONET
SERIAL COMMUNICATING
SYSTEMS CLASS

\$99 VALUE!

EARN 4 NATE CE HOURS + 4 STATE CE CREDITS

All attendees will receive EcoNet Training Book
and EcoNet Certification Test offered after class.

Expires 12/31/21. Valid for Century AC Supply led classes. One per
company. Must present coupon. Not valid for privately scheduled
classes. Counter: scan barcode in Item ID field and follow notes.



HSEPFECO

FALL TRAINING CLASS SCHEDULE COMING SOON!
Check our schedule at CenturyAC.com/Training



Call your sales rep or local branch
and place your order today!



Product News

JB's New F6-BOOST BLDC Ignition-Proof Refrigerant Recovery Unit

Aurora, Illinois – JB Industries, a premier manufacturer of American-made HVAC/R tools and equipment, announces their new F6-BOOST BLDC Ignition-Proof Refrigerant Recovery Unit. The F6-BOOST delivers users over 20% faster recovery rates than competitor models.* The unique 2-cylinder, oilless compressor, and long-lasting pistons are housed in a lightweight, rugged, ergonomically designed, easy-to-use unit. The F6-BOOST gives users fast, reliable refrigerant recovery of ARHI groups III, IV, and V refrigerants.

New features include:

- Dual voltage (100-240VAC 50/60Hz)
- Powerful 1.25 HP BLDC (Brushless DC) motor-driven oilless compressor
- Ignition-proof design tested and approved to ISA 12.12.01:2016 Ed.7
- High air-flow fan with a micro-channel condenser keeps the unit running cool
- Housed in a robust, high-impact, injection-molded case
- 2-piece, oilless piston seal design with long-lasting, durable elastomer, and easy-to-replace piston seals
- Lightweight, 23.5 lbs

- Non-pressurized vented crankcase (prevents the refrigerant from damaging bearings or seals)

- Built-in purge functionality (self-clearing or pump down) to prevent cross-contamination

- High pressure 550 PSIG cutout switch
- Easy-to-use interface with 2" high/low gauges

- Auto shut-off when recovery is complete
- Status Indicator light

- Optional stainless steel interior model for medical-related industries

- Recessed folding handle with rubber grip and padded shoulder strap

- 10' locking power cable and velcro cord wrap

- 1 year OTC; 2-year repair and return warranty

**Speed based on vapor recovery for certain refrigerants.*

For more information on the new F6-BOOST download, the product sell sheet at <http://www.jbind.com/F6-BOOST%20Flyer.pdf> or watch the promo video on YouTube <https://youtu.be/2IFdgjtMNCQ>

Ritchie Introduces New YJACK™ Probes

Get Even More Connected with New YJACK™ Wireless Probes For a Total HVAC/R Diagnostics Solution.

Bloomington, MN – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to announce the continued expansion of the YJACK™ platform of wireless probes. With even more innovative tools and smart app features for complete system diagnostics, technicians can leave their analog gauges and service report paperwork in the truck.

The YJACK PRESS™ Pressure Gauge includes an integrated charging port to easily adjust system charge while continuing to check system pressure. The compact YJACK VAC™ Vacuum Gauge monitors system evacuation on the spot or remotely, allowing technicians to work more efficiently. The YJACK AMP™ Current Probe takes electrical current measurements and analyzes critical system

power information. These new YJACK™ probes are sold separately and as part of three new kits.

The new YJACK™ probes are supported by the YJACK VIEW™ App, which allows technicians to easily receive and analyze live data including system pressure, temperature, vacuum, psychrometric system efficiency, leak test and current draw. Enhanced data logging and customizable PDF reports of system measurement and service information, makes the YJACK VIEW™ App a necessary component to managing customer service information. The YJACK VIEW™ App utilizes Bluetooth® technology to provide seamless integration with YJACK™ probes and P51-870 TITAN® Digital Manifolds, or they can operate independently using a smart device.

Visit www.yellowjacket.com/yjack for more information.

It's time to sign up for your Mitsubishi Electric ductless and VRF installation and service training class!

Houston Training Facility Classes
14521 Old Katy Rd. #100
Houston, TX 77079
832-460-7951

DFW Training Facility Classes
631 S. Royal Lane
Coppell, TX 75019
800-433-4822

M&P Series Essentials Bundle
Sept 1, Sept 30, Oct 5

M&P Series Essentials Bundle
Sept 1, Sept 30, Oct 5, Oct 21

CITY MULTI Essentials Bundle
Sept 7-8; Oct 6-7; Oct 19-20

CITY MULTI Essentials Bundle
Sept 8-9; Oct 6-7; Oct 19-20

Contact Maria Frausto for more information mfrausto@hvac.mea.com



AMERICA'S #1 SELLING
BRAND OF DUCTLESS
mitsubishicomfort.com

CITY MULTI®
VRF | TECHNOLOGY

Go to www.MitsubishiPro.com and click on the Professional Training tab at the top of the page. Choose the type of training you need at the training center nearest you.

MITSUBISHI ELECTRIC
HEATING & AIR CONDITIONING



GET MORE APPROVALS

From great credit to challenging credit, FTL is here for your homeowners. It's time to close more sales with zero dealer fees. We make financing easy for you and your customers.



Register online at
FTLFinance.com/actoday
or call 800.981.9032

FTL
FINANCE

KPI's are the Key to Your Success

Good marketing is all about the numbers. The question is which numbers. Most successful small business owners check their financial statements regularly, monitoring sales, expenses, receivables, accounts payable, overhead and bottom-line profit. A monthly review of these numbers provides a quick snapshot of where you are at any point in time and how that compares to past performance.

The financials are only part of the story. They can help you predict next month's cash flow but won't provide insight into future sales. In a way, the picture these numbers paint is like driving a car by looking in the rear-view mirror. It is easy to see where you have been and how you got there, but there is no clear path to your destination on the road ahead.

Predict the future, by establishing KPIs (key performance indicators) which measure the

activities preceding a sale. These will vary based on your business and your customer's buying process. To pick the right numbers outline the steps a prospective customer goes through on the way to making their purchase.

For example do they open a newsletter, click on an ad, complete a contact form? Each of these steps can be measured. Picking the right metric makes it easier to anticipate when sales will slow down or pick up and adjust marketing efforts accordingly.

Sales is the ultimate metric, but what do they do before they buy?

By studying behavior patterns and changes in KPIs over time you can establish targets for each metric. If any metrics falls below the target it is easy to make small adjustments to get back on track.

KPIs might include web

traffic, search position, conversion form submissions, email open rate, engagement on social media.

Select metrics which make sense for your business, that you can impact and track.

Tie KPI's to specific objectives

KPIs are a unique subset of all the metrics in your business. These metrics are directly tied to an end result. What types of things should you consider to be KPI's?

For each business it's different depending on what you are trying to accomplish including but not limited to: increased sales, reduced turnover, improved efficiency, and reduced errors.

Specific, Measurable and Action oriented

If you have trouble collecting the data, it is unlikely you will do it on a regular basis. In addition,

if your KPIs are vague, it is easy to convince yourself you are doing "fine".

Remember, you are not tracking these numbers for the sake of tracking numbers you are heading toward a specific goal. Each metric should have a specific set of actions you will take to improve performance. You will not reach a goal if you don't know how to get there.

Limit the number of KPIs

It is easy to get overloaded and track too many key performance indicators at once. The right number is between five and seven. More than that and you will be spending your time collecting data instead of taking real steps to improve your business. Over time you may discover a particular metric doesn't give you a good indication of future performance, so swap it out.



Lorraine Ball

Digital marketing strategist, Lorraine Ball has spent 30 years working with small business owners. She has collected the best of her training, tools and resources in the Digital Toolbox (www.digitaltoolbox.club) She is also the host of More Than a Few Words, a marketing podcast, available wherever you listen to podcasts.

Consistency is the key to success

You are not going to unlock the keys to your future after one month of collecting data. However, over time, you will find patterns which begin to paint a picture of your future.



We're Taking Care of Business, Let Us Help Take Care of Yours

When you choose Coburn's, you get a team of Ruud experts who will match you with the right products for every project. We strive to provide the best products, services and support to our dealers. Thanks to your support, Coburn's is the only certified **Ruud Platinum Premier Performer** in the largest distributor category nationwide!

Abita Springs, LA
(985) 892-0381
Alexandria, LA
(318) 443-4525
Athens, TX
(903) 675-8586
Baton Rouge Airline, LA
(225) 292-3700
Baton Rouge Choctaw, LA
(225) 275-7232
Baton Rouge North, LA
(225) 344-8592
Bayou Vista, LA
(985) 395-4111

Baytown, TX
(281) 420-5705
Beaumont, TX
(409) 835-1447
Conroe A/C, TX
(936) 756-7700
Denham Springs, LA
(225) 791-2914
DeRidder, LA
(337) 463-9693
Eunice, LA
(337) 457-7324
Galveston, TX
(409) 744-4524

Groves, TX
(409) 962-8140
Hammond, LA
(985) 542-0774
Harahan, LA
(504) 733-6300
Harvey, LA
(504) 348-2042
Houma, LA
(985) 873-7776
Houston, TX
(713) 812-1093
Huntsville, TX
(936) 295-8128

Jasper, TX
(409) 384-5213
Lafayette Downtown, LA
(337) 232-2321
Lafayette South, LA
(337) 981-6260
Lake Charles, LA
(337) 474-0526
Liberty, TX
(936) 336-2600
Longview, TX
(903) 753-8613
Lufkin, TX
(936) 634-5539

Natchitoches, LA
(318) 352-8690
New Iberia, LA
(337) 367-9212
Opelousas, LA
(337) 948-8266
Ruston, LA
(318) 255-6324
Shreveport, LA
(318) 222-8618
Slidell, LA
(985) 643-5262
Thibodaux, LA
(985) 446-0458

Tyler, TX
(903) 593-8491
West Monroe, LA
(318) 323-5454



Coburn Supply Company
TEXAS | LOUISIANA | MISSISSIPPI | TENNESSEE | ALABAMA
COBURNS.COM



MORSCO

HVAC SUPPLY

Confident comfort that's effortless.



Comfortmaker[®]
Air Conditioning & Heating



Your local MORSCO HVAC Supply has the parts and service you need to get the job done. Our fully-stocked locations and knowledgeable staff get you in and out and back on the job. Count on MORSCO HVAC Supply for the supplies you need when you need them. To find your local branch, call (877) 709-2227 or visit morscohvacsupply.com

 **MORSCO**
HVAC SUPPLY
MORSCOHVACSUPPLY.COM

**Check us
out on
AC TECH
TALK.**





JOIN US SEPTEMBER 17TH

RMI HOUSTON GRAND OPENING

15080 SOMMERMEYER ST., STE. 600

HOUSTON, TX 77041

GRAND OPENING SPECIALS & RAFFLES

By attending the Grand Opening you will be eligible for a variety of vendor door prizes, in-store discounts, and raffles. Raffles will include the items below.



Amazon Gift Cards



\$100 Store Credit with completed credit application



Flat Screen TV



Air Pod Pro Max



Astros Tickets



Kysek Cooler Bag



\$200 Store Credit

FOOD TRUCKS & FREE FOOD



Enjoy free food from local Houston food trucks from 11:00 AM - 2:00 PM. We will also be providing free breakfast tacos for Ecobee for Pro training participants.

VENDOR SHOWCASE

We will have a variety of vendors showcasing both new and proven product lines available through Robert Madden Industries locations.



ECOBEE FOR PRO TRAINING

9:00 AM - 11:00 AM

- Key selling features.
- In-class install with real control boards and thermostats
- Intro to ecobee mobile apps & portal
- Pre-registration required. To register go to bit.ly/rmitraining



AC CREDIT FINANCING

11:30 AM - 12:30 PM

- How financing can grow your business
- Financing promotions
- Financing best practices



ELITE DEALER

1:00 PM - 2:00 PM

- What it takes to be Elite
- Benefits of becoming an Elite Dealer
- Elite Dealer promotions & rebates

It's On My Heart: Heat is gone, now what?

The summer heat may have been strong the last couple of months, but it is fading fast, or may have left already. You may be asking yourself, why isn't the phone ringing? It is easy to think that the daily number of calls coming in will not diminish, but they do. Each year, some years early, some later, depends on the weather as much as anything. This year may be different due to the pandemic, but still, sooner or later, most markets will get to the time of the year we call "millionaire weather". That is what we call the weather in Santa Barbara or even San Diego, 75 degrees daytime, 57 at night. Don't need heat or AC. We become "not quite essential".in terms of how important we are to the average homeowner.

We all know that in a few weeks or maybe months, the demand will be back, we get

smarter when it is 31 degrees or 95 degrees. But for now, we need a plan on how to maximize service and sales in the shoulder season. Here are some ideas to help ensure that you don't give back the summer profits you earned over the last 4 months.

1. Realize that some people just don't make decisions fast. As important as air conditioning is to us, there may be other things more important to them. A big box that has contractors in the store did a study, they discovered that 30% of the consumers who had quotes done for replacement systems had done nothing a year later. 30%. So, the first thing to do is to call all of your old quotes. Let them know you were thinking of them (people like to be thought of), ask them if they had completed a replacement system yet. If not, let them know you have

a special package for them to review. Then add in a UV light, high efficiency filter, extra year of maintenance, some sort of added value. Then close the sale!

2. Start a Repair Credit Program. Offer customers who repaired a unit earlier this year a chance to "re-think" that repair. In some cases, it seemed to be the best solution, maybe limited funds were a factor, perhaps the upgraded equipment was not available. At any rate, it may be that an offer to credit all or part of that repair back on the purchase of a new system makes sense now. Their financial conditions may have changed, they may be tired of the old system just not doing what they hoped in terms of even temperatures, controlling humidity, sound levels, all the items that spell comfort.

3. Get an outstanding

financing program in place. Go for a 10- or 15-year term, single digit rates, a bonus would be if it included no payments/no interest for the first 6 months. Gets them into next year. Be sure that plan has a built in "second look" where if they are not able to qualify on the first run through, it automatically rolls over into a second attempt to qualify, possibly at higher rate, or reduced length of term. Check with your equipment supplier to see if they can help with the financing costs.

4. Double down on the advertising. All advertising. FB, social media of all kinds, Google Local Services, PPC, whatever you are doing, do more. Increase your community involvement, this is the time of year when you need to be top of the mind with as many as possible.

SEE HINSHAW PG.13



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



Standard Supply
EST 1946

WE SET THE STANDARD



www.ssdhvac.com

WE SET THE STANDARD FOR SERVICE IN THE HVAC SUPPLY INDUSTRY.













ALAMO DOWNS 6900 Alamo Downs Parkway, Suite 120 San Antonio, TX 78238 210-729-5050	ALLEN 1305 N. Watters Road, Suite 120 Allen, TX 75013 214-383-8080	ARLINGTON 626 112th Street Arlington, TX 76011 817-855-6355	ATHENS 700 Needmore Athens, TX 75751 903-675-5723	AUSTIN 3206 Longhorn Blvd Austin, TX 78758 512-719-4002	CARROLLTON 1520 Luna Rd, Ste 140 Carrollton, TX 75006 972-428-2218	COLLEGE STATION 10129 State Highway 30 College Station, TX 77845 979-307-7244	DALLAS DISTRIBUTION CENTER 1431 Regal Row Dallas, TX 75247 214-630-7800
DENTON 2122 James Street Denton, TX 76205 940.312.5242	ENID 201 E. Elm Enid, OK 73701 580-233-1600	FORT WORTH 501 N. Beach St. Ft. Worth, TX 76111 817-831-2150	GARLAND 2179 S. Shiloh Rd Suite 5 Garland, TX 75041 972-681-1350	HARLINGEN 1805 N Loop 499, Suite 100 Harlingen, TX 78550 956-202-0003	HOUSTON 8788 Westpark Dr Houston, TX 77063 713-454-7407	KATY 22370 Merchants Way Suite 140 Katy, TX 77449 281-394-1246	LAWTON 9 Southwest I Ave. Lawton, OK 73501 580-355-1155
LUBBOCK 5625 FM 1585 Lubbock, TX 79424 806-503-4320	MCALLEN 1328 E. Hackberry Ave, Suite C&D McAllen, TX 78501 956-215-7374	OKLAHOMA CITY 120 E Hill St Oklahoma City, OK 73105 405-525-8855	PARIS 2220 Loop 286 NE Paris, TX 75460 903-783-1500	ROCKWALL 1575 Technology Way Rockwall, TX 75082 469-273-6014	SAN ANTONIO 9311 Broadway, Suite 500 San Antonio, TX 78217 210-488-9355	SHAWNEE 211 W Main Shawnee, OK 74801 405-275-3990	SPRING 620 Spring Hills Dr., Suite 100 Spring, TX 77386 832-447-1247
							TYLER 1216 S Bennett Ave Tyler, TX 75701 430-205-4425

Product News

Venstar's Skyport Cloud Services Provides Remote Control for Berkeley Hall School's HVAC Units and Systems

Skyport Delivers Unprecedented HVAC Control, Reducing Energy Usage and Costs While Helping to Maintain Indoor Comfort

Chatsworth, Calif. — Venstar® announced that its Skyport® Cloud Services provides HVAC control to Berkeley Hall School, a prestigious 100+ year-old pre-K through grade 8 independent school in Los Angeles. Skyport controls the school's HVAC units and related systems, including the school's hydronic circulating pump system. The school also uses Venstar's ColorTouch® and Explorer® Mini Wi-Fi® thermostats. Venstar's Skyport delivers unprecedented HVAC control, reducing energy usage and costs while helping to maintain indoor comfort.

"With Venstar's Skyport, I can manage the HVAC, lighting and more from my desk or iPad without the need to dispatch anyone," said Chet Galland, director of Facilities for Berkeley Hall School. Galland is responsible for the management and maintenance of campus facilities encompassing 80,000 square feet of buildings across 66 acres.

"Venstar's Skyport is an affordable alternative to large, expensive energy management systems for smaller organizations, including our school," he added.

CHALLENGE: Remotely Manage HVAC Systems and More

Galland wanted to find thermostats that could be remotely managed using a system that would give him remote control of the school's HVAC units. His goal was to manage and reduce energy usage and costs from his desktop computer or iPad®. He also wanted to be able to remotely control and set timers for the schools' circulating pumps to ensure indoor comfort while managing energy usage during off-schedule events.

SOLUTION: Venstar Skyport Cloud Services

Galland chose Venstar's ColorTouch and Explorer Mini thermostats, which are managed by Venstar's free Skyport Cloud Services and mobile app.

Features include:

- Remote control of HVAC via Skyport website or mobile device
- Ability to set timers to turn on/off the hydronic circulating pump system
- Utilization of Skyport as a remote timer switch for exterior lighting
- Global changes feature across the entire system
- Setpoint limiting to reduce tampering with thermostats

RESULTS: Greater Control of HVAC Units and Related Systems

Venstar's Skyport Cloud Services provides control of HVAC units and related systems, including the school's hydronic circulating pump system to help ensure indoor comfort.

Results include:

- Flexibility to control HVAC at individual buildings or areas
- Remote control of the school's thermostats
- Capability to nest schedules within the overall schedule
- Ability to program fans based on occupied/unoccupied status
- Global changes to save time versus manual changes
- Global messaging to classrooms for announcements and reminders
- Timer control of the hydronic circulating pump system
- Ability to control and set on/off schedule for exterior lighting

Future uses include scheduling timers for exhaust fans, outdoor lighting and even security for perimeter door lockdown.



NEW IN AMERICA



Maestro A/C & Heat Pump with no outdoor unit!



MAESTRO PRO

With no outdoor unit



Features:

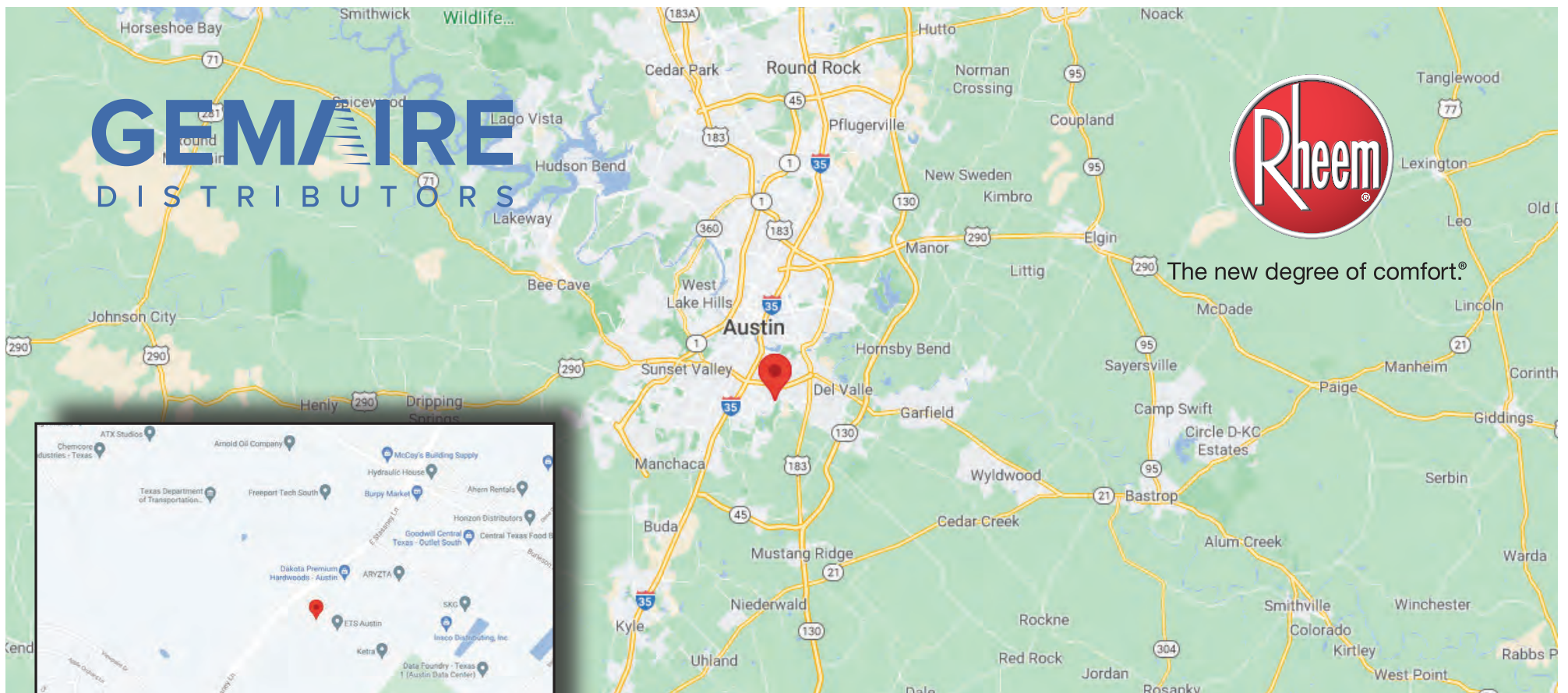
- Inverter Compressor and Variable Speed Motor
- Heating & Cooling Capacity up to 11,600 btu/h
- Installation Versatility: Low and High Wall
- Easy Installation & Maintenance
- Remote Control (standard)/Wall Thermostat (optional)
- 115V 1 phase power



Chad Fink - Sales Manager
cjfink@winsupplyinc.com | (972) 800-1553

www.olimpiasplendidusa.com
sales@olimpiasplendidusa.com





GEM/IRE
DISTRIBUTORS

COMING SOON NEW LOCATION! *Fall 2021*

**GEMAIRE HAS A NEW LOCATION
TO BETTER SERVE THE AUSTIN AREA!**

COME SEE THE TEAM

FALL 2021

AT OUR NEW LOCATION

**6231 E STASSNEY LANE, SUITE 300
AUSTIN, TX 78744**

GEM/IRE.COM

HOUSTON'S HVAC INDUSTRY CAR SHOW

COOL RIDES

HOT RODS

OCT 9TH 2021



JOIN US FOR OUR 3RD ANNUAL CAR SHOW!
ALL PROCEEDS BENEFIT HPD CLEAR LAKE DIVISION'S BACKPACKS FOR KIDS DRIVE.

Hunton is teaming up again with HPD Clear Lake to bring you our 3rd annual HVAC Industry Car Show! We're inviting anyone and everyone in our industry to open up your garage and show us what you've got! All proceeds Benefit HPD Clear Lake's Backpacks for Kids Drive.

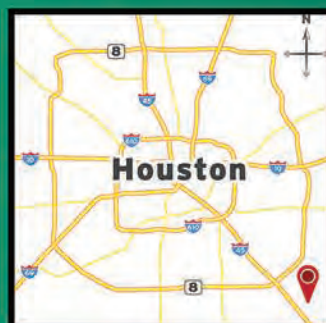
This event is open to the public and benefits a great cause, so bring the whole family down to see what the HVAC industry has to offer! We're also just up the road from Ellington Field, making this a great spot to catch the Wings Over Houston Airshow flying overhead!

DATE Saturday, October 9th, 2021

TIME 9 A.M. - 1 P.M.

LOCATION Hunton Distribution - South Location
 735 FM 1959 [Dixie Farm Rd.], Houston TX 77034

For more information visit <https://bit.ly/huntoncarshow>



HAVE A CAR YOU'D LIKE TO SHOWCASE?

We are currently accepting submissions for all categories. For more information about registering a vehicle for our car show, please scan the QR code below.



<https://bit.ly/huntoncarshow>



Carrier Reduces its Customers' Carbon Footprint by 68 Million Metric Tons in 2020

2021 ESG Report outlines Carrier's 2020 performance and progress toward ambitious targets to help fight climate change

Palm Beach Gardens, Fla. — Carrier Global Corporation (NYSE: CARR), the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions, has reduced its customers' carbon footprint by 68 million metric tons in 2020, which is equal to the energy use of more than 8 million U.S. homes in one

year. Carrier also reported gains in diversity among its senior leadership, including 43% global executive diversity and 31% global women executives, up from 27% and 20% in 2015, respectively. Also, Carrier began tying its executives' incentive compensation to progress against Environmental, Social & Governance (ESG) goals,

including progress against its diversity goals and strategic initiatives. These accomplishments and more are outlined in Carrier's 2021 ESG Report, which details the company's ESG performance in 2020 and progress toward its 2030 goals announced last year. Other highlights from the report include a commitment to setting

company-wide science-based emissions reduction targets aligned with the goals of the Paris Agreement, achieving carbon neutral operations and the implementation of a world-class supplier sustainability program to help reduce Carrier's environmental footprint. Through our investments in energy efficiency projects,

as of year-end 2020, we have reduced our greenhouse gas (GHG) emissions in absolute terms by over 78,000 metric tons compared with our 2015 baseline.

The company is also focused on achieving a diverse workforce that represents the communities in which we live and work, and launched a comprehensive diversity and inclusion strategy that included the launch of robust programs for the recruitment and development of Black talent. This year's report includes the addition of a more comprehensive set of

diversity demographic data. Looking ahead, Carrier continues to positively impact the communities where it operates, enabling access to safe and healthy indoor environments, alleviating hunger and food waste, and encouraging employee volunteerism. Carrier is also committed to investing in STEM education programs that promote diversity and inclusion and sustainability through education, partnerships and climate resiliency programs.

The full report is available on corporate.carrier.com.

Looking for these?



3/4" Flexible PVC Connectors, as well as 1/2" to 3/4" PVC bushings, are now available through ESP Company. Available in both bulk and merchandise packaging. Available at a variety of wholesalers in the area, we are stocked and ready to ship. 2" and 3" PVC flexible connectors also available.

A few of our popular products are also listed below. Much more to see on our website: www.espcompany.com



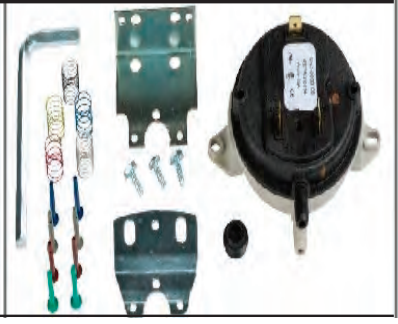
Li'l Poppers - POP3/POP5

Li'l Popper 3 and 5-amp manual reset circuit breaker have male receptacle leads that attach where the ATC fuse would normally rest. While troubleshooting the control circuit, this breaker can be reset instead of blowing multiple fuses.



HVAC Service Center

The easiest way to wire residential equipment. Switch and always powered GFI for convenience.



Universal Air Switch

The NS2 series, Universal Small Footprint Air Switch replaces all fixed Honeywell IS-2 series. Five separate springs cover ranges from .05" WC to 10" WC. Approvals: UL, CSA



Quick Blast - QB1

The QuickBlast is the original, most heavy duty condensate clear out valve available. Simply close the valve, apply pressure to both ports, open the valve again - and you're flowing.



Easy Levelers - EL10

Revolutionary furnace leveling system created for the perfectionist. Four sturdy bolt adjusted leg extensions supplied with mounting materials. Simply turn the leg bolted insert clockwise or counter clockwise to raise or lower each corner of the furnace.



Board Removal Tool

Dual sided tool that easily removes PCBs from their standoffs without cracking the board or standoff.

HINSHAW con't

5. I have said this before, but it needs to be repeated. Join a networking group. BNI is the example I talk about a lot. They are all over the world, only allow one company in from each type of industry. So, if you are the Air Conditioning guy, you will be the only Air Conditioning guy in that group. Cost is around \$600/year, a few service calls can make that up. Chamber of Commerce is not the same. While there may be some good contacts in the Chamber, it is open to anyone who pays the fee. Could be 4 or 5 AC companies there. A sub-set of a networking group is a service club, such as Rotary. They usually have involvement from upper-level management, company leaders who give of their time and money to help improve the planet. You are working alongside a bank VP, while you are not allowed to openly advertise your goods and services in Rotary, everyone will know what you do rather quickly, you will be surprised at how much business can be obtained from that membership.

6. Work with the service and dispatch teams to share how important it is to look at each

call as a chance to improve the customer's lives and comfort in their home. I would suggest a company meeting that focuses on the perfect service call, what the technician needs to look at each time. The dispatch team needs to ask a set of questions to set up the calls for optimum productivity, be sure the correct tech is one each call.

7. Finally, put together a few "packages" that include high-efficiency indoor and outdoor units, perhaps IAQ products, high efficiency filters, thermostats that can be controlled from the smart phone, and any other accessories that you think the marketplace needs. Show this as your Best, then offer a better, then end up with a value (or good) system as the base. Pick the Best (or better) system, share that this one is your favorite, here is why, have a story ready. People love stories.

There you have 7 ideas on how to weather the shoulder season, to keep from giving back the money you made this summer. These ideas and more can be found at <https://www.serviceroundtable.com>. Thanks for listening, we'll talk later.

Mitsubishi Electric Trane HVAC US Donates to Children’s Grief Center and Grief Resource Center of New Mexico

The HVAC leader provides heating and air-conditioning equipment for nonprofit grief organization

Suwanee, Ga. – August 16, 2021 – 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, has donated heating and cooling systems to the Children’s Grief Center and Grief Resource Center of New Mexico, a nonprofit organization committed to addressing the challenges children, adults and families face following the death of a loved one.



organization’s expansion required new heating and cooling equipment. Mitsubishi Electric Trane

system for the facility. The donated Mitsubishi Electric equipment includes:

- (4) Ceiling Concealed Indoor Units (PEFY-P12NMSU-ER2, PEFY-P15NMSU-ER2 and PEFY-P18NMSU-ER2)
- (2) 4-way Cassette Indoor Units (PLFY-P15NFMU-E)
- (2) Modular Outdoor Units (PURY-P72TMU-A)

• (1) Grille (SLP-18FAU)

“We’re incredibly grateful for the donations and partnerships that have helped make our dream of a larger facility a reality,” says Jade Richardson Bock, executive director, Children’s Grief Center and Grief Resource Center. “The donation from Mitsubishi Electric will allow us to provide a comfortable environment for our families to gather and learn to heal from the loss of a loved one.”

“The center has such an important mission,” says Sandra Parr, regional marketing manager, Mitsubishi Electric Trane HVAC US. “We’re proud to support their efforts and help create a more comfortable setting for community members navigating grief.”

Since 2001, Children’s Grief Center’s mission has been to provide a safe and supportive environment where young people and their caregivers can share their feelings and experiences while grieving a death. In 2020, they merged with the Grief Resource Center, providing grief support services for adults.

As a new, joint organization, Children’s Grief Center and Grief Resource Center moved to its new location on December 28, 2020. The larger facility is currently under renovation, projected to be completed by fall 2021.

For more information about Mitsubishi Electric Trane HVAC US, visit www.metahvac.com. To learn more about Children’s Grief Center and Grief Resource Center, visit www.childrensgrief.org.

Proud to be your partner.





SINGLE-ZONE • MULTI-ZONE • CENTRAL AIR • MINI VRF • VRF

GREECOMFORT.COM

CLEAN AIR™
UV LIGHTS

BUY 1 GET
SECOND
ONE 1/2
PRICE

INTRODUCING!

Mini Split UV LED LIGHT



12201 N. W. 107th Avenue, Medley, FL 33178
Toll Free: 1-866-524-9898 | Phone: 1-305-500-9898 | Fax: 1-305-500-9896

PART No.:
SUV-LED24SET
SUV-LED39SET

www.comfortstarusa.com | www.smartelectricusa.com



JOHNSON SUPPLY

**Your Trusted
HVACR Distributor
Since 1953**



**CALL US TODAY
TOLL FREE
1(800) 833-5455**

Allen, TX
1307 North Watters Rd.
Suite 100
p: 469-270-5900

Austin, TX
9416 Neils Thompson
Suite 100
p: 512-977-0100

Beaumont, TX
1110 Gulf St.
p: 409-838-5251

Bryan, TX
2616 South College
p: 979-775-5554

Carrollton, TX
1401 Valwood Parkway
p: 972-277-9300

Clute, TX
406 S Brazosport Blvd.
p: 979-265-0466

Corpus Christi, TX
1248 South Padre Island Dr.
p: 361-808-9675

Fort Worth, TX
524 N. Beach Street
p: 817-834-9675

Garland, TX
1036 South Jupiter
Suite 300
p: 972-494-0148

Houston, TX
3511 Jensen Drive
p: 713-869-3700

Houston, TX
6630 Roxburgh Drive
Suite 100
p: 713-849-2030

Houston, TX
10151 Stella Link
p: 713-830-2499

Houston, TX
3930 Stoney Brook
p: 713-781-1100

Humble, TX
1515 East 1st Street
p: 281-548-0600

Huntsville, TX
676 IH 45 S
p: 936-291-6818

Lafayette, LA
4002 Cameron St.
p: 337-232-9862

Lake Charles, LA
2501 Ryan Street
p: 337-433-7100

Pasadena, TX
3230 E. Pasadena Fwy
p: 713-477-0562

Pharr, TX
801 Mozell
p: 956-702-3445

San Antonio, TX
1050 Arion Parkway
Suite 106
p: 210-495-9675

Stafford, TX
13255-B Murphy Road
p: 281-499-9000

Waco, TX
600 Esther
p: 254-755-7333

Webster, TX
611 North Texas Ave.
p: 281-338-6638

Spring, TX
604 Spring Hill Road
Suite 170
p: 281-872-3454

call or text phone numbers listed

JOHNSON SUPPLY is a proud supplier of:

ALLIED
Commercial

ARMSTRONG
AIR
The Professional's Choice

Ducane
AIR CONDITIONING
AND HEATING

magic-pak



JOHNSON SUPPLY Dealer Program Benefits

- Industry's Best Residential and Commercial Rebate Program
- Attractive Co-Op Incentive
- No Hassle Homeowner Financing and Instant Rebate Program

For more information



visit johnsonsupply.com

Residential Refrigerant is Changing Again?

*Rick Kincel
Coburn Supply*

Well it was bound to happen, if we wait long enough everything in this industry will change.

I have been blessed to have been around for many of these changes and have seen the industry make some great (and not so great) decisions.

Federal guidelines have Residential Refrigerants beginning the next potential change in 2023.

In the 50's, R22 was introduced and by the 70's there were only a few of the 500 series refrigerants still in service in the Deep South. R22 was the king!

R22 ran its course and was nixed because of its Ozone Depletion Potential ODP and the Montreal Protocol.

In the late 90's Puron (R410a) was brought to the forefront as the replacement for R22 as it had a 0 ODP and was going to be the refrigerant

of the future.

Changing politics and science then concluded that a bigger threat is the refrigerant's Global Warming Potential GWP, and the race was on for that next replacement for residential and possibly commercial HVAC market.

It has recently been reported that Diakin companies in North America has given their choice of replacement refrigerant as being R32.

Carrier Corp has reported

its North American choice to be R454B.

These are just the first two I have heard of but I believe the worst is yet to come with more OEM refrigerants being chosen.

This flies in the face of the "one residential refrigerant" we have been so used to over the last almost 70 years.

Many contractors I spoke with in the 80's said that it was a good time to get out of the industry rather than learn a new refrigerant (R410a). If that

didn't do it, then this next round of (Insert Number Here) new refrigerants should do the trick.

Most every choice I have seen as a possible replacement has been an A2L lower flammability choice. Do not freak out, these are not the A3 refrigerants like Propane or Butane, but a fire extinguisher may be required on all installs and many repairs. There is also discussion that manufacturers may be shipping equipment "dry" to reduce the expected increase in shipping costs.

R452B, R1234yf and R1234ze have been other refrigerant choices that have been bounced around but do not appear as the products that are rising to the top for the manufacturers of residential products.

No matter which way your manufacturer of equipment goes, that fact is that having to have multiple refrigerants on your truck for service calls seems unavoidable. Learning the quirks about the different

glides, Superheat and Subcool changes as well as the Critical Discharge Temperature is going to be an important factor going forward.

A final piece for thought is this; Technician recording of refrigerants added or removed from equipment will come into play with new labeling on the equipment. Intrinsically Safe (IS) parts will now be required in the units such as enclosed contactors and switches that remove the electrical contacts from the potentially flammable environment. The tools of the trade such as gauges, recovery equipment, leak detectors, vacuum pumps, etc. will all have to be rated for these new Lower Flammability choices.

The discussions around these new Lower Flammability Refrigerants will begin soon in the supply houses and much of it will be negative and filled with disinformation. Please stay calm and stay informed because in the end *"this too shall change."*



THE SOLUTIONS YOU TRUST
FROM HONEYWELL HOME
AVAILABLE AT TEXAS FERGUSON HVAC LOCATIONS

FERGUSON
HVAC

Empower your customers to take control of their home comfort. From Wi-Fi connected, smart and programmable thermostats to humidifiers, home ventilation and air purifiers, shop the range of Honeywell Home products from Resideo at your nearest Ferguson HVAC.

© 2021 Resideo Technologies, Inc. All rights reserved.
The Honeywell Home trademark is used under license from Honeywell International, Inc.

Friedrich Air Conditioning to Join Rheem®

Acquisition will expand residential and commercial single-room AC solutions

San Antonio, Texas— is finalized, Friedrich will Rheem has announced its continue as a stand-alone intent to acquire Friedrich Air business with the same Conditioning from Monomoy leadership team and operations, Capital Partners, subject to operating within Rheem's regulatory approval. Global Air Division.

"The Friedrich team is very excited to join the Rheem family of brands," said Chuck Campbell, CEO of Friedrich Air Conditioning. "Our companies complement each other in many ways with our long legacies in the HVAC market, strong focus on customers, and similar corporate cultures and values. Joining Rheem will allow us to increase that customer focus and to accelerate the development of more innovative products."

Once the acquisition

About Friedrich Air Conditioning Co.

Founded in 1883, Friedrich has manufactured room air conditioners since 1952. Friedrich is a leading manufacturer of air conditioners and other home environment products. Constructed of the highest quality components, Friedrich products are built to exacting standards and are among the most sophisticated, energy-efficient, and quietest available. For more information, visit www.friedrich.com

Honeywell
Home

Serving Texas statewide with more than 30 locations.

Scan the QR code to find your nearest location.



FERGUSONHVAC.COM
©2021 Ferguson Enterprises, LLC 0721 2985664

Jaxon David Brigman

Jaxon David Brigman passed from this life Saturday, August 14th 2021. Jaxon was born May 8, 1971 in Abilene, TX to Jack and Marsha Brigman. He graduated from Wylie High School in 1989 winning 3 state golf championships. With a golf scholarship, he attended Oklahoma State University, graduating in 1993 earning All-American status during his college career. A highlight of his college career was the Sunnehanna Amateur Championship win. Jaxon played the mini tours with the goal of becoming a PGA Tour professional traveling the United States and other countries. On his quest, his best finish was the Byron Nelson finishing tied for 10th. Jaxon enjoyed teaching golf over the years and worked as a golf equipment representative. His latest venture was with The Heyden Stanley Group working as a marketing representative



Mr. Aubrey, Joe Wilson, Jaxon Brigman and Lance Lackey at the Solar Supply Ray Dinger Memorial Golf Tournament in Lake Charles, LA in June 2021.

in the HVAC industry living in Lewisville, TX.

Jaxon is survived by his daughter, Malyn (15), his mother, Marsha Brigman. His sister, Kelli Walker and husband John. Nieces – Jaclyn Withrow (Chris), Walker, Lyla, and Livvy Withrow, Madelyn Nichols (Zach), and Erin Nichols (Conner). Uncles Henry Brigman (Iris) and Cary

Miller (Brenda). Also survived by many cousins, family, and friends. Preceding Jaxon in death were his daughter Tatum (3), his father, Jack Brigman. Grandmothers: Crystal Miller and Doris Brigman. Uncles and Aunts: Duane and Edyne Blair, Gene and Gail Miller, Cynthia Miller. Cousins: Lisa Miller and Jeana Spain.

Jaxon wanted to make everyone happy. To quote a longtime friend: “Jaxon always brought fun and happiness to any situation.” He loved his daughters with all of his big heart. His friends meant the world to him and were an important part of his life. He will be missed.

A graveside service was held Thursday August 19th at 10:00 am at Elmwood Memorial Park. A visitation with the family was held Wednesday evening from 5:00 – 6:30 pm at Piersall Funeral Directors, 733 Butternut St.

Charles E. Wright

Charles E. Wright, 96, passed away peacefully in his sleep Friday, July 30, 2021 at his home in Houston TX.

Graduating from U of H with a BS in Architecture in June 1951, Charlie accepted a job from Hackley Morrison, Sr. selling attic fans to homebuilders, thus beginning his long and successful history with Texfan. In 1952 Charlie and his best friend W. R. Trahan founded the Wright Company for the sales and installation of residential heating and air conditioning systems.


Charlie Wright returned to Texfan in Dec, 1953 to create and head up their Heating and Air Conditioning Division . By 1955 he was Vice President and General Manager, President from 1970-1978 and owner from 1978 until he sold Texfan to Atlantic Richfield and retired for the first time in 1983. Charlie went on to establish, co-found and operate many businesses like Comfort Supply in 1964, CEW, Inc., and Gulfstream Corp.


He spearheaded the establishment of the City of Houston Building Code in 1958 being the first member of the City of Houston Air Conditioning Board holding License #2. He served several terms as President of the Air Conditioning Council of Greater Houston,



Past TACCA GH Presidents. Left to Right Scott Thompson, Kerry Mohammadian, Sam Kelly, Bob Elolf, Charlie Wright, Sonny Roncancio, Lloyd Haley, Jimmy Berry.

was first President of the Harris County Air Conditioning Contractor’s Association, and was Chartering President of Texas Air Conditioning Contractors Association. A highlight of his career was receiving the 1984 Air Conditioning Contractors Association’s “Spirit of Independence” award in Washington, D.C. after a 16-year campaign in the Texas Legislature resulting in the passage of the Texas Air Conditioning Contractors Licensing Law, one of the nation’s first statewide licensing laws, receiving Texas License #1 and subsequently serving as Consultant to the State Commissioner and Chief Examiner and Licensing Officer.

**CONSTRUCTION
DATA**



**TEXAS
HVAC/R
TEST PREPARATION**

3 DAY LIVE INSTRUCTED

SCHEDULE

IRVING	Sept 16 - 18
HOUSTON	Oct 21 - 23
IRVING	Nov 11 - 13

**HELPING TEXANS SUCCEED
FOR OVER 20
YEARS**

888-500-PASS

www.constructiondatainc.com

**Cleaner Indoor Air
Starts With
The Basics**
Filter Bases By McDaniel Metals

**Baseline**

**Accommodator**

**Counterflow**

**Labor Saver**

**Horizontal Filter**

**Fresh Air
Filter Rack**

**McDaniel Metals**
Houston • Dallas • Phoenix
281-987-8400 • mcdanielmetals.com



JOHNSTONE SUPPLY

Back To School - Keep Cool

R410a Special for Back to School \$299 while supplies last in stock only



**Corpus Christi - Victoria - Laredo
Pharr - La Feria - Brownsville - College Station**

Brownsville

4635 Mar Street
(956) 838-0542

La Feria

13422 E Expressway 83
(956) 797-2035

College Station

12201 State Hwy 30
(979) 731-5700

Laredo

4114 Airpark Drive, #4A
(956) 727-2235

Corpus Christi

2701 Agnes Street
(361) 882-8896

Pharr

3107 North Sugar Road
(956) 783-1036

Corpus Christi

8051 South Padre Island Dr.
(361) 986-0613

Victoria

3704 Billy Drive
(361) 574-8349



Let's Clear the Air.

Introducing Explorer®-IAQ Thermostats with a Built-in Air Quality Sensor.



Clean, healthy indoor air has never been more important. Our new line of Explorer-IAQ thermostats now includes an exclusive Air Patrol® feature to continuously monitor and control indoor air quality. When needed, they automatically circulate polluted air through the HVAC's filtration system, so you and your customers can breathe easy.

- Built-in Wi-Fi, Bluetooth, and Sub-GHz radios
- Displays IAQ levels on free mobile app and website
- Compatible with easy pairing VenNet wireless sensors



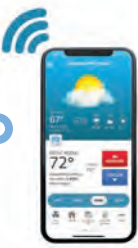
Residential



Commercial



School



www.venstar.com



We are your #1 Source for Venstar Thermostats and Accessories – Visit us today!



www.inscohvac.com

Texas				Georgetown	40110 Industrial Park Circle	512-863-0525	San Antonio	1302 S. Alamo	210-223-2681
Abilene	1810 Pecan Street	325-673-2660		Grapevine	1300 Minters Chapel, Ste 500	682-223-6700	San Antonio	15938 University Oak	210-581-7350
Arlington	3210 Dalworth	817-649-7866		Harlingen	401 N.T. Street, Ste B	956-425-1120	San Antonio	222 Reola	210-824-9551
Austin	2929 Longhorn Blvd, Ste 103	512-837-3091		Houston	10460 S Sam Houston Pkwy West	713-335-5475	San Antonio	2403 Freedom Drive	210-828-9981
Austin	6301 E. Stassney Lane	512-441-9893		Houston	11102 Beltline Road, Ste 300	713-358-3737	San Antonio	6896 Alamo Downs Pkwy, Ste 900	210-523-1244
Brownsville	224 Industrial Drive	956-546-8800		Houston	14900 Hempstead Rd., Ste 300	713-462-3737	Tyler	3805 Timms Street, Ste 300	903-561-8080
Corpus Christi	5439 Greenwood Drive	361-851-8821		Houston	5921 South Loop East	713-645-6726	Victoria	3803 N John Stockbauer	361-576-4101
Dallas	10490 Shady Trail, Ste 100	214-350-7913		Kerrville	1905 Junction Hwy	830-895-2800	Wichita Falls	206 Waco Street	940-766-0225
Del Rio	2307 N. Main	830-774-1545		Laredo	5714 Cerrito Prieto Court	956-726-0541			
De Soto	640 E. Centre Park Blvd	214-467-8130		Lubbock	702 E. 46th Street	806-762-4088			
El Paso	11500 Rojas Dr., Ste A & C	915-779-3475		McAllen	1218 East Laurel Ave	956-686-3786			
Ft. Worth	399 North Beach Street	817-834-5542		New Braunfels	1223-B Industrial Drive	830-625-7743			
Garland	3775 Marquis Drive #101	972-276-5532		San Angelo	914 Arroyo Drive	325-224-4276			

Oklahoma
Oklahoma City 3407 E. Reno 405-670-1326

A Contractor's Birthright-The Value of a Good TM

What should an HVAC contractor be able to expect from the sales rep who calls on him or her from his major brand supplier? I will, in this article, paint a picture of what a superb sales rep should be able to do for a contractor.

First, a superb sales rep (I'll use the acronym SSR from here on out to save my fingers some wear and tear on my keyboard) **knows that you create the pool of profits from which everyone in this business drinks.** You, of course, derive your livelihood from what you do, but so does that sales rep and the company he works for. The factory that supplies that distributor with equipment depends on the profits YOU generate. The suppliers to the factory (metals, refrigerants, motors, etc.) depend on those profits too.

Because of that, an SSR will focus all of his or her efforts on you and your business. An SSR will be so devoted to you and your success that his employer may sometimes wonder who he works for—you or the distributor! An SSR will go more than the extra mile to help you and your business succeed. Because of that, an SSR will learn this trade so he or she may help you in EVERY area of your business.

An SSR will possess strong business skills, helping you develop and write a marketing plan that will help you generate leads, and then help you learn how to convert those leads to appointments and then to sales at high margins, keeping your installers busy almost all year and attracting the kind of business you are looking for.

An SSR will help you write

a business plan that will help you grow safely and strongly for years to come.

An SSR will help you find, hire and keep excellent installation and service talent so you have the people to do the jobs you need to do quickly and right the first time.

An SSR will call upon you often enough to be a key partner in your business, but not so often as to become irritating, and will always be just a phone call away, 24/7.

An SSR will know his or her product line inside and out, frontwards and backwards, and will know how to help you apply that product line to any job you encounter.

An SSR will be a good communication conduit between the factory and distributor and you, passing vital information up and down

the line as needed to keep all parties in sync and productive.

An SSR will be a leader among leaders, calling out and developing the best in you and your management team.

An SSR will be a team player, throwing the ball when asked, blocking when required, even carrying the water, all to help you score big.

In short, an SSR can be one of the most important elements in your successful business and will only fully enjoy his or her success when you enjoy yours.

If that is the kind of sales representative you have calling on you, thank your lucky stars. If it is not, maybe it's time to look around and try to find one.

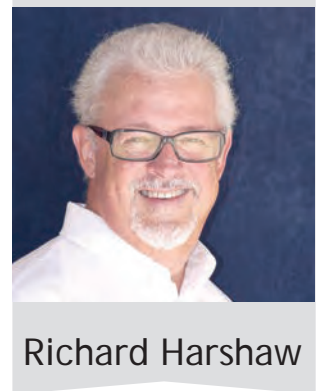
It really does take two to be Number One!

Question from last month's readers to Mr. Harshaw: Where do loans go?

Mr. Harshaw: A loan is a liability so it goes on the BALANCE SHEET. But repayment of the loan is a cash flow issue, and it gets tricky on how to score that on the INCOME STATEMENT (or P&L to some folks).

Because a loan is money that is not yours, when you pay it back, the repayment of the PRINCIPAL goes on the balance sheet as you shift the liability to a paid-off asset over time. But the INTEREST is YOUR money and so it must be reported on the Income Statement under your Overhead section.

Example: You borrow \$20,000 to buy a new truck. So, you record \$20,000 under "Long Term Liabilities" on the balance sheet. Now, in year one, you pay the lender \$7,000 in payments—let's say \$4,500 in interest and \$2,500 in principle.



Richard Harshaw

You would record a reduction of \$2,500 on the balance sheet under "Long Term Liabilities" and an expense of \$4,500 under Overhead on the income statement. You would also increase the value of fixed assets by the amount of principal you retired. Each year, the amount of interest drops while the principal repaid goes up until, after 4 years (in this example), the loan is repaid—the Long-Term Liabilities no longer has an entry for Toyota Financing.

Does that clear it up for you?

Send questions for Mr. Harshaw to LLACKEY@AC-TODAY.COM



NOW OFFERING

nu-air

Cate and Company is excited to announce the addition of the Nu-Air product line of high quality Energy Recovery Ventilators (ERV), Heat Recovery Ventilations (HRV) as well as unique Air Exchangers. Call today to see how Nu-Air can give you a marketing advantage and help solve your IAQ needs.



ERV • HRV • AIR EXCHANGER

Residential, Multi-Family, Commercial

11282 Indian Trail • Dallas, TX 75229 • Catehvac.com

Call 972.243.4994 for details, pricing and incentives • **Denton, Texas Location Opening in October!**



Fieldpiece Instruments Takes Home the Silver Award in the The NEWS Dealer Design Awards Contest

Job Link® System Dual Port Manometer Recognized in the Testing & Monitoring Products Category

Orange, Calif. – Fieldpiece Instruments, the leading manufacturer of professional-grade tools for HVACR pros by HVACR pros, has once again been recognized for excellence in product design in The NEWS Dealer Design Contest. This year, Fieldpiece won the Silver Award for the Job Link® System Dual Port Manometer in the Testing and Monitoring Products Category.

An independent panel of contractors acted as judges in the contest that had 117 entries. The ACHR News is the leading trade magazine in the heating, ventilating, air conditioning, and refrigeration industries. NEWS Publisher Mike Murphy stated, “These awards give us a unique opportunity to recognize the outstanding research and development efforts that go into many of the products serving the HVACR industry and the awards issue gives our readers an opportunity to read about innovative installation and service solutions.”

The revolutionary JL3KM2 Job Link® System Manometer probes give HVACR pros the freedom to work the way they want to — unrestricted by hoses, so technicians get readings from optimal locations on every system, every time. The Job Link® System works wirelessly from up to 1000’ away and the HVACR technician will look professional and give customers confidence of a job well done with pre- and post- reporting. They can also retrieve system performance data from the last service date for quicker assessment.

“We’re proud to be recognized by the contractors who judged the products in the Testing and Monitoring Category,” said Rachel Newport, Director of Marketing for Fieldpiece.

For more information about the Job Link® System Dual Port Manometer, please visit: <https://www.fieldpiece.com/product/jl3km2-job-link-system-dual-port-manometer-probe-kit/>



WHAT YOU NEED, WHEN YOU NEED IT.

THAT'S THE POWER OF **JOHNSTONE**

Visit our stores in:

Houston · Beaumont · Conroe · Katy · Stafford · Webster
(713) 868-8967
www.JohnstoneSupply.com/39

LG Commits to Most Aggressive Target for Reducing GHG Emissions

Seoul — LG Electronics (LG) announced its commitment to set targets to follow science-based targets with the goal of cutting greenhouse gas emissions (GHG) in the use phase of major LG products by 2030, making LG the first Korean company to participate in the net zero global campaign, Business Ambition for 1.5°C. The campaign, led by the Science Based Targets initiative (SBTi) with support of the CDP, United Nations Global Compact (UNGC), World Resources Institute (WRI) and World Wide Fund for Nature (WWF), has commitments of participation from nearly 700 global companies.

LG announced its Zero Carbon 2030 initiative in 2019, committing to reduce the total amount of direct carbon emissions and indirect emissions generated during the production process by 50 percent compared to the 2017 baseline. With its commitment to Business Ambition for 1.5°C, LG is setting a new target to also reduce GHG emissions generated during the use phase of products such as refrigerators, washing machines and

residential air conditioners, a far greater challenge. In fact, LG's report to the CDP this year showed that the use phase of major products accounted for more than 80 percent of its greenhouse gas emissions.

Science-based targets as promoted by SBTi are in line with the latest research and what is deemed necessary to meet the stretch goal of the Paris Agreement to limit global warming to 1.5 degrees Celsius. LG's carbon emission reduction target to reduce emissions in the entire production process from production to use by 2030 will be reviewed and validated by SBTi based on scientific data.

“LG's current activities are in line with our mid- to long-term ESG strategy to produce eco-friendly products and services for future generations,” said Kim Joon-ho, executive vice president and head of LG Electronics' Quality Management Center. “LG is actively working on environmental solutions focusing on the themes of net zero and circular economy so that future generations can enjoy a better life and contribute to a better tomorrow.”

UNITED SUPPLY

HVAC WHOLESALER

SERVING THE INDUSTRY FOR 33 YEARS

ONE STOP DOES IT ALL!



ASPEN
Everything's Right Here™

Proudly offering all sizes
of ASPEN COILS



SPECIALIZED PARTS AND SUPPLIES

GRILLES • CONTROLS • MOTORS • COILS
ALL TYPES OF REFRIGERATION

- MORE IN STOCK THAN ANYBODY ELSE!
- WE TAKE OUR TIME WITH ALL CUSTOMERS
- AFTER-HOURS HELP AVAILABLE
- EPA CLASSES AVAILABLE IN-HOUSE
- CALL THE OFFICE FOR DETAILS AND SCHEDULE



Call, stop in,
or visit us
online today!

9920 Westpark
Houston, TX 77063
Phone: 713-952-5191
Email: kmintl@wt.net
www.unitedacsupply.com

CHECK WITH US ON OUR WIDE SELECTION OF HEATING/AC PARTS
AND ACCESSORIES PRICED RIGHT AND IN STOCK!

The Comfort They Expect. The Performance They Deserve.

INCREDIBLY QUIET OPERATION

Advanced sound engineering delivers levels as low as 60 dBA

CLEAN SWEEP DEFROST

Our on-demand defrost cycle clears frost from the bottom up, ensuring coils are thoroughly cleared and reducing cycles overall

OMNIGUARD® TOTAL CORROSION PROTECTION TECHNOLOGY

Protects the coil against corrosive elements, extending the life of the unit for years to come

- ✓ Five operating modes for a perfect balance of comfort and efficiency
- ✓ Inverter technology delivers enhanced dehumidification
- ✓ 10-year limited warranty on parts and compressor for residential applications
- ✓ Reduced annual utility bills by up to 44% when replacing a 10 SEER system

Talk to your distributor about how LYNX™ 18 can drive greater results for your business.

Learn more at Concord-Air.com/LYNX18



CONCORD
The Right Choice. Right Now.

The Right Choice. Right Now.

© 2021 Allied Air Enterprises LLC, A Lennox International Inc. Company
Printed in the U.S.A. Form No. RHPLYNXTF-400 (04/21)

ADA
821 N. Broadway Ave.
580-332-1576

ALTUS
1624 N. Main St.
580-477-3122

AMARILLO
5119 Plains Blvd. Unit C
806-467-8950

ARDMORE
609 N. Commerce St.
580-226-8067

ARLINGTON
1605 W. Pioneer Pkwy.
817-785-0007

BARTLESVILLE
244 NE Washington Blvd.
918-333-1145

BEDFORD
512 Harwood Rd.
817-282-1365

BENBROOK
7917 Camp Bowie West Blvd.
817-244-3340

BROKEN ARROW
1821 S. Aspen Ave.
918-258-0805

CHICKASHA
809 S. 4Th St.
405-224-4272

CLAREMORE
1113 W. Will Rogers
918-343-1131

CLINTON
1069 S. 10Th St.
580-323-6982

DENTON
2001 Fort Worth Dr.
940-484-4323

DESOTO
719 N. Hampton Rd., Suite 201
972-230-0840

DUNCAN
1715 N. 81
580-252-5048

DURANT
2100A W. Evergreen St.
580-920-2140

EDMOND
405 S. State St.
405-340-8945

ENID
1725 N. Van Buren St.
580-237-2081

FAYETTEVILLE
2301 W. Martin Luther King Blvd., Suite 3
479-443-2381

FT SMITH
1200 S. Waldron Rd., Suite 120
479-478-9469

GARLAND
2350 Crist Road, suite 300A
469-209-7614

LAWTON
1022 NW 38Th St.
580-353-0990

MCALESTER
202 S. Swallow Dr.
918-423-5165

MIAMI
2632 N. Main St., Suite A
918-542-5364

MIDWEST CITY
7421 SE 15Th St.
405-732-0791

MOORE
1001 N. Moore Ave.
405-799-0200

MUSKOGEE
1500 N. 11Th St.
918-686-8205

N PORTLAND
3647 NW 39Th St.
405-947-1025

NORMAN
1500 SW 24Th Ave. SW
405-329-8057

OKC S. KENTUCKY
7610 S. Kentucky Ave.
405-632-8216

OKC SW 29TH
2809 SW 29Th St.
405-682-2245

OKMULGEE
201 E. 5Th St., Suite A
918-756-4146

OWASSO
8787 N. Owasso Expy.
918-376-9851

PLANO
2404 Avenue K
972-578-9688

PONCA CITY
1201 E. Prospect Ave.
580-718-0498

PRYOR
510 S. Elliott St.
918-824-1016

ROGERS
1303 W. Walnut St.
479-936-7037

SAPULPA
967 S. Main St.
918-248-8858

SHAWNEE
530 Kickapoo Spur St.
405-275-4362

SILOAM SPRINGS
2304 US Hwy. 412
479-549-3860

SPRINGDALE
104 S. Thompson St.
479-750-0711

STILLWATER
901 E. 6Th Ave.
405-372-8588

TAHLEQUAH
1791 N. Grand Ave.
918-456-7714

TERRELL
1425 W. Moore Ave.
972-551-2823

TULSA CENTRAL
3720 E. Admiral Pl.
918-587-8832

TULSA S. LEWIS
8787 S. Lewis Ave.
918-299-0968

TULSA SE
5670 S. Garnett Rd. East
918-252-4209

WACO
5526 Bosque Blvd
254-405-6827

WARR ACRES
5932 NW 38Th St.
405-495-9307

WEST RENO
2600 W. Reno
405-235-6674

WICHITA FALLS
3164 5th Street
940-341-2080

WOODWARD
1414 Oklahoma Ave.
580-254-2173

YUKON
9 S. 4Th St.
405-350-1422

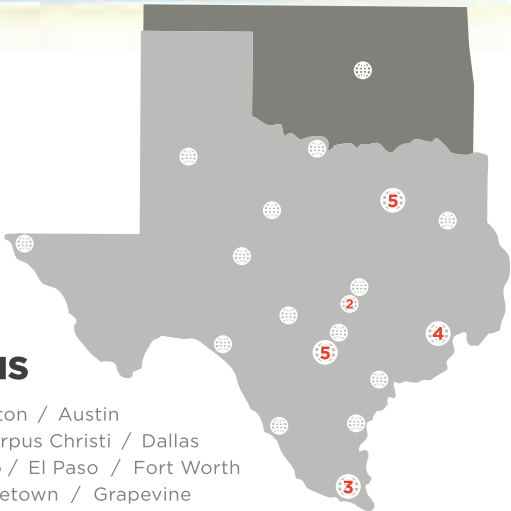
Locke®
SUPPLY CO.

Character. Customer Service. Employee Owned

Open 7:30 A.M. - 5:00 P.M. Monday thru Friday 7:30 A.M. - 12 NOON Saturday Over 160 Branch Locations



GET THE VIP TREATMENT
Texas Motor Speedway - RUUD/INSCO SKYBOX
Driver Visit, Prizes, Food & Beverages



**34
BRANCH
LOCATIONS**

Abilene / Arlington / Austin
Brownsville / Corpus Christi / Dallas
Desoto / Del Rio / El Paso / Fort Worth
Garland / Georgetown / Grapevine
Harlingen / Houston / Kerrville / Laredo
Lubbock / McAllen / New Braunfels
Oklahoma City / San Angelo / San Antonio
Tyler / Victoria / Wichita Falls

**FREE DELIVERY / FAST, FRIENDLY SERVICE
EXTENSIVE INVENTORY / FLEXIBLE CREDIT OPTIONS**

/inscodistributing
@inscohvac



INSCO.COM



**BEST PRODUCTS.
BEST SERVICE.
BEST PEOPLE.**





JOHNSTONE SUPPLY

GRAND OPENING

**JOIN US FOR THE
GRAND OPENING OF
OUR NEW LOCATION IN**

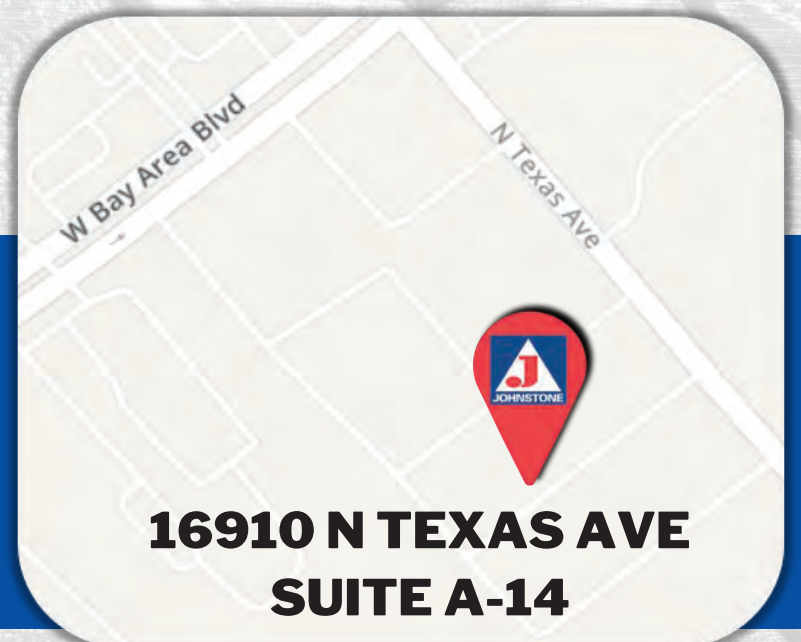
WEBSTER

**THURSDAY
OCT 7
9 AM - 1 PM**



**Meet and Greet with the
Johnstone Team and Vendors,
while you enjoy food, fun and
prizes!**

**SCAN TO
SAVE
ADDRESS**



**SHOP ONLINE 24/7 WITH OUR OE TOUCH APP OR AT
WWW.JOHNSTONESUPPLY.COM/39**

BEAUMONT

675 M.L. King Pkwy, 77701
Phone: (409) 832-7409
Fax: (409) 832-1462

CONROE

800 Old Montgomery Ste 200, 77301
Phone: (936) 230-5040
Fax: (936) 242-0178

HOUSTON

2120 Shepherd Drive, 77007
Phone: (713) 868-8967
Fax: (713) 868-3045

HOUSTON

5935A South Loop East, 77033
Phone: (713) 645-0085
Fax: (713) 645-7498

HOUSTON

8304 Westpark, 77063
Phone: (713) 952-4601
Fax: (713) 952-0865

HOUSTON

15631 Blue Ash, #160, 77090
Phone: (281) 872-5200
Fax: (281) 872-4848

HOUSTON

6630 Roxburgh Dr Ste #175, 77041
Phone: (713) 466-5716
Fax: (713) 466-7530

KATY

22110 Merchants Way, Ste. 100, 77449
Phone: (713) 803-6240
Fax: (713) 803-6250

STAFFORD

10650 West Airport Blvd Ste. 180, 77477
Phone: (281) 988-5584
Fax: (281) 988-9533

Now Open!

WEBSTER

16910 N Texas Ave Ste. A-14, 77598
Phone: (346) 444-3879
Fax: (832) 476-2450



Your choice for quality CE and exhibits in a beautiful Central Texas location!

October 28-29, 2021

Register Today!

TACCA Members \$249 / All Others \$319

www.tacca.org/conference



Keynote Speaker Clint Swindall, the Engagement Specialist, on Leadership PLUS Expert Speakers:



Mitch McCuistian
Estate & Business
Succession Planning



Dave Squires
Managing Techs/
Maintenance Programs



Matt Michel
Business Advice/
Tech Training



Chris Van Rite
Residential Duct
Efficiency



Lakeway Resort & Spa

\$149 TACCA special room rate
Book early for this great rate!



William Weatherly
Texas Laws and Rules



Howard Ahern
HVAC Piping

Exhibitors ⇒ Schedule Engine ♦ JB Warranties ♦ ACES ♦ Podium Marketing Depot ♦ Entech Sales and Service ♦ INSCO ♦ coolCARE Federated Insurance ♦ iO HVAC Systems ♦ Verbet ♦ Rankin Group Cody Company ♦ Online Access ♦ Robert Madden Ind ♦ Lennox Pricebook Digital ♦ Johnson Supply ♦ FieldEdge ♦ Arzel Zoning Airex Manufacturing ♦ Santa Fe Dehumidifiers ♦ Service Roundtable NAVAC ♦ More!

Want to exhibit? Call 800-998-HVAC or visit www.tacca.org/exhibits

Thank you to our conference sponsors!



Turn to the experts



MINI BUT **MIGHTY**

York Ductless Mini Splits - a Small Package with Huge Benefits

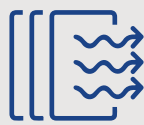


EFFICIENCY AND COMFORT FOR RESIDENTIAL AND LIGHT COMMERCIAL CUSTOMERS



FLEXIBLE SOLUTIONS

Available in multiple capacities and efficiency ratings.



HIGH-EFFICIENCY

Eliminate energy losses that occur with ductwork.



OPTIMAL COMFORT

Deliver the right amount of heating and cooling to every space.



FIND THE RIGHT FIT

Available in single and multi-zone applications.

LIMITED TIME OFFER
RECEIVE ONE \$50 GIFT CARD
for each qualifying York Mini Split System purchased during promotion

Offer valid August 1 - October 31, 2021 on any in stock mini-split system. Not valid on special orders. One gift card will be awarded for every system sold during promotion. Gift cards will be delivered via sales reps once the promotional period has concluded.



Call your sales rep or local branch today!



CenturyHVAC
DISTRIBUTING™

Shop online 24/7 at
CenturyHVAC.com

YORK®

Exceptional flexibility.
Exceptional performance.
Exceptional features.



Luxaire® HMH7 Horizontal Discharge Heat Pumps

The Luxaire® HMH7 Heat Pump is designed to provide residential customers all the comfort and technology of an up to 18 SEER/10.5 HSPF efficiency unit at the cost of a base-tier vertical unit. It's an ideal solution for homes in temperate regions that require a compact design, and it comes in several models and tonnages with flexible installation options. Talk to your local Solar Supply about the HMH7 today!

With 66 locations throughout the region, Solar Supply is proud to be the resource contractors turn to for Luxaire® products.

Contact your local Solar Supply distributor for complete details: solarsupplyluxaire.com



Luxaire is a trademark of Johnson Controls. © 2021 Johnson Controls. All rights reserved.



Co-Founder and CEO Chuck Gates Retires from HVAC Manufacturer RenewAire

Renewable energy pioneer's sustainable business focus helps reduce planet's fossil fuel use and continue environmental stewardship.



Waukegan, Wis.— Chuck Gates, co-founder and CEO of HVAC manufacturer RenewAire, Waukegan, Wis., is retiring and leaving a sustainable business legacy that will live on to help further reduce the planet's fossil fuel use and promote long-term environmental stewardship.

The 68-year-old renewable energy and energy conservation pioneer helped build RenewAire into one of the HVAC industry's leading manufacturers of energy recovery ventilators (ERV) and dedicated outdoor air systems (DOAS) based on static plate enthalpy core technology. The privately held company has reported more than 20 straight years of sales increases averaging in the double digits.

Scott Forest, President, who joined the company in 2015, will now oversee all operations. Forest, is a former Global Director of Continuous Improvement at Trek Bicycle Corp., and also held senior officer positions in the U.S. Air Force. Forest spearheaded RenewAire's move to its current headquarters in 2017 and its recently completed multi-million-dollar vertical integration investment to automate sheet metal fabrication. "Scott is committed to continuing the RenewAire mission of manufacturing products that make a positive difference to the planet and its inhabitants," said Gates.

History Dates Back to 1978

Gates and two partners founded the company in 1978 under the banner of Solar Specialists shortly after the first Arab oil embargo and shortages sparked a budding general interest in renewable energy. Solar Specialists' first major contract was installing 200 domestic hot water solar systems for utility Wisconsin Power and Light. The company gradually expanded its product offerings to include wind

turbines, PV (photovoltaics), passive solar construction and energy recovery ventilators (ERV). The company was later renamed Altech Energy to reflect its wide energy production and conservation focus.

The addition of ERVs was a result of the nation sealing buildings to reduce energy usage, which gave rise to both residential and commercial indoor air quality (IAQ) concerns. The IAQ deficiencies inspired Gates and a partner, Doug Steege, who remained with RenewAire as vice president—sales/marketing until 2016, to eventually focus on manufacturing ERVs as the most energy-efficient solution for building IAQ deficiencies.

By 1996, the company chose to focus solely on ERV manufacturing as the most effective means to reduce energy usage and pressure on natural resources. In 2000, with the help of new shareholders, the RenewAire moniker was established, and the company was manufacturing its own residential and commercial ERVs under its own brand. The brand was originally NewAire, but a fume hood manufacturer had already

trademarked it. The prefix "Re" was cautiously added to the name at a time when renewable energy was derided and out of public favor. "Attitudes have changed since then and today the RenewAire brand name is golden," said Gates.

Prior to founding the business, Gates was a professional licensed captain, a position that took him to every ocean and logged the equivalent of three times around the globe before and during his early renewable energy career. "It's time to get back into adventure and fun after working hard for 43 years," said Gates, who is a former longtime member of the American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE), Society of Manufacturing Engineers (SME) and the executive committee of the Center for Quick Response Manufacturing (QRM)—University of Wisconsin, Madison.

In addition to the occasional yacht captain gig, the very active Gates will maintain his many hobbies of wind surfing, music playing, cross country and downhill skiing, soccer, ice

boating, ice boarding, wake boarding and other activities. After his CEO corporate position is dissolved, Gates will remain in a non-salaried capacity as a RenewAire advisor.

RenewAire's Future is Bright

Forest's impressive background in manufacturing methodology, organization and leadership will take RenewAire to the next level. "There is tremendous upside for RenewAire with Scott Forest," said Gates. "He is a Lean Six Sigma black belt, QRM Level II-certified trainer and brings many new ideas to the company's high mix, low volume manufacturing strategy that will continue the success we started at RenewAire."

Gates leaves a conservation and renewable energy legacy with ebbs and flows throughout his career, but upon retirement, boasts a skyrocketing upturn with no foreseeable ceiling. "Doing good (environmental stewardship), can actually be good for business," Gates said. "If you focus on something that's good for the planet, versus just profit-driven motives, you can actually create a competitive edge in business."



TACCA
Texas Air Conditioning Contractors Association
GREATER SAN ANTONIO

FISHING TOURNAMENT!

SEPTEMBER 10 & 11
DOC'S SEAFOOD & STEAKS
13309 S PADRE ISLAND DR, CORPUS CHRISTI, TX 78418

Join Now!

NEW MEMBERSHIP SPECIAL

SAVE \$100

TACCA HELPS CONTRACTORS Succeed!

SAVE TIME AND MONEY, IMPROVING YOUR BOTTOM LINE AND YOUR QUALITY OF LIFE.



TOURNAMENT SPONSORS:
DXS AND INSCO DISTRIBUTING

GREAT SPONSOR OPPORTUNITIES!

TOURNAMENT ENTRY \$150 PER ANGLER | GUIDED FISHING PACKAGE SOLD OUT * LIMITED AVAILABILITY

GET ALL THE DETAILS & REGISTER ONLINE AT TACCAGREATERSANANTONIO.ORG



CALL 210-901-4222 FOR DETAILS OR VISIT OUR WEBSITE TO JOIN ONLINE!

TACCAGREATERSANANTONIO.ORG



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 Awards 2021-22 Society Scholarships

*A total of 33 Society scholarships awarded
totaling \$174,000*

Atlanta – ASHRAE announced the recipients of ASHRAE's Society Scholarships for 2021-2022. The Society awarded 33 scholarships totaling \$174,000.

"ASHRAE awards more than \$450,000 in scholarships annually as an investment in future innovations in the built environment," said Paul Petrilli, chair of the ASHRAE Scholarship Trustees. "We are proud of this year's scholarship recipients as they pursue their higher education goals."

For the complete list of Society Scholarships visit <https://www.ashrae.org/communities/student-zone/scholarships-and-grants/ashrae-society-scholarship-recipients>

2021 ASHRAE Student Design Competition Winners Are Announced

Atlanta – The winners of 2021 ASHRAE Student Design Competition and Applied Engineering Challenge were

announced. The competitions encourage students to become involved in the design of energy-efficient HVAC systems - a profession that is crucial to ensuring a sustainable future for the earth.

This year's Student Design Competition focused on a new 50,000 square foot building on a higher education campus in Prince George, British Columbia, Canada. The building included a two-story cafeteria, associated office, and commercial kitchen and storage space. The teams were tasked with providing safe and healthy storage of food materials on the lower level in a manner that prevents spoiling and the growth of bacteria, while providing enough kitchen/servery space and permanent seating to serve a peak occupancy of 720 students and a total of 3,000 students per day.

Teams competed in one of the three categories:

- HVAC Design Calculations
- HVAC System Selection
- Integrated Sustainable Building Design (ISBD)

First place in the HVAC Design Calculations category was awarded to Brandon Jung, Arin Lee, Lukengo Miguel, Kyle Vanderhorst and Jeff Yoon of the University of British Columbia, Vancouver, British Columbia. Dr. Nima Atabaki, P.Eng. was the team's faculty advisor. Esteban Kello, P.Eng. and SunJun Yoo, EIT were the team's industry advisors.

Placing first in the HVAC System Selection category were Cole Quinlan, Nicholas Schramski, Brian Van Schepen, Cole Weber, Evan Eldred and Jordanny Williams from Ferris State University, Big Rapids, Michigan. Joseph Pacella was the team's lead mentor.

Receiving first place in Integrated Sustainable Building Design category was Andrew Cosini, Xinyan Liu, Christopher Maitski, Andrew McGrail, Roumany Phan and Christopher Unis from Pennsylvania State University, State College, Pennsylvania. William Bahnfleth, Ph.D., P.E. was the team's faculty advisor. Luke Leung, P.E. was the team's industry advisor.

In the 2021 Setty Family Foundation Applied Engineering Challenge, students were challenged to design an indoor farming system to meet the needs of a local community with regards to single or multi-family residential construction. The system could be designed for new or renovation construction types. The system took into account multiple

system variables, including space temperatures, humidity, lighting, acoustics, and outdoor conditions to determine the best course of action to be integrated into a residence.

Adam Bessey, Ryan Salazar and Matthew Malonzo from California Polytechnic State University, San Luis Obispo, California, received first place. Steffen Peuker, Ph.D. was the team's faculty advisor.

The projects will be recognized during the 2022 ASHRAE Winter Conference, January 29 thru February 2 in Las Vegas, Nevada. The Winter Conference is held in conjunction with the ASHRAE co-sponsored AHR Expo, which will be January 31 thru February 2 at the Las Vegas Convention Center.

For a full list of Student Design Competition winners (First, Second, Third and Rising Star), please visit the Competitions page on ashrae.org.

ASHRAE Announces Call for Abstracts for 2022 Annual Conference in Toronto

Atlanta – Abstracts are now being accepted for the 2022 ASHRAE Annual Conference to be held in Toronto, Ontario, Canada June 25- 29, 2022, at the Sheraton Centre Toronto Hotel.

The conference will address the changes to buildings created by the pandemic and will present papers and programs that are pertinent to the future of the built environment.

"As we move into 2022 and face climate extremes and natural disasters along with the pandemic, buildings continue to be critical to our everyday lives," said Kristen Cetin, conference chair. "These commercial, industrial and residential buildings in particular face an increasingly complex set of competing priorities to balance, as well as an increasing number of technologies and solutions to use and implement. The 2022 ASHRAE Annual Conference focuses on such diverse priorities and methods to address them, while considering the dynamic nature of such priorities over time."

The conference's technical program is comprised of eight tracks.

For more information on the call for abstracts and the 2022 ASHRAE Annual Conference, visit ashrae.org/2022Annual.

Product News

Ruskin® AIRFLOW-IQ Brings Together Electronic Air Measuring Station with BACnet Actuator and Class 1A Damper

Grandview, MO – Ruskin® introduces the AIRFLOW-IQ, which combines the features of the Ruskin TDP05K air flow and temperature measuring probes with the Ruskin CD50 control damper and the Ruskin VAFB24-BAC RAMS Air Measurement BACnet actuator. The unit is factory-assembled and calibrated to provide effective setpoint airflow control from 0 to 5,000 FPM (0 to 25 m/s) using analog or BACnet interface. The ultra low-leak, class 1A-rated CD50 damper meets leakage requirements of the International Energy Conservation Code.

Features of the AIRFLOW-IQ include:

- Thermal dispersion flow and temperature sensors
- Factory-calibrated controller in nonvolatile EPROM

• BACnet standard TDP05K and IP or MS/TP from actuator controller

- Factory-mounted 24-volt modulating actuator(s)
- Low-leak CD50 aluminum damper
- Factory-mounted and wired
- Single point 24-volt power connection
- Temperature and altitude compensated

The AIRFLOW-IQ helps satisfy the requirements for minimum outside air as required by ASHRAE 62.1, 90.1 and 189.1, California Title 24, International Mechanical Code (IMC) and International Energy Conservation Code (IECC).

Additionally, the AIRFLOW-IQ can be customized to fit a variety of applications, with options including:

- Custom density probe/sensor array
- NEMA 4 control enclosure
- Opposed damper blade action
- Insulated blade damper
- Silicone damper blade seals
- Stainless steel linkage
- Stainless steel jackshaft
- 120-volt primary and 24-volt secondary transformer shipped loose



To learn more about the Ruskin AIRFLOW-IQ, visit www.ruskin.com/model/airflow-iq. For more information about Ruskin, visit www.ruskin.com.



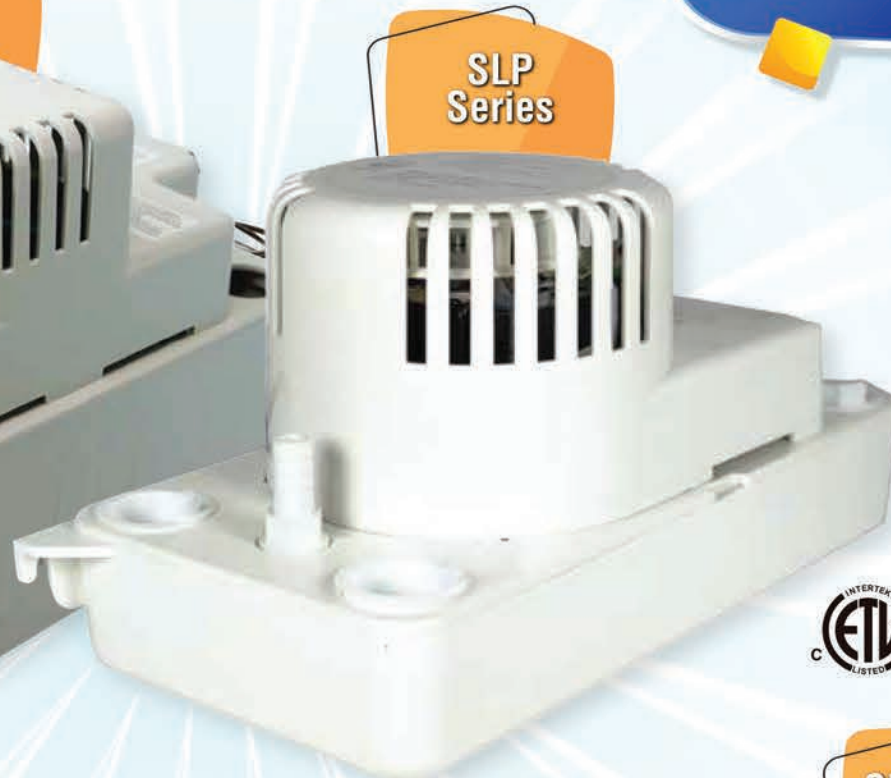
CONDENSATE PUMPS

In stock!

SP Series



SLP Series



SPB Series



SPC Series



SPS Series



SPL Series



12201 N. W. 107th Avenue, Medley, FL 33178
Toll Free: 1-866-524-9898 | **Phone:** 1-305-500-9898 | **Fax:** 1-305-500-9896
www.smartelectricusa.com





**Armstrong Fluid Technology
has selected industry veteran
Stephen Hart as the new Sales
Director, UK**



**Mitsubishi Electric Trane
HVAC US Promotes Michelle
Thomas to Vice President,
Human Resources**



**PHCC—National Association
Announces Mark Ingrao as
New CEO**



**NAVAC Hires Kurtis Feil as
Central Regional
Sales Manager**

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

Thank You

**TO OUR ASSOCIATE MEMBERS FOR THEIR
CONTINUED SUPPORT AND PARTICIPATION
WITHIN OUR LOCAL CHAPTER!**



<p>A/C Today Publication Lance Lackey PO Box 311776 New Braunfels, TX 78131 llackey@ac-today.com www.actoday.com</p>	<p>Federated Insurance Bennett Cromer 2208 Hwy 121 Ste 205 Bedford, TX 76021 (800) 633-6040 bcromer@fedins.com www.federatedinsurance.com</p>	<p>Hunton Distribution Todd Gilmore 16335 Central Green Blvd Houston, TX 77032 (832) 457-8488 tgilmore@huntongroup.com www.huntondistribution.com</p>	<p>Nationwide Insurance Terry Slater 1 Sugar Creek Center Blvd Ste 870 Sugar Land, TX 77478 (281) 494-7753 slaterk@nationwide.com</p>	<p>RECTORSEAL Sean Holloway 2601 Spenwick Dr Houston, Tx 77055 (713) 263-7577 seanh@rectorseal.com www.rectorseal.com</p>	<p>The Heyden Stanley Group Frank Hampel 7413 Rallhead Lane Houston, TX 77086 (512) 577-4414 fhampel@heydenstanley.com http://www.heydenstanley.com</p>
<p>ACES A/C SUPPLY David Collins 5801 South Loop East Houston, TX 77033 (713) 738-3800 dcollins@acessupply.com www.acesupply.com</p>	<p>Ferguson HVAC Supply Jeanne Penney 10515 Okanella Street Ste 200 Houston, TX 77041 (281) 900-3803 jeanne.penney@ferguson.com www.ferguson.com</p>	<p>Hearth - Customer Financing Noah Adelstein - Discounts! 121 Minna Street San Francisco, CA 94105 (303) 815-8865 Noah.adelstein@gethearth.com http://hearth.go2cloud.org/SH8</p>	<p>Payless Insulation, Inc Casey Wilson 1818 W. 15th Street Houston, Tx 77008 (713) 868-1021 cw@paylessinsulation.com www.paylessinsulation.com/</p>	<p>Reliant Services (nrg) Monique Mendez 420 Garden Oaks Blvd Houston, Tx 77018 (832) 887-9773 monique.mendez@nrg.com www.nrg.com</p>	<p>Tommie Vaughn Ford Mike Hamm 914 N Shepherd Houston, TX 77008 (713) 882-4294 mhamm@tommievaughn.com www.tommievaughnford.com</p>
<p>Carrier Enterprise Gary Price 5151 Katy Fwy Houston, TX 77041 (956) 203-1850 Gary.Price@carrierenterprise.com www.carrierenterprise.com</p>	<p>General Truck Body Manf. Co Carlos Sotelo 7110 Jensen Dr Houston, TX 77093 (713) 692-5177 Carlos.sotelo@generalbody.com www.generalbody.com</p>	<p>Johnstone Supply Tiffany Torres 501 N. Shephard Houston, TX 77007 (832) 457-8488 Tiffany.torres@johnstonesupply39.com www.johnstonesupply39.com</p>	<p>Pepco Sales & Marketing Roy Johnson 10515 Okanella St # 600 Houston, TX 77041 (713) 466-4080 rjohnson@pepcosales.com www.pepcosales.com</p>	<p>SimPro Software Group Alex Harmon 329 Interlocken Pkwy Suite 100 Broomfield, CO 80021 (855) 338-6041 x 136 alex.harmon@simpro.us www.simprogroup.com</p>	<p>United Air Conditioning Supply K.M. Khetpal 9920 Westpark Houston, TX 77063 customerservice@unitedacsupply.com www.unitedacsupply.com</p>
<p>Century A/C Supply Ricky Cheek 10510 W Sam Houston Pkwy S Houston, TX 77099 (281) 530-2859 rcheek@centuryac.com www.centuryac.com</p>	<p>Goodman Distribution, Inc Tim McAuliffe 2801 North Loop West Houston, TX 77008 (713) 861-2500 Tim.McAuliffe@goodmanmfg.com www.goodmanmfg.com</p>	<p>Johnson Supply Sparky Mayer 10151 Stella Link Houston, TX 77025 (713) 444-9509 Smayer@johnsonsupply.com www.johnsonsupply.com</p>	<p>Podium - Customer Engagement Maddie Sacco - Discounts! 1650 W Digital Dr Lehi, UT 84043 (541) 441-1783 maddie.sacco@podium.com https://try.podium.com/tacca/</p>	<p>SmartAC.com Hayden Wright 5302 Egbert St Houston, TX 77007 (936) 232-5603 hayden.wright@smartac.com www.smartac.com</p>	
<p>Enerlogic, A Division of Bluegill Richard Mogridge 2211 Rayford Rd Ste 111-215 Spring, TX 77386 (832) 243-8522 rmogridge@enerlogic.com</p>	<p>Hugh Cunningham Companies Kathy Vasquez 2029 Westgate Dr Ste 120 Carrollton, TX 75006 (346) 274-9090 kvasquez@hughcunningham.com www.hughcunningham.com</p>	<p>Lennox Industries Paul Boartz 9715 Bent Oak Dr Houston, TX 77040 (713) 856-9500 paul.boartz@lennoxind.com www.lennox.com</p>	<p>Pronto Crane Services Jason Momin 9233 Keough Road Houston, TX 77040 (832) 375-4179 jason.flypronto@gmail.com www.prontocranehouston.com</p>	<p>Standard Supply Wendy Whitmire 8788 Westpark Dr Houston, TX 77063 (713) 454-7404 wwhitmire@ssdhvac.com www.ssdhvac.com</p>	

UPCOMING EVENTS

**SEPTEMBER 16TH
ANNUAL GOLF TOURNAMENT**

**OCTOBER 16TH
ANNUAL BBQ COOK-OFF**

(713) 781-4822 Info@TACCAGH.org www.taccagh.org

Backpacks For Kids

HPD Clear Lake Division School Supply Giveaway

Last month, the Hunton Group teamed up with Houston Police Department’s Clear Lake Division to provide over 2,000 backpacks with school supplies to children in need throughout our communities. In addition to the families who came out on August 7th, Hunton also delivered backpacks and supplies directly to several schools and districts in the area where teachers and counselors can ensure they reach the kids who need them the most. These included

Frazier Elementary, Deep Water Junior High, Burnett Elementary, Freeman Elementary, Meador Elementary, Jessup Elementary, Macella Elementary, Katy ISD, and Port Neches-Groves ISD.

A big thanks goes out to everyone who helped make this event such a success, including HPD’s various special teams (Dive Team, K-9 Unit, Bomb Squad, and SWAT), KBXX 97.9 The Box, Hunton Services, InTents, and all of the volunteers

who gave up their Saturday for such a great cause!

Additionally, thanks to everyone who supported last year’s COOL RIDES - HOT RODS car show that helped raise funds for this event. This year’s car show scheduled for October 9th will help provide backpacks and school supplies to children in our community for the 2021-2022 school year. Visit us online at <https://bit.ly/huntoncarshow> to learn more.



CALENDAR OF EVENTS

THE RSES SAN ANTONIO ANNUAL PICNIC HAS BEEN CANCELLED

MEETING PLACE

The Refrigeration Association of San Antonio meets 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.

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, 422 Pereida, 7 pm. See you there.

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.

SIRATA BEACH RESORT ST. PETE’S BEACH, FL

OCTOBER 13TH - 15TH, 2021

www.womeninhvacr.org/breakingthesurface

TACCA Exam Prep Course

Know someone you think is ready to take the ACR license exam? Make sure they are prepared with our exam prep course proven to increase pass rates.



Class Only

\$575

TACCA members save \$100

**For more information
visit tacca.org/examprep**

HARDI

2021 HARDI Annual Conference Registration Now Live

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has launched registration for the 2021 Annual Conference, “Motion: Find Your Direction” which will take place this December 4-7, 2021 in Palm Desert, CA. This year’s event will focus on forces impacting the HVACR industry and will offer solutions attendees should consider when charting their company’s unique course.

The 2021 HARDI Annual Conference will feature three days of content, each of which will dig into the different forces acting upon the HVACR industry. The three content themes are: Catalysts: Forces Igniting Motion, Friction: Forces Slowing Progress and Accelerants: Forces Enabling Quick Industry Response.

HARDI’s annual State of the Channel report and initial findings will also be shared with attendees this December at the event including expanded findings from our Voice of Customer research. The full event agenda is slated to be announced in early September.

In addition to the content the event offers, the Annual Conference has become the premier event for the entire HVACR channel to connect and network. Wholesalers, Manufacturers, Vendors, Reps, Invited Contractor Guests and other industry executives come together annually to build and grow relationships.

“2020 and 2021 have been defined by constant change and disruption, including many mixed signals on what the future holds for HVACR wholesale distribution,” said Talbot Gee, HARDI CEO. “Motion: Find Your Direction is all about helping members cut through the noise, learn from our extensive research what’s important to their unique business, and coming away with a clearer vision on how they will maintain their strong and valuable position in their markets for their customers and vendors.”

Outside of the conference, attendees will get the opportunity to experience the beautiful JW Marriott Desert Springs Resort & Spa which offers first-rate accommodations, numerous onsite venues, and breathtaking views. HARDI is also offering special packages for attendees’ spouses and guests to enjoy the fantastic venue.

The full agenda for the event is expected to be released in early September. 2021 Annual Conference: Motion “Find Your Direction” details and registration can be found at <http://hardiconference.com/>

HARDI Distributors Report 22.1% Percent Revenue Increase in June

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 22.1% percent during June 2021.

The average annual sales growth for the 12 months through June 2021 is 17.2% percent.



“Sales this month is being compared to a gain of 24.3% last year, so this is a very strong report, and the dollar weighted sales growth is comparable,” said HARDI Market Research & Benchmarking Analyst Brian Loftus.

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, was 39 days at the end of June 2021. “The DSO has been faster than normal thanks to the aggressive policies to support the economy during the COVID related disruptions, but that benefit is waning,” said Loftus. “Bills were being paid seven to eight days quicker recently, but that benefit is now less than three days better than normal.”

The annual sales growth through June of 17.2% is off slightly from the 17.6% record rate through May of 2021. “This high-teens growth rate reflects the easy comparisons last year, the reinvestment in housing that included higher replacement activity, and the 20%-plus gains for single unit permits across our seven economic regions,” said Loftus. “Prices go up when demand increases and that should help keep the annual sales growth in double-digit territory for the balance of the year.”

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.

Steep Rise in Producer Prices for Construction Materials and Services Continues in July as Contractors Struggle with Supply Challenges

Construction Officials Call for End to Damaging Tariffs and Quotas on Steel, Aluminum, Lumber and Other Essential Construction Items Incurring Unprecedented Price Increases and Long Lead Times

Extreme price increases continued in July for a wide range of goods and services used in construction, according to an analysis by the Associated General Contractors of America of government data released today. Association officials urged President Biden to immediately end tariffs and quotas on steel, aluminum, lumber and other essential construction items to help stave off inflationary pressure in the construction industry.

“July was the sixth-straight month of double-digit price increases for construction inputs,” said Ken Simonson, the association’s chief economist. “In addition, lead times to produce or deliver many items keep lengthening. Many reports since the government collected this price data in mid-July show the trend will continue, at a minimum into the autumn and likely beyond, unless tariffs and quotas are removed.”

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 4.4 percent over the past 12 months. That was a small fraction of the 25.6 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 steel mill products more than doubled from July 2020 to last month, leaping 108.6 percent. The index for lumber and plywood jumped 56.8 percent despite a large drop in mill prices from May to July. The index for copper and brass mill shapes rose 49.0 percent and the index for aluminum mill shapes increased 33.2 percent. The index for plastic construction products rose 26.7 percent. The index for gypsum products such as wallboard climbed 21.6 percent. The index for insulation materials rose 11.8 percent, while the index for prepared asphalt and tar roofing and siding products rose 10.9 percent.

In addition to increases in materials costs, transportation and fuel costs also spiked. The index for truck transportation of freight jumped 13.8 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 the president to remove tariffs on key construction materials, including steel and aluminum. They noted that some countries have opted for quotas on steel and aluminum in place of tariffs, making supplies even tighter. They said these government limitations on key materials, if left in place, would undermine some of the benefits of the new infrastructure measure that passed in the Senate

“These tariffs and quotas are artificially inflating the cost of many key materials and doing more damage to the economy than help,” said Stephen E. Sandherr, the association’s chief executive officer. “Leaving these measures in place will undermine the broader benefits of the bipartisan new infrastructure measure the House should be passing.”

View producer price index data. View chart of gap between input costs and bid prices. View the association’s Construction Inflation Alert.

Shannon Tippie Joins The Heyden Stanley Group



It is with great pleasure that The Heyden Stanley Group announces that Shannon Tippie has accepted the position as the South Texas Account Manager with The Heyden Stanley Group, effective August 9, 2021.

Shannon is a seasoned sales and distribution professional with more than 30 years of HVAC/R industry experience both in wholesale distribution and manufacturing. He will be responsible for servicing accounts from Waco to the Rio Grande Valley in Texas. The Heyden Stanley Group is thrilled to have Shannon as part of the HSG Sales Team. The Heyden Stanley Group is committed to continue to add professional representation where needed for manufacturing partners and to provide great support for all of the customers they serve.

Shannon Tippie can be reached at Cell: 512.897.0912 and stippie@heydenstanley.com

CONTINUING EDUCATION

LIVE OR ONLINE



Wade Airheart
Owner/Instructor

Fulfill the required 8 hours of CE in our LIVE interactive class or on your schedule at home. Call or visit our website for times and details.

TDLR Provider #1142

CONSTRUCTION DATA **(888) 500-PASS**

www.airconditioningce.com



Attic Tent

Distributor Benefits:

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

Needs only 27" x 19" Floor Space

Contractor Benefits:

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make **\$100.00** profit per install

Always get the best!



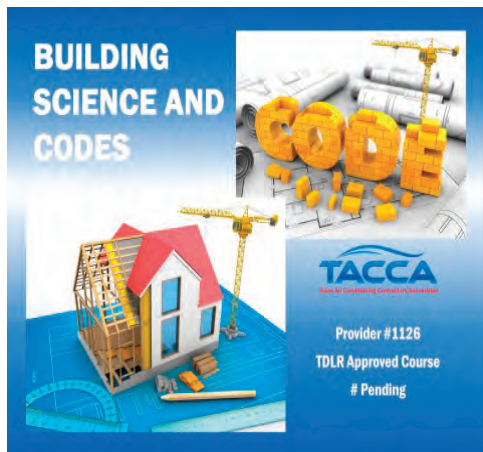
Sold at your local distributor!
If not, call:
(704) 892-5399 or
www.attictent.com

Want to SAVE on CRANE costs?



www.pro-lift.com
(972) 939-3231

- ✓ Easy to operate
- ✓ Lightweight aircraft aluminum
- ✓ Battery operated
- ✓ Zero turning radius
- ✓ Nothing extends underneath the a/c unit
- ✓ Patent Pending



Quality TDLR-Approved CE for ACR License Renewal

TDLR Provider #1126

This 8-hour course was developed around top requested topics from class participants.

TACCA classes follow health and safety policies in place at each individual hotel/facility.

FREE in-person or virtual classes for TACCA Members!

Abilene—Nov 6
Austin— Sep 25, Dec 4
Beaumont—Sep 10
Burleson—Oct 30
Corpus—Sep 18
Denton—Oct 2
Harlingen—Oct 2
Houston—Sep 18
Hurst—Sep 11
Lubbock—Sep 16, Dec 4
Lufkin—Nov 13
San Antonio—Sep 11, Nov 13
Waco—Nov 6

In-person or Virtual
TACCA Members
~~\$159~~ \$0
Nonmembers
\$159

Online Rates
Members \$45
Nonmembers \$59

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

Product News

RectorSeal® Offers Protection Against White Slime and Clogged HVAC Condensate Drains

Houston, TX – RectorSeal®, Houston, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, and a wholly-owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], is now a master distributor of Drain Guard™ HVAC condensate drain guard products.

A significant nuisance and the source of many callbacks to HVAC installations, white slime, algae, fungus, and bacteria co-mingle and can cause failures in condensate drain lines. A simple one-time installation of a Drain Guard T-Body assembly and cartridge provides a slow-releasing formula that provides drain protection for up to six months. The unit's transparent design allows for a quick view to ensure the Drain Guard unit is activated and when the next Drain Guard cartridge is needed. After the initial cartridge is exhausted, a kit that contains two cartridges allows up to 12-months of protection against condensate drain line failure.

"RectorSeal continues to invest in innovative products to support HVAC technicians," said Jeff Underwood, Senior Vice President Sales and Marketing at RectorSeal. "Clogged or slow draining condensate drain lines, especially those associated with white slime, can cause problems that can be easily eradicated by using the Drain Guard system. Drain Guard products will be available at all RectorSeal distributor and sales representative locations."

Patent-pending Drain Guard kits require no electrical components and are easy to install. Drain Guard components are laboratory-tested and are specifically designed for easy installation and operation by HVAC technicians.

John Mulder, owner of Bay Area Heating and Cooling, offers, "My company has experienced hundreds of calls with clogged condensate drains and white slime in evaporator pans. We have tried other products, but Drain Guard offers the best solution for eliminating white slime and keeps condensate drains flowing. It saves time during installation and helps avoid unnecessary and expensive customer callbacks. We install Drain Guard on every new installation and have stocked our entire fleet with the product."

Armando Diaz, at Badger Bob's Services, advises, "We used many other products attempting to solve drain line back-ups with little success until we tried Drain Guard. We now use it with new installations, service calls, and routine maintenance calls. It's been a great product providing outstanding performance to hundreds of our HVAC customers."

"We believe in the strength of American labor," states Todd Thompson, owner of Drain Guard. "Materials are sourced across the United States, and we consistently test the quality of all our products. Drain Guard is a simple solution that provides long-lasting and proven protection."

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges faced by professional trade contractors.

Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

TACCA

Texas Air Conditioning Live Conference & Expo
October 28-29, 2021
Lakeway Resort & Spa

2021 ACL
AIR CONDITIONING LIVE

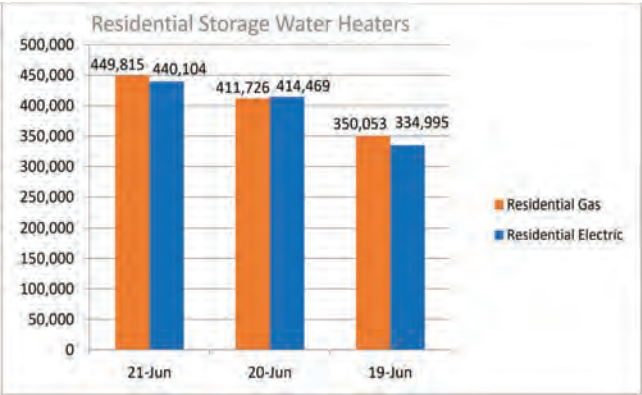
REGISTER TODAY
www.tacca.org
or call 512-320-0616

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

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for June 2021 increased 9.3 percent, to 449,815 units, up from 411,726 units shipped in June 2020. Residential electric storage water heater shipments increased 6.2 percent in June 2021 to 440,104 units, up from 414,469 units shipped in June 2020.

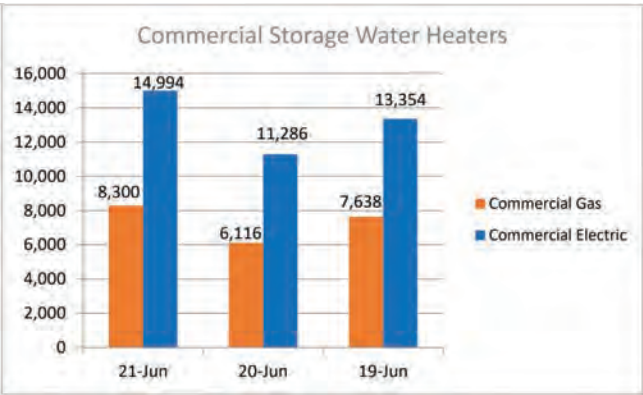


Year-to-date U.S. shipments of residential gas storage water heaters increased 11.5 percent, to 2,471,772 compared to 2,217,780 shipped during that same period in 2020. Residential electric storage water heater shipments increased 9.8 percent year-to-date, to 2,445,529 units, compared to 2,226,268 shipped during the same period in 2020.

Year-to-Date				
	Jun 21 YTD	Jun 20 YTD	%CHG. (From 2020-2021)	Jun 19 YTD
Residential Storage Gas	2,471,772	2,217,780	+11.5	2,252,366
Residential Storage Electric	2,445,529	2,226,268	+9.8	2,120,806

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 35.7 percent in June 2021, to 8,300 units, up from 6,116 units shipped in June 2020. Commercial electric storage water heater shipments increased 32.9 percent in June 2021, to 14,994 units, up from 11,286 units shipped in June 2020.

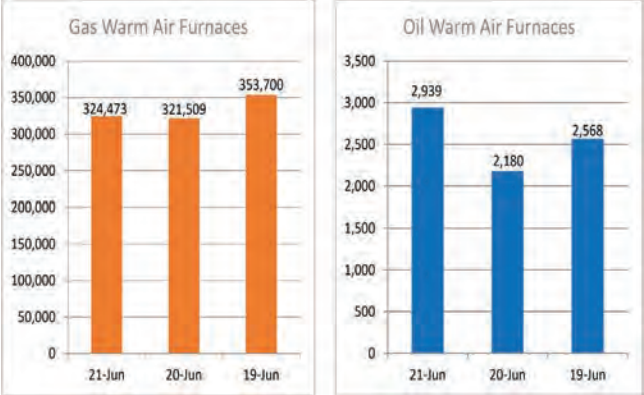


Year-to-date U.S. shipments of commercial gas storage water heaters increased 16.8 percent, to 46,549 units, compared with 39,867 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments increased 8.6 percent, to 76,011 units, up from 69,995 units shipped during the same period in 2020.

Year-to-Date				
	Jun 21 YTD	Jun 20 YTD	%CHG. (From 2020-2021)	Jun 19 YTD
Commercial Storage Gas	46,549	39,867	+16.8	46,211
Commercial Storage Electric	76,011	69,995	+8.6	77,828

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for June 2021 increased 0.9 percent, to 324,473 units, up from 321,509 units shipped in June 2020. Oil warm air furnace shipments increased 34.8 percent, to 2,939 units in June 2021, up from 2,180 units shipped in June 2020.

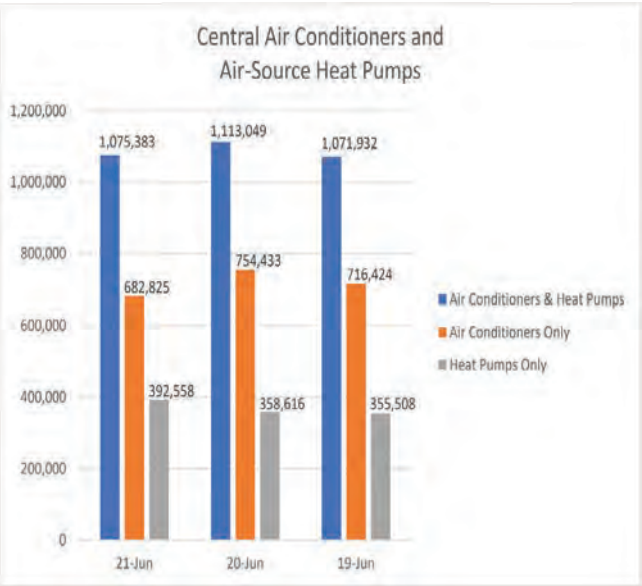


Year-to-date U.S. shipments of gas warm air furnaces increased 48.8 percent, to 2,036,226 units, compared with 1,368,555 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 49.5 percent, to 16,342 units, compared with 10,934 units shipped during the same period in 2020.

Year-to-Date				
	Jun 21 YTD	Jun 20 YTD	%CHG. (From 2020-2021)	Jun 19 YTD
Gas Warm Air Furnaces	2,036,226	1,368,555	+48.8	1,746,988
Oil Warm Air Furnaces	16,342	10,934	+49.5	16,813

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,075,383 units in June 2021, down 3.4 percent from 1,113,049 units shipped in June 2020. U.S. shipments of air conditioners decreased 9.5 percent, to 682,825 units, down from 754,433 units shipped in June 2020. U.S. shipments of air-source heat pumps increased 9.5 percent, to 392,558 units, up from 358,616 units shipped in June 2020.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 19.1 percent, to 5,330,426 units, up from 4,475,871 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 14.7 percent, to 3,276,376 units, up from 2,856,097 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 26.8 percent, to 2,054,050, up from 1,619,774 units shipped during the same period in 2020.

Year-to-Date				
	Jun 21 YTD	Jun 20 YTD	%CHG. (From 2020-2021)	Jun 19 YTD
Air Conditioners & Heat Pumps Combined Total	5,330,426	4,475,871	+19.1	4,681,655
Air Conditioners Only	3,276,376	2,856,097	+14.7	2,978,788
Heat Pumps Only	2,054,050	1,619,774	+26.8	1,702,867

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	49,637	+42.9	30,293	Under 16.5	249,723	+51.6	159,439
16.5-21.9	89,435	-4.8	84,923	16.5-21.9	489,793	+16.8	408,881
22-26.9	228,400	+3.9	209,660	22-26.9	1,074,708	+20.5	924,606
27-32.9	180,149	-5.0	174,615	27-32.9	862,174	+18.0	757,056
33-38.9	228,949	-7.6	233,564	33-38.9	1,134,467	+18.3	1,004,922
39-43.9	74,615	-13.5	83,898	39-43.9	397,206	+17.3	361,756
44-50.9	111,388	-11.4	123,259	44-50.9	572,354	+15.6	518,082
51-64.9	83,460	-6.9	97,356	51-64.9	420,088	+15.8	398,218
65-96.9	11,032	+25.3	11,860	65-96.9	50,813	+18.4	53,823
97-134.9	8,544	+26.7	9,748	97-134.9	38,410	+21.5	41,179
135-184.9	5,879	+29.4	6,546	135-184.9	23,720	+8.4	27,116
185-249.9	2,413	+13.4	2,778	185-249.9	10,459	+5.0	12,150
250-319.9	2,072	+15.8	1,860	250-319.9	9,521	+20.2	7,961
320-379.9	413	-2.1	424	320-379.9	1,883	-2.9	1,968
380-539.9	371	-5.6	380	380-539.9	1,827	-6.9	2,229
540-639.9	241	-9.4	300	540-639.9	1,249	-22.3	1,656
640-799.9	130	+23.8	169	640 & Over	663	-0.7	738
800-899.9	43	-30.6	75	800-899.9	246	-44.3	414
900-999.9	58	+31.8	75	900-999.9	375	-17.8	424
1,000.0-1,199.9	47	-16.1	73	1,000.0-1,199.9	187	-41.2	261
1,200.0 & Over	107	+52.9	90	1,200.0 & Over	538	-0.2	672
TOTAL	1,075,383	-3.4	1,071,932	TOTAL	5,330,426	+19.1	4,681,655

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.

CALENDAR OF EVENTS

				SEPTEMBER 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
1-Sep	W	8:00am - 4:30pm	Broadway	TDLR CE For License Renewal - Airflow Is Critical Test - Don't Guess	605-115	Y	\$135
2-Sep	Th	5:30pm - 7:30pm	Broadway	Friedrich Mini - Split Advantage Dealer Program	605-105	Y	FREE
8-Sep	W	7:00am - 9:30am	Broadway	Friedrich Fast Pro Mini-Split Installation & Commissioning	605-170	N	\$35
9-Sep	Th	8:30am - 11:00am	Broadway	REGAL Counter Day at Alamo Downs	605-105	N	FREE
13-Sep	M	8:30am - 11:00am	Alamo Downs	NuHVAC Counter Day at Alamo Downs	605-105	N	FREE
14-Sep	Tu	8:30am - 11:00am	Broadway	Constant Torque Motors (X-13) - Setting The Airflow	605-181	N	\$35
15-Sep	W	8:00am - 4:30am	Broadway	ESCO EPA Section 608 Review & Exam	605-101	Y	\$175
15-Sep	W	1:30pm - 4:30pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	N	\$95
21-Sep	Tu	8:30am -11:00am	Broadway	REGAL Counter Day at Broadway	605-105	N	FREE
22-Sep	W	8:00am -11:00am	Broadway	REGAL Constant Torque & Constant Airflow Motor Training	605-181	N	\$35
23-Sep	Th	7:00am - 9:30am	Broadway	Friedrich Fast Pro Mini-Split Service & Troubleshooting	605-171	N	\$35
28-Sep	Tu	8:00am - 11:00am	Broadway	Goodman / Liberty Heat Pump Installation & Commissioning	605-178	Y	\$35
29-Sep	W	8:00am - 11:00am	Broadway	Goodman / Liberty Heat Pump Service & Troubleshooting	605-182	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.							

Feel the HEAT? We do...
and so do ALL of these customers!



Advertise in **Air Conditioning TODAY**

LLACKEY@AC-TODAY.COM | WWW.AC-TODAY.COM/ADVERTISE

Focus

CASTILLO TRAINING

•TDLR 8 HR CE CLASSES•

Location: Castillo Training

Call for class dates

TDLR No. 1362 Class No. 22872

• LICENSE PREP CLASSES • call for Sept. dates

•EPA Exams• 1st Friday of the month

•Load Calculation Workshop•

Wednesday, September 22, 2021

•Compressor Workshop•

TBA

•NATE Exams•

Phone: (210) 828-0234

silverfox0001@earthlink.net www.castillotraining.com

FROM SEARCO™: "REQUEST THE BEST! BETTER PRODUCTS. BETTER RESULTS!"

1. Bulls Eye (BE1) Universal waterproof Freeze-Stat Goes on suction line at condenser to prevent freezing of A/C system. Wire leads included.



PURCHASE at Barsco, TruStar Supply, OR OTHER QUALITY HVAC HOUSES.

Always use with time delay relay to prevent short cycling.

Put disc side on copper line and secure with tape or wire tie.

2. FREE: Excerpt page from my book (*A/C Made Simple and Practical*): **MJEZ** (Manual J EZ) form to quickly get a rough estimate of heat load. Send your email address and I'll email it to you.

3. FREE: How to make your own HURRICANE PIPE STANDS and how they are far superior to anything holding condensing lines on a roof presently. My invention. Send your email address and I'll email it to you.

4. FREE: From my book: Wiring diagram that will show you EXACTLY how to wire most common simple unit's control wiring and high voltage wiring. Send your email address and I'll email it to you.

5. FreonLock™ (FL1) "THINKING OUTSIDE THE CAP". Goes OVER the existing cap. For MAXIMUM reduction of liability. **THESE ARE SUPER HIGH QUALITY.**



*PREVENT UNAUTHORIZED ACCESS.
*ALL STAINLESS STEEL.
*20 YEAR WARRANTY.
*PREVENT HUFFING, VANDALS, & STEALING.
*DECREASE INSURANCE LIABILITY.
*WILL NOT CORRODE IN SALT ENVIRONMENT

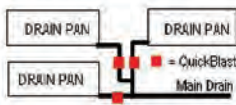
If you want locks that will actually **STOP someone from getting into the system**, get ours. If you are just trying to meet minimum code guidelines, get the cheap plastic ones that can be easily ripped off or opened with a common tool (Allen wrench, etc.). Lawyers will love those when litigating.

6. QB1: My product

It is superior and works far better than other blow out valves. I was first to invent the concept and product for condensate lines.



QUICK BLAST BLOW OUT VALVE. MY ORIGINAL INVENTION. ALL OTHERS ARE JUST COPIES!



BUY AT MOST QUALITY SUPPLY HOUSES! Request the best!

7. Gallo gun brass Adapter: Gallo gun or air gun to gauge hose direct coupling. For QB1 or any other type of blowout valve.



For questions or comments: mikesears061@gmail.com

Cell: 214-597-2067. Land line: 903-527-0412. www.HVACcraft.com

Every INCH Counts

2020
Taught us
the value of
Toilet Paper



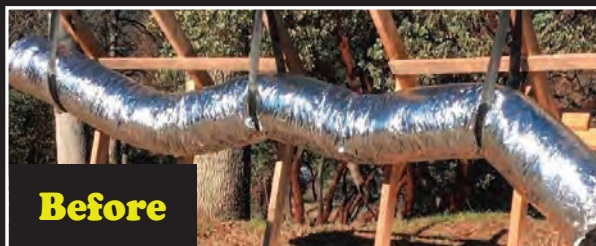
Don't
Waste an
INCH!

2021 it seems like Everything is hard to find

DS3 DuctSaddles Improve Comfort & Efficiency

But in 2021 Even More Important

DS3 DuctSaddles maximize every INCH of FLEX



Before



DS3
DUCT SADDLE SUPPORT SYSTEM
214-407-6100
www.DuctSaddles.com

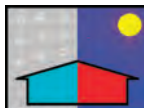


After

Elite Software

Over 20 Hvac Design Programs!

Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigeration, More!



New!

Rhvac Online \$49/up ACCA approved Manual J, D, and S calculations. **Works on** phones, tablets, iPads, and computers

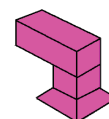


\$199/up To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing

Register for Free Trial Version!

www.elitesoft.com

800-648-9523



READ THE NEWEST ISSUE ONLINE!

AC-TODAY.COM



**AMERICAN STANDARD:
MORE POPULAR THAN PUPPIES.**

It's hard to get everyone to agree on something—but we've come close. American Standard's proven quality, ease of use and customer satisfaction make it easy for dealers to love—and sell.



American Standard received a 93% ease-of-service score among current dealers in a proprietary Dealer Brand Health Study conducted by Trane Technologies in 2019. Dog feelings were reported by an AP-Petside.com poll conducted by GfK Custom Research in 2009.

See why it makes sense to sell us more at amsd.us/dogs



ACES AC Supply, Inc. - Your Independent American Standard Distributor.
ACESUPPLY.COM

AUSTIN - NORTH
1810 RUTHERFORD LANE
(512) 832-7881

BUDA
2845 BUSINESS PARK DR.
(512) 441-8998

CORPUS CHRISTI
1157 HENDRICKS ROAD
(361) 853-5050

HOUSTON - NORTH
420 E. TIDWELL
(713) 691-5170

HOUSTON - SOUTH
5801 SOUTH LOOP E.
(713) 738-3800

HOUSTON - WEST
5248 BRITTMORE ROAD
(713) 849-4070

SAN ANTONIO
3835 STAHL ROAD
(210) 656-6900

SAN ANTONIO
6814 ALAMO DOWNS PKWY
(210) 457-5272

SPRING
601 SPRING HILL DR.
(281) 907-5000

STAFFORD
10155 MULA ROAD
(281) 977.6980