



# Air Conditioning TODAY



OCTOBER 2021 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 35, No 10

## TACCA Greater San Antonio Fishing Tournament



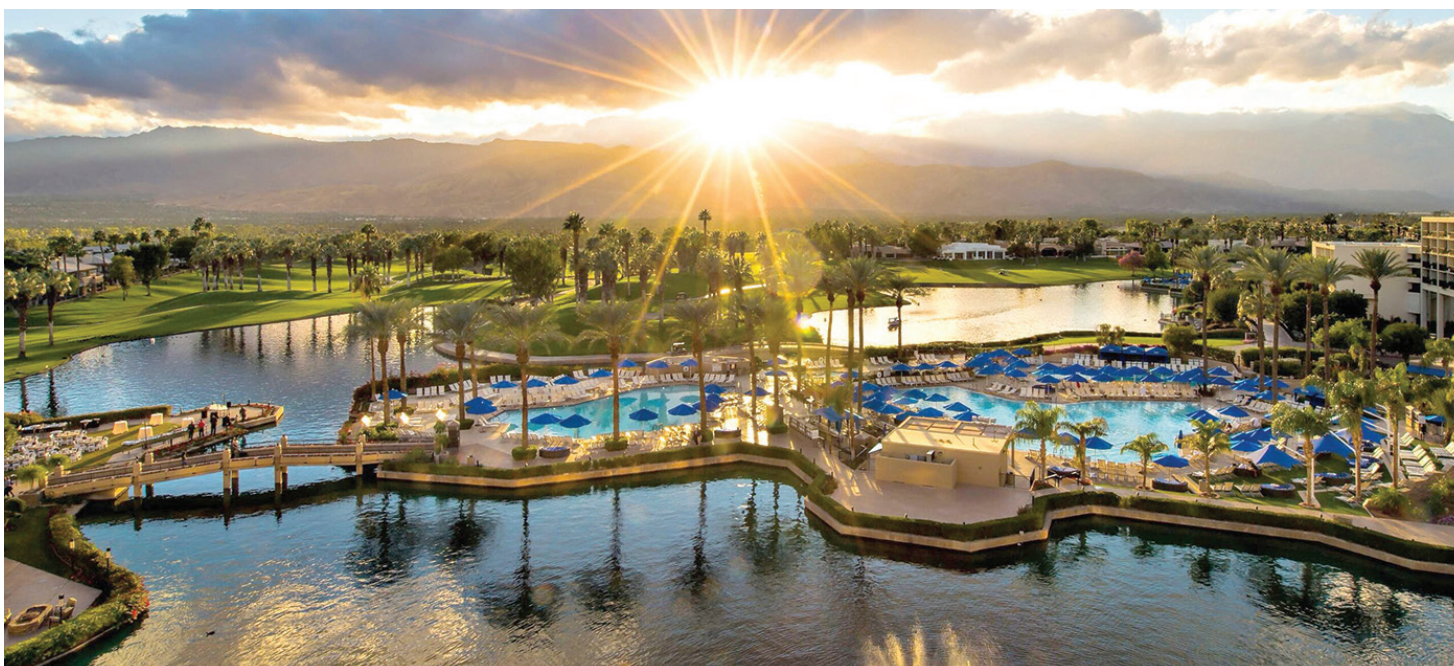
TACCA Greater San Antonio held their Annual Fishing Tournament on September 10 and 11 at Doc's in Corpus Christi TX. The sold out event had a Captain's Mixer, Lunch and Awards and prizes. Main sponsors were DXS and Insko Distributing. Pictures on page B5.

## 7th Annual Thomas Supply Fishing Rodeo



Thomas Supply held their 7th Annual Fishing Rodeo in Lake Charles LA on Saturday September 26th. The all day event had 3 classes: Grand Slam, Red Fish and Speckled Trout. The awards dinner had prizes and raffle items, as well as entertainer Wayne Toups & Zydecajun. Pictures on page B6.

## HARDI Announces 2021 Annual Conference Agenda and Speaker Lineup



**Columbus, Ohio—** Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has released the complete agenda and speaker lineup for the 2021 Annual Conference: "Motion: Find Your Direction".

This year's agenda focuses on three key themes: Catalysts: Forces Igniting Motion, Friction: Forces Slowing Progress and Accelerants: Forces Enabling Quick Industry Response. Each day of conference presentations will focus on one of the three conference themes.

Kicking off the conference is keynote speaker, Lisa Bodell, who will present "The Great

Reset". This session will explain why some of the best innovations come from times of change and resource constraint.

The 2021 closing keynote speaker is Alex Banayan. International best-selling author of "The Third Door", Alex has met some of the world's most successful people including: Warren Buffet, Lady Gaga and Bill Gates. Through these interviews, Alex found that all these individuals had one thing in common, they used the "third door approach" to find their way to the top.

"We're seeing industry disruption at unparalleled rates," Emily Saving, HARDI's

Executive Vice President and curator of the Motion agenda. "With this conference it is our intention to allow attendees to slow down and examine some of the major forces of change from multiple points of view. Are the forces impacting our environment positive, negative, or perhaps more nuanced? How will each member company respond? We feel our conference will give members the chance to examine the landscape of change and determine their best path forward."

In addition to keynote speakers, the agenda will feature several additional featured speakers and panel sessions that will cover

issues impacting the industry including: industry mergers and acquisitions, government regulations, contractor needs, workforce shortage, supply chain disruptions, e-commerce, company culture and more. In addition, we will feature multiple sessions that share our 2021 State of the Channel findings.

To see the full agenda and speaker lineup, visit <http://hardiconference.com>.

### ABOUT HARDI

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry.

## ACES AC Supply Dealer Trip



Pictures on page B11.

[WWW.AC-TODAY.COM](http://WWW.AC-TODAY.COM)

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Product News

Fieldpiece Instruments Wins a 2021 Pro Tool Innovation Award

**Orange, Calif.** – Fieldpiece Instruments received a Pro Tool Innovation Award for the Infrared Refrigerant Leak Detector DR82. A diverse panel of judges made up of contractors, construction business owners, tradesmen, and media professionals came together this year to vote on the most innovative construction and outdoor power equipment industry products in the world. The Fieldpiece Infrared Refrigerant Leak Detector DR82 won in the Test and Measurement Category.

According to the judges, “Detecting refrigeration leaks comes with different challenges than water and moisture leaks. A couple of things really stood out to our voters on the Fieldpiece Infrared Refrigerant Leak Detector DR82 to help deal with those challenges. First, it doesn’t trigger a false positive thanks to soap or oil. Plus, it’s more than 20 times more sensitive than soap bubbles with a sensitivity level of <0.03 oz/yr. Wrap it all up in a compact handheld unit with an easy-to-read screen and your refrigerant leak detection is faster and easier than ever before.”

“For over a decade, our refrigerant leak detectors have set the industry standard for durability, sensitivity, and reliability. Now, our newest Infrared Refrigerant Leak Detector is raising the bar. The Infrared Refrigerant Leak Detector, DR82 brings a higher level of performance and offers a new, bright blue backlit LCD screen that is easy to read. To understand more details about the leak, our Infrared Refrigerant Leak Detector has a numerical leak size indicator, bar graph and features a lighted tip, so you can see the location of the leak,” said Rachel Newport, Director of Marketing.

“We are honored to have been voted one of the best in the Test and Measurement category by this expert panel of judges.”

Portable and powerful — the new design is more compact and small enough to fit in a back pocket. The Fieldpiece Infrared Refrigerant Leak Detector DR82 is built to work all day with a USB rechargeable battery that can get 10 hours of use per charge. It’s designed for the field with rugged, impact- and water-resistant, IP54-certified overmolded body. The Infrared Refrigerant Leak Detector DR82 uses an infrared sensor that lasts 10 years and is packaged in a blow-molded carrying case with 5 all-in-one replacement filter tips.

For more information on the Fieldpiece Infrared Refrigerant Leak Detector DR82 please visit the product page: [www.fieldpiece.com/product/dr82-infrared-refrigerant-leak-detector-copy-2/](http://www.fieldpiece.com/product/dr82-infrared-refrigerant-leak-detector-copy-2/)

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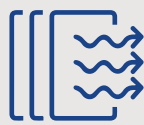


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## Product News

### Southwestern HVAC Sales to Represent DiversiTech®

#### *Recent Acquisitions Forge New Sales Relationships*

**Duluth, GA** – DiversiTech Corp., a leading supplier and manufacturer of highly-engineered components, accessories and tools for heating, ventilating, air conditioning and refrigeration (HVAC/R) professionals, recently announced regional changes to their sales representation across the country.

As DiversiTech moves further along in the integration process with Packard and Fresh-Aire UV®, the goal remains to Simplify Your Work™, including local sales representation that best aligns with mutual business goals. Effective September 1, 2021, Southwestern HVAC Sales began representing all SKUs and brands of DiversiTech products, including hilmor® Tools, Packard, and Fresh-Aire UV within the states of AR; LA; OK; TX and Fresh-Aire UV only in AL; MS; TN.

“We at Southwestern HVAC Sales are very excited to become part of the DiversiTech team. We look forward to working with our new team members in promoting the DiversiTech, Packard, hilmor, and Fresh-Aire UV brands with our wholesale partners!”, said Steve Wood, Principal, of Southwestern HVAC Sales located in Texas.

For more information about DiversiTech, go to [diversitech.com](http://diversitech.com).

#### About DiversiTech

Founded in 1971, DiversiTech® Corporation is North America’s largest manufacturer of equipment pads and a leading manufacturer and supplier of components and related products for the heating, ventilating, air conditioning, and refrigeration (HVAC/R) industry. Headquartered in the Atlanta, Ga. metropolitan area, DiversiTech’s mission for its wholesaler partners is to simplify their work. The Company is focused on growth through internal product development, external partnerships, and acquisition. Manufacturing a suite of products, which includes a wide range of mechanical, electrical, chemical, and structural parts for HVAC/R systems, DiversiTech brings unparalleled scaling capabilities and supplier expertise. The Company holds numerous patents and operates an advanced R & D materials division dedicated to bringing more value to its customers. The Company maintains over 1 million square feet of manufacturing and distribution space in key U.S., Canadian and European locations. DiversiTech has enjoyed a continued history of successful growth and has acquired industry recognized brand names including hilmor®, Imperial®, Quick-Sling®, UltraLite®, Spin® Tools, and SpeedClean®.

### RectorSeal® Adds Indoor Air Quality Products To Support Growing Market Segment

**Houston, TX** – RectorSeal®, Houston, a wholly-owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], announced that the company is now a master distributor of Dust Free® indoor air quality products. Dust Free of Royse City, TX, is one of the leading indoor air quality manufacturers serving the HVAC marketplace.

RectorSeal customers will have access to a full line of indoor air quality products, including air filters, UV purification systems, whole-home purification systems, and media air cleaners. In addition, RectorSeal will be the exclusive master distributor for a select group of commercial and ductless/VRF indoor air quality products. All Dust Free products comply with the appropriate ASHRAE, EPA, and other industry standards. RectorSeal will stock Dust Free products across its full range of distribution centers, with stocking taking place during the last quarter of 2021. Stocking distribution centers will include Santa Fe Springs, CA; Houston, TX; Jacksonville, FL; and Fall River, MA, allowing for shorter lead times.

Current RectorSeal customers can place orders directly with Dust Free or bundle orders of Dust Free products with RectorSeal products for added flexibility with order

quantities and expedited product delivery.

“I could not be more excited to work with Gregg and the Dust Free team – he is a man of his word, a great inventor and a true friend. We are committed to bringing our full array of chemical expertise, sales support and in-market distribution centers to accelerate the rollout of indoor air quality products to better serve distributors and contractors,” said Jeff Underwood, Senior Vice President, Sales and Marketing at RectorSeal. “Over the past several years, there has been a growing interest in indoor air quality products. The addition of this product line supports our leadership position in the HVAC marketplace.”

Gregg Burnett, President of Dust Free, stated, “We recognize RectorSeal as a leading supplier to the HVAC/R marketplace that also has an excellent distribution footprint. They share our passion for helping homeowners and building owners to minimize the impact of indoor air particulates and containments. I look forward to working with the RectorSeal staff as we further develop enhanced and new indoor air quality products in the future.”

Please visit [www.rectorseal.com](http://www.rectorseal.com) for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

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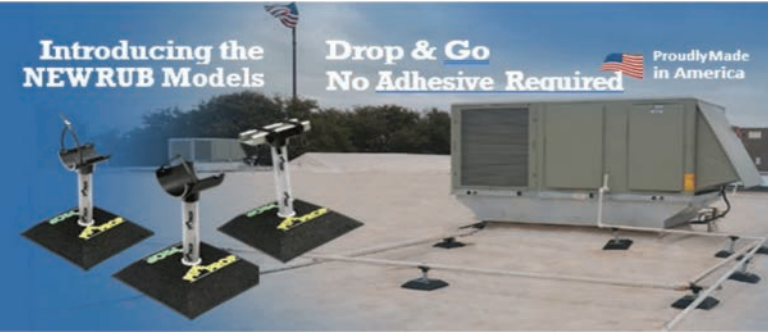
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Product News

Pipe Prop Introduces New Adjustable Pipe Support



Pipe Prop, manufactured by JMB Industries of Fort Worth, Texas, has engineered yet another innovative product, the RUBBER BASED ADJUSTABLE PIPE SUPPORT.

The Rubber Based Adjustable Pipe Support is UV resistant and is constructed from a crumb rubber base. It is approximately 2lbs and comes in 3 different saddle sizes: RUB-1 (1.5-inch saddle), RUB-3 (3-inch saddle), and RUB- USPP (Unistrut).

Additional RUB features include:

- UV Resistant
- Low profile with an aerodynamic design for minimal

- wind resistance
- Adjustable height by cutting and gluing ¾" PVC
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For more information, reviews, product certifications, specifications, test results and to locate a distributor near you, please visit [www.pipeprop.com](http://www.pipeprop.com) or call our corporate office at 1-888-590-0120.

Check out our new video! <https://www.youtube.com/watch?v=nRSOgTUcYS4>



Your Website Is More than a Brochure

Websites today are not simply online brochures. A great website is an interactive sales tool designed to lead visitors through a journey, which ends with them deciding to buy from you.

WHAT IS THE DIFFERENCE BETWEEN WEB COPY AND BROCHURE COPY?

Brochures have a definite beginning and end. Your web copy has to work even if someone starts in the middle of the process. If your on-page SEO is working, visitors may very well land on an interior page. The web copy on that page needs to answer a specific question and make sense even if the reader hasn't read your home or about pages.

Write Your Web Copy to Be Scanned

We typically read a brochure from beginning to end, but we scan web pages. Design your web copy for scanning with lots of small paragraphs and headlines. Here are a few tips to make it easier for visitors

to scan your pages.

Headlines should tell a story.

If all a reader does is skim the headlines they should be able to grasp the key points on the page.

Use bullet points to present key messages.

Your key points are often lost in a long paragraph. Bullets help you focus the reader's attention.

Avoid needless repetition.

Get to the point! As you try to balance brevity with the need to satisfy search engines with longer avoid repetition. Instead, add related information to achieve word count objectives.

Ditch jargon and big words.

Even if your target audience is highly educated, technical types they will appreciate simple language which they can skim quickly. You can still be informative if you break up long sentences, write shorter paragraphs and aim for an 8th-grade reading level.

And if you feel you have to use



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](http://www.digitaltoolbox.club)) She is also the host of More Than a Few Words, a marketing podcast, available wherever you listen to podcasts.

technical terms such as SEER and AFUE, be sure to define them once on the page. People are not going to hop over to a glossary page, just to read your web copy.

If done well, your web copy will lead web visitors down the path to become customers.

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Johnson Supply is the leading Air Conditioning, Heating and Refrigeration wholesale Distributor in Texas and Louisiana.

## WHEN, WHERE, & WHAT TIME?

**10.5.21 | Lafayette**

**10.7.21 | Stella Link**

**10.12.21 | Webster**

**10.14.21 | Woodlands**

**11 AM - 1 PM**

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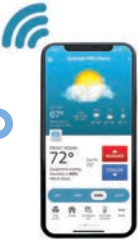
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# It's On My Heart: Service Nation Expo

Just got back from the Service Nation Expo, our yearly trade show that is open to all that care to come. We have a Spring show, the International Roundtable, that is for our members only. In fact, in May of this year we started a new theme for the International Roundtable, call it the Barefoot Roundtable. Held it on the beach in Clearwater Fl, under a tent. No power point, no computers, just a microphone and some speakers, it rocked. Coming out of the Covid year, we thought it made sense to do something different. Outdoors was great, weather was good, was an excellent meeting.

Back to the Expo, since it is open to all, we had about 1200+ in attendance. Some good numbers. It was in Louisville, Ky, home of several Bourbon distilleries, Churchill Downs and Louisville Slugger bats. As well as some excellent venues for our after-hours parties.

We had some outstanding keynotes: Gino Wickman (Traction, as well as other fine books), led us off the first day with not only a keynote, but a 3-hour workshop on how to get

traction with your employees and your business. The second day we had Tony Drew share some findings about the supply chain mess we are in, starting with the famous chips that we need to run almost everything on the planet. Turns out that Tony enlightened us on how many chips are in the cars we drive. In a Ford Fusion, sort of an entry level sedan, there are...

He asked us to guess. Some said 1, some said 8. Correct answer is 300! And in a Prius, there are about 3000! Wow. So the problem is severe, and we use those chips in almost everything around us, appliances, TVs, phones, everything. Another bit of information he brought to the meeting was the amount of cargo ships waiting to be unloaded in just the port of Long Beach, Ca. Anywhere from 70-100, depending on the day. Some have been out there for 30 days, some at 45 days. The problem is multi-level. We don't have enough people to unload the ships, we don't have people to drive the trucks to move the contents of the ships, we don't have people to unload

the trucks into a warehouse, this is not going to go away. So while we were not exactly encouraged by his message, we can take comfort in knowing we are a resilient group of humans. We proved that when 9/11 hit, and we had to move fast to get our transportation system going again.

Third keynote (just for our Alliance members) was amazing, Scott Mann. He has been featured on CNN as a Green Beret who served 4 tours in Afghanistan. His talk was on communication, he had to get the local villagers to trust him enough to help him fight the Taliban, knowing that when he left, they were under a death sentence. His talk centered around storytelling, that is how you get people emotionally connected. It was engaging and he had us listening to every word, he and his team have now gotten out about 1200 Afghan citizens who helped him fight the Taliban. Here is the link to a news article about the "Pineapple Express", a group of retired military, some Seals, Green Berets, Marines, all sorts of guys who don't believe there

is nothing that can't be done if you put your mind to it.

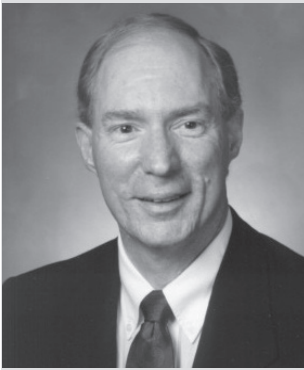
<https://abcnews.go.com/Politics/us-special-operations-vets-carry-daring-mission-save/story?id=79670236>

They smuggle people out 1 at a time, or in groups, through storm sewers, under barbed wire, whatever.

We had some great after-hours venues; we had the Louisville Palace rented for one evening, it is one incredible theater, built in 1928. Has a Spanish Courtyard theme, they do live concerts and shows of all kinds, Chicago and Bob Dylan are some of the acts appearing later this year. Google it, you will be surprised at the amazing artwork and décor inside.

We ended up at Churchill Downs our final evening, had the top floor all to ourselves, watched horse racing and ate some great BBQ, was a fun night. Some even claimed to win, always wonder about the guy who claims he won \$400. It maybe he bet \$500. Just saying.

In summary, try to join us next year in Tampa for our Expo 2022, Oct 18-21. You will not be disappointed.



## 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](mailto: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](http://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](http://www.siptraining.com); or on Facebook: Sales Improvement Professionals, Inc



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# Construction Sheds 3,000 Jobs in August; Gains are Limited to Homebuilding as Other Contractors Struggle to Fill Both Craft and Salaried Positions

*Association Officials Urge Congress to Finish Work on Bipartisan Infrastructure Bill to Boost Demand for Nonresidential Construction and Fund Career and Technical Education Programs to Add to Worker Supply*

The construction industry lost 3,000 jobs between July and August as ongoing declines in nonresidential segments offset a pickup among residential building and remodeling firms, according to an analysis by the Associated General Contractors of America of government data released today. Association officials said their newly released survey shows many contractors are eager to hire but are encountering a lack of qualified applicants and supply-chain delays that are holding back nonresidential employment gains.

“Today’s figures show that nonresidential building and infrastructure contractors are having a hard time recovering from the impact of the pandemic on demand for structures,” said Ken Simonson, the association’s chief economist. “At the same time, our survey finds many contractors have job openings but are experiencing a lack of qualified applicants, shortages of materials and long delivery delays.”

Construction employment in August totaled 7,416,000, a drop of 3,000 from July. Employment among nonresidential

firms—comprising heavy and civil engineering construction firms, along with nonresidential building and specialty trade contractors—shrank for the fifth month in a row, by 20,300. In contrast, homebuilders and residential specialty trade contractors added 17,400 workers, the fourth-straight gain.

Despite the job losses for nonresidential construction firms, the association’s annual workforce survey, conducted with Autodesk, found many of its members—nonresidential and multifamily contractors—have unfilled job openings. Ninety percent of the more than 2,100 firms that responded had openings for hourly craft workers, while 62 percent had openings for salaried employees. Overwhelming percentages of firms with openings reported having a hard time filling positions, including 89 percent of the companies seeking craft workers and 86 percent of those looking for salaried employees.

Contractors are facing multiple challenges. Seventy-two percent of survey respondents reported that available job candidates were not qualified. Three-quarters of the firms reported projects were delayed due to longer lead times or shortages of materials, while 57 percent reported delivery delays.

Association officials called on officials in Washington to address both immediate and long-term needs for the construction industry. They urged lawmakers to finish work on the Senate-passed infrastructure bill and provide more funding for career and technical education programs that will attract and prepare more people for high-paying careers in construction.

“Contractors are eager to hire more workers but they need Washington officials to make sure there is enough funding for vitally needed infrastructure to justify hiring,” said Stephen E. Sandherr, the association’s chief executive officer. “In addition, more federal money should be going into preparing workers to execute these projects.”

## George William Carpenter- Armstrong Mechanical



We are saddened to learn of the passing of Mr. George Carpenter of Armstrong Mechanical in Lubbock, Texas, on August 30, 2021. Mr. Carpenter was instrumental in developing the ACR License program

and the Texas Air Conditioning Contractors Association. He was a strong legislative voice for the HVAC/R industry and TACCA Contractors.



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# Air Solutions Partners™ Named HVAC Representative for RectorSeal® Products

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], proudly announces that Air Solutions Partners (ASP) is now a RectorSeal HVAC (Heating, Ventilation, and Air Conditioning) representative for Texas and Oklahoma.



L-R: Tim Truitt, Tristan Bowman, Georgette Garner, Robert Squyres, Blake Schneider and Ted Parker

With principals having over 50 years of experience as a manufacturer’s representative, ASP is a progressive sales agency representing only the best manufacturers. ASP has a team of field-ready, professional trainers on staff and an in-house training facility in North Texas. All trainers have considerable experience with product

groups as diverse as indoor air quality (IAQ), parts and supplies, and HVAC equipment and systems. “ASP has always chosen to go to market with a select group of manufacturers,” said Ted Parker, CEO of ASP. “It is intentional that we limited the lines we represent. That allows us to analyze, train, and drive lasting relationships with our customers. Representing RectorSeal fits perfectly with our company’s core goals for outstanding customer service, support, and training.”

The ASP team employs technology to identify, analyze, and track opportunities so the company can continue to improve its performance and share critical information with manufacturers and customers. ASP is headquartered in Dallas, TX.

For more information, visit [www.asphvac.com](http://www.asphvac.com).

“ASP’s commitment to a high level of customer support and professionalism aligns perfectly with RectorSeal,” said Jeff Underwood, Senior Vice President, Sales and Marketing at RectorSeal. “In effect, we both share a common goal. Our organizations limit their product lines to include only the most trusted, reliable, and dependable offerings.”

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, RectorSeal is often the first to tackle and solve challenges faced by professional trade contractors.

Please visit [www.rectorseal.com](http://www.rectorseal.com) for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

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# LG Sets Goal to Utilize More than Half Million Tonnes of Recycled Plastic

## *Use of Plastics Made From Post-Consumer Recycled Materials to Increase Tenfold by 2025*

**Seoul** — LG Electronics (LG) announced its goal to use almost 600,000 tonnes of recycled plastic by 2030 in a concerted effort to reduce greenhouse gas emissions in the value chain. The goal is a part of LG's larger initiative to create a take-back ecosystem for electronic waste and increase the use of post-consumer recycled (PCR) materials in its consumer electronics and home appliance products.

In 2020, LG utilized approximately 20,000 tonnes of recycled plastic in its products which it plans to increase more than tenfold by 2025. While recycled plastic is currently used inside LG TVs, PC monitors, speakers, washing machines, refrigerators and air conditioners, LG will expand the use

of recycled plastic to the exterior of its products as well. In addition to utilizing more recycled plastic, LG is reducing the use of virgin plastic throughout its operations as well. This year, 18 OLED TV models will be produced using less virgin plastic, an increase from 14 models in 2020, for a reduction of up to 10,000 tonnes of plastic.

LG is also increasing the target amount of take-back electronic waste from its 2006 figure of 4.5 million tonnes to over 8 million tonnes by 2030 with 3.07 million tonnes having been collected by the end of 2020. Also, LG is implementing initiatives to take back and recycle electronic waste in 52 countries. In South Korea, LG Chilseo Recycling

Center, which opened in 2001, not only takes back electronic waste but also manufactures new components from the recycled plastic and ships the parts to LG's home appliance plant nearby for use in new products such as refrigerators.

LG is focusing its efforts on reducing greenhouse gas emissions throughout the entire product life cycle from production and transportation to use and disposal. As a key component of its sustainable management goals, LG's parent company entered into an agreement with the Korean Ministry of Environment and local civic groups in June to implement plastic-free management at its main R&D campus, LG Sciencepark.



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## ACCA Contractor Members and Staff Named In ACHR News Top 40 Under 40 List

**Alexandria, VA**— The Air Conditioning Contractors of America (ACCA) is proud to announce that numerous ACCA contractor members, including ACCA's Government Relations Manager, Chris Czarnecki, have been named as ACHR News' 2021 Top 40 Under 40 HVACR Professionals.

ACHR News' Top 40 Under 40 HVACR Professionals list is made up of smart, hardworking individuals that represent every aspect of the HVACR industry, including the manufacturing, distribution, instructional, and contracting sectors. Every year, ACHR News picks the top 40 from hundreds of nominations. Chris Czarnecki, who was promoted to ACCA government relations manager in March of 2021, has been integral in advancing the interests of ACCA's three thousand member companies at the federal, state, and local levels, working closely with ACCA's Allied Contracting Organizations (ACOs). He also played a direct role in obtaining essential worker designation for heating, ventilation, air conditioning (HVAC) contractors at the onset of the COVID-19 pandemic.

Among the HVACR Professionals named, six are ACCA contractor members:

- Abby Simmons, Texas Total Comfort Systems general manager
- Brian Mount, Tempo Inc. CEO
- Joanna Buglewicz, Green Valley Cooling & Heating president and co-owner
- Joseph Wood, Boston Standard Company founder and president
- Michelle Van Beek, Comfort Now Inc. COO
- Nolan Sarandou, Jackson Comfort Services HVAC service manager

"We are honored that so many ACCA contractor members have been included in this impressive list," said Barton James, ACCA president and CEO. "Considering all that they do for the HVACR industry, whether it be in the field or on Capitol Hill, this recognition is well-deserved. We extend our congratulations to all of those selected."



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**Duct-Free vs. Ducted:** I have always made it clear in my GREE mini split training events that I'm not here to disparage unitary (ducted) systems ... they aren't going anywhere nor should they. Mini splits are simply an alternative to ducted systems and not always the better choice.

OK... with that established, let's talk ducted.

My home in Pennsylvania is a perfect example of where mini splits would not be the best option ... let me explain.

The home was built in 1980 and it is very rustic in design ... VERY rustic! The interior is a combination of exposed brick and repurposed barn wood ... the entire house, every room. The house had no HVAC until 1996 ... well, it had H (electric baseboard heat). In 1996, a previous owner had a Carrier R22 heat pump installed with both overhead (attic) and floor level (basement) ductwork.

Mini split evaporators on brick walls didn't appeal to me (drilling through brick was even less appealing). Ceiling cassettes were equally problematic because of multiple barn beams, exposed, running within each room's ceiling and a very low attic above with no floor.

The system had to be changed as it was 25 years old, R22 and killing me each month when the utility bill came due... especially in the winter.

I contacted my local Carrier dealer, the same people who have been servicing the existing Carrier system in the house since its installation. They gave me three options ... a good, better and best selection.

In a stroke of dumb-luck, GREE was

## The Duct-Free Zone

introducing an inverter-based, 20 SEER complete unitary system called the FLEXX here in the United States. Perfect timing!

The GREE FLEXX outdoor unit looks very much like a mini split outdoor unit ... horizontal discharge, tall and thin. The fan coil is nothing particularly exciting ... A-coil, TXV, vertical or horizontal adaptability and available in four capacities (24, 36, 48 & 60K).

The outdoor unit is where the magic takes place!

Two units available in four capacities ... one unit can be set to either 24 or 36K and the second unit can be set to either 48 or 60K. The magic centers around the two-stage enhanced vapor injection compressor, a unique GREE design that allows for a cooling range of 5°F - 129°F (100% cooling capacity up to 115°F and 78% up to 129°F) and a heating range of -22°F - 75°F (100% heating capacity down to -5°F and 78% down to -22°F).

I chose to install a 10KW electric emergency back-up heat strip (a GREE provided option) even though anything below -22°F here in central Pennsylvania would probably indicate the apocalypse and I would probably have bigger problems than my heat pump not keeping up.

The entire installation was documented and updates posted on my LinkedIn profile (just search for Gerry Wagner on LinkedIn and scroll through my past posts) ... follow or connect with me while you are there. I will be conducting GREE FLEXX training events this fall with a comprehensive curriculum dedicated to this unique product.

The GREE FLEXX outdoor unit can be matched with any existing 14 SEER or higher

heat pump air handler that utilizes R410A refrigerant (currently only AHRI recognized match is with the GREE FLEXX indoor unit ... other AHRI matches to come). The system can be controlled by any 24V heat pump thermostat.

My original plan was to locate the GREE FLEXX outdoor unit at the same location as the existing Carrier heat pump however, because I needed to change the lineset which runs the entire length of the home in a very low attic space with no floor, I decided to take the easier route and place the GREE FLEXX outdoor unit just above where the indoor unit is located in the basement. I did have some concern about operating noise as this would mean the GREE FLEXX outdoor unit would now be located right outside the guest bedroom. I can testify that with an operating level of 55 dB, the GREE FLEXX outdoor unit is whisper quiet, which for me unfortunately means guests might stay longer.

The GREE FLEXX indoor unit has its own set of valves which allows for evacuation and charging at the indoor unit ... think about that on a cold, winter day or a hot, raining summer day! The A-coil comes factory charged with .55 lbs. of R410A, not nitrogen ... because of this; all you are evacuating is the lineset. There is no need to add additional refrigerant for a lineset 31' or less (not to be less than the minimum



Gerry Wagner

*Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 41 years in the HVAC industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website: www.twclimate.com*

15'). The maximum lineset length is 98'. There is no need to insulate the liquid line as, unlike the inverter mini split, a TXV is in the GREE FLEXX indoor unit.

Look, I know I risk coming off like a hypocrite ... me, the mini split, DUCT-FREE guy now talking ducted but, come on ... this is different ... this ain't your typical unitary system. This is the GREE FLEXX ... this is GREE jumping into the deep end with a versatile, unique, efficient and complete system that in my opinion is a game changer.

## Jeffrey 'Jeff' Dane Jackson




Jeffrey 'Jeff' Dane Jackson died unexpectedly on August 7, 2021 due to complications from Covid-19. Jeff was an amazing father, papaw, husband, brother, mentor, and friend to many. He adored his wife, Missy, his sons Jacob and Lance, and his two beautiful granddaughters Lily and Payton. His eyes would light up with tears of joy anytime he was around 'his girls'.


Jeff was born to Jerry and Bonnie Jackson in Dallas, Texas on January 7, 1966. He grew up

in the Garland area graduating from Lakeview Centennial High School in 1984. He learned the HVAC trade from his dad early on and made a life-long career out of it. He worked at Garland Heating & Air for several years and eventually took over Jackson Heating and Air Conditioning when his dad started E-Z Filter Base. When his dad fell ill with cancer many years ago, Jeff sold the family HVAC business and went to work at E-Z Filter Base to help his dad and step-mom Gail. He continued the family business until a few months ago, when he decided it was time to sell and move on to a new adventure.

Jeff's larger than life personality has left a lasting imprint on his family and friends that will never be forgotten.

Donations can be made to Texas Ten Horns in Leonard, Texas or Red River Cowpokes in Albany, Oklahoma in memory of Jeff 'Colorado' Jackson. A memorial and Celebration of Life was held on Friday, August 20, 2021 at Lone Star Cowboy Church in Nevada, TX. with George Toma and Jeff Parson officiating.

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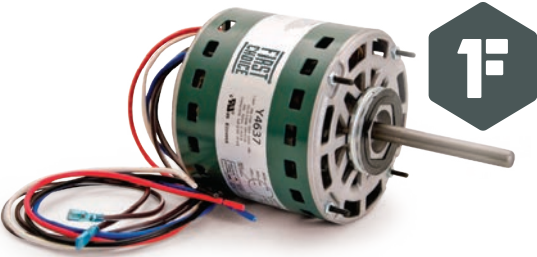




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## Kamikaze Ken

September 29, 2008 was a bad day for Wall Street (the largest single point drop in its history and the 17th worst percentage drop). This all unfolded as the House of Misrepresentatives failed to pass legislation designed to “save” the American economy from doom and gloom. I watched in sadness, then disgust, as members from both political Parties paraded to the microphones to blame the other, like 3rd grade school boys in a chest thumping contest on the playground. Eventually a bill was passed and signed into law, but as the wrapping comes off the package, it looks more and more like a huge load of Pork came with the bailout!

As I was listening to the events of September 29 unfolding on a local radio program, an air conditioning

contractor called in to say that his suppliers were freezing all open account activity for the time being and that this was going to really hurt—maybe even destroy—his business. He said he had six homes waiting to be finished, each with roughly \$15,000 worth of equipment and ductwork in them, and that he did not know now if he would ever be paid by the builders since their construction loans were also frozen. My heart went out to this guy, and his call got me to thinking.

How does a contractor survive in times like these?

That, in turn, led me to imagine a scenario involving a hypothetical contractor, who I will simply call Kamikaze Ken.

He could be any contractor in American right now, but I will pretend he is an HVAC contractor trying to survive

these turbulent times.

I want to walk you through a typical panic scenario and I’ll be using an Excel workbook I wrote that I call “The Projector” to do the math. (If you’d like a free copy, email llackey@ac-today.com and ask and we shall provide).

I begin by setting up my workbook for Kamikaze Ken’s financial data—sales of \$750,000, against cost of sales of \$450,000, with overhead of \$285,000 (leaving only \$15,000 net profit—about 2%, a very typical, if not sad, figure for today).

Kamikaze Ken thinks, “Man, this economy is tanking! I’m running into bids from my normally sleazy competitors that are getting ridiculously low, even worse than normal. I’m losing my butt on bids lately. I’ve got to stay competitive. I

must lower my prices. Gee, but how much?”

At this point, Kamikaze Ken rubs his chin and ponders this life-changing question. After an agonizing few seconds, he settles on 10%. He’ll cut his prices 10%.

I simulate this by entering a negative 10 (-10) in row 20 of the Pricing column of the “What If” sheet in the workbook. I then scroll down to see the results. As it turns out, Kamikaze Ken would go from a weak \$15,000 net profit to a loss of \$60,000!!! At this rate of blood-letting, Kamikaze Ken must sell almost 45% more work (or a little over \$1 million) just to get back to making the \$15,000 he made for sure last year!

Do you honestly think that would happen? Do you really think that a 10% cut in prices would bring in 45% more work

in an economy where over half the HVAC contractors are flying their planes into the ground?

But this is what will happen to Kamikaze Ken because he let his heart rule his business and not his brains.

Now let’s run another scenario. I’ll reset Kamikaze Ken’s pricing on row 20 to 0% and this time, simulate a drop in business—let’s say, a 30% drop in business. (To do this, I type a minus 30 in the Volume column on line 20.) At first glance, Kamikaze Ken loses \$57,900. So the question becomes, all things being equal, if his volume drops 30%, how much would his prices have to rise to net out \$15,000 on the work he does get? (That is, what offsets his drop in volume so he makes the same profit he did last year?) The answer? Only 14%. That means he would have to sell a



Richard Harshaw

\$5,000 job for \$5,700.

That may seem like a tall order until you consider one of the factoids about the market: on average, 24% of the people shop on price and on price alone (low bidder wins, period). Another 17% shop on value (they’ll pay more to get what they is valuable to them). The other 56% can go either way. And research shows that they end up buying in the segment the sales person comes from. If the sales rep is a price-driven person, they’ll buy on price; if the sales person promotes value, they’ll buy on value.

**SEE HARSHAW PG.22**



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**HARSHAW con't**

The long and short of it is that to some people the market is price-driven. But to me, 17% plus 56% (or some 73% of it) is NOT! Those are the people I want to sell to. And to do that, I need to know how to sell a strong value-proposition, one my customers want. If Kamikaze Ken can figure that out, he can probably raise his prices 14% (or more), stop trying to sell to that 24% who wants low-ball prices all the time, and make as much as he did last year on 30% less work this year.

But he'll need to learn how to sell a strong value-proposition. And for that, I refer to you Mr. Hinshaw's column in this prestigious journal!

Send questions for Mr. Harshaw to [LLACKEY@AC-TODAY.COM](mailto:LLACKEY@AC-TODAY.COM)

**YORK Partners with Google to Install Donated Smart Home Equipment in the Homes of Injured Veterans**

- Partnership supports injured American veterans and their families gifted mortgage-free homes from Building Homes for Heroes
- Donated YORK and Google Nest products help improve the lives of injured veterans and their families

**Milwaukee** – The YORK® brand of Johnson Controls, the global leader for smart, healthy and sustainable buildings, has partnered with Google Nest Pro to donate smart home products in mortgage-free homes gifted to veterans through the non-profit organization, Building Homes for Heroes.

Building Homes for Heroes builds or renovates homes, and gifts them, mortgage-free, to severely wounded or disabled U.S. veterans and their families working closely with various corporate sponsors. Since 2014, YORK has partnered with the organization and local YORK contractors and distributors to donate and install heating and cooling equipment based on the individual needs of each veteran.

Through the newly established partnership with Google, YORK contractors will donate their time to install various Google Nest products into the veterans' homes to help create a safe, connected home they can live comfortably in despite their injuries. Google will be donating a variety of equipment to different Building Homes for Heroes veterans, including the Nest Learning Thermostat,



Nest Protect smoke and carbon monoxide detector, Nest Hello Doorbell, Nest x Yale Locks, Nest Minis and Nest Hub Max.

“We’re incredibly grateful to have the opportunity to provide heating and cooling to nearly 120 injured men and women who have served our country over the past eight years through Building Homes for Heroes,” said Doug Schuster, vice president and general manager, Ducted Systems, Johnson Controls. “The new partnership with Google Nest Pro will give these injured veterans and their families even more customized amenities in their new connected homes.”

Johnson Controls is dedicated to supporting

and hiring veterans across the U.S. and has been recognized as a leading veteran-friendly organization. The company has created the Veterans Business Resource Group to help connect Johnson Controls military families and support them during their transition from military to civilian life.

“Building Homes for Heroes is devoted to building better and brighter lives for our veterans who served and sacrificed so much for our great country,” said Andy Pujol, founder and CEO, Building Homes for Heroes. “This is something we could not accomplish without the support of like minded, patriotic companies like Johnson Controls for the last seven years, and our newest partner in Google Nest, to provide our heroes with a home that is beautified and customized for their needs. What a beautiful way to thank our heroic servicemen and women.”

To learn more about YORK’s partnership with Building Homes for Heroes, visit [www.york.com/for-your-home/why-buy-york/building-homes-for-heroes](http://www.york.com/for-your-home/why-buy-york/building-homes-for-heroes) and to learn more about Building Homes for Heroes, visit [www.buildinghomesforheroes.org](http://www.buildinghomesforheroes.org).

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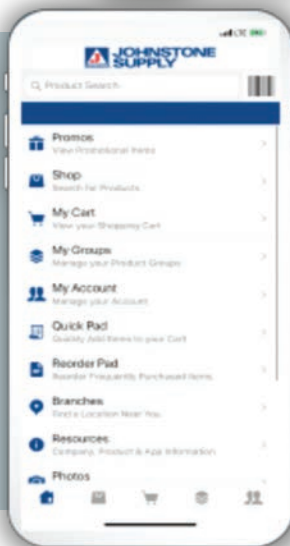
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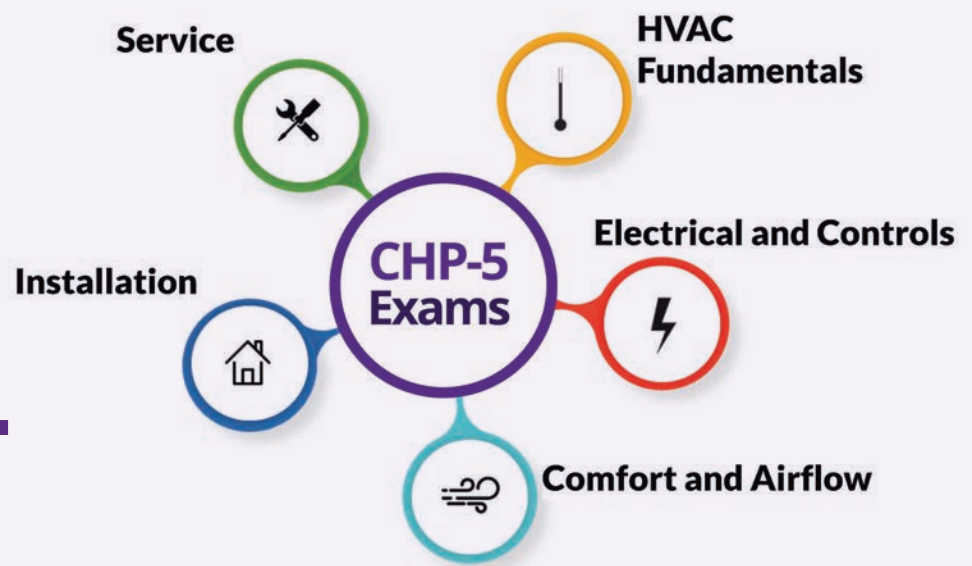
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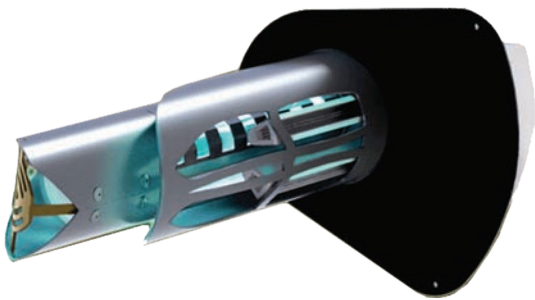
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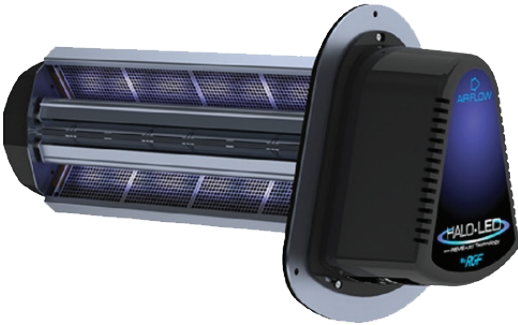
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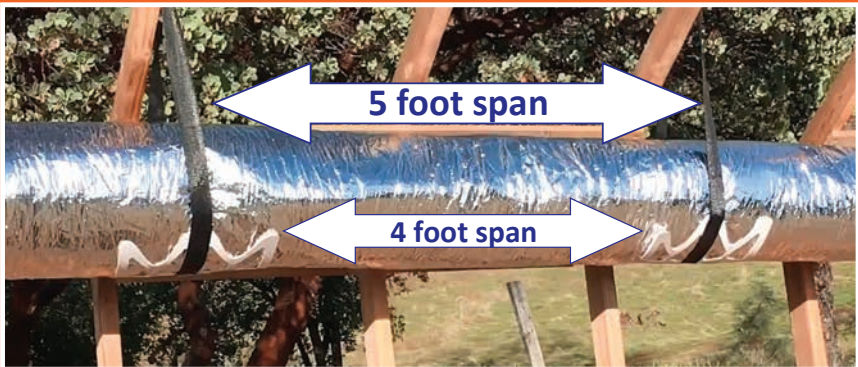
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## 2022 ASHRAE Winter Conference in Las Vegas Offers In-Person and Virtual Registration

Atlanta – Registration is now open for the 2022 ASHRAE Winter Conference, January 29 – February 2. Registration for the conference provides entry to the co-sponsored AHR Expo, held January 31 – February 2 at the Las Vegas Convention Center.

“The ASHRAE Winter Conference and AHR Expo bring together the world’s foremost built environment experts, professionals, building owners and exhibitors one place,” said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. “This conference in Las Vegas will mark the Society’s first large in-person event since the COVID-19 pandemic. The impact and reach of ASHRAE conferences are truly one-of-a-kind. We look forward to providing attendees, both in person and virtual, the resources and business networking to deliver solutions and navigate our rapidly changing building industry landscape.”

For the first time ever, the ASHRAE Winter Conference

will be presented in a hybrid format, offering both in-person and virtual options for participation for attendees, provides convenience and affords global participation with a group of the world’s leading presenters delivering timely and useful industry content.

The conference will feature over 80 technical sessions with updates from Society leaders, tours, social events and livestreamed sessions for virtual attendees. Technical sessions will address building performance, energy system integration, international environmental health and IEQ and challenges and opportunities for industrial and commercial purposes. Conference registration is now open at [ashrae.org/2022winter](http://ashrae.org/2022winter).

ASHRAE is committed to the health and safety of our members and conference attendees. The Society is closely monitoring guidance from the Centers for Disease Control & Prevention for both fully vaccinated and unvaccinated individuals, the World Health Organization, and local health agencies regarding travel and events. ASHRAE’s Commitment to Care can be found on [ashrae.org/2022winter](http://ashrae.org/2022winter) and explains what in-person attendees can expect before, during and after the conference.

ASHRAE will also conduct business, committee and technical meetings in the weeks leading up to, and during the conference.

The technical program is comprised of seven tracks, featuring subject matter such as environmental health, energy system integration and examining building performance and resilience.

ASHRAE President Mick Schwedler will provide an update on the 2021-22 Society theme, “Personal Growth. Global Impact. Feed the Roots.” Members will be recognized for the industry and Society accomplishments. Major contributors to ASHRAE will also be recognized.

Professional development hours can be earned for all sessions and most online sessions upon successfully completing a short quiz.

The cost to attend the conference in-person is \$690 for ASHRAE members (\$960 for non-members, which includes an ASHRAE membership for one year). Early bird discounts are available.

The cost to attend the conference virtually is \$275 for

ASHRAE members (\$505 for non-members, which includes an ASHRAE membership for one year). Company packages are available. Please check the conference the conference webpage for additional pricing.

In-person registration includes:

- Access to technical program from Sunday, January 30 – Wednesday, February 2 (seminars, workshops, paper sessions, debates and panels)
- Conference proceedings.
- Access to the virtual conference platform during the conference and for the 12 month post-conference period
- Entry into the plenary session on Saturday, January 29 at 3:15 p.m. (Pacific Time)
- Networking coffee break on Sunday, January 30 from 9 – 9:30 a.m. (Pacific Time)

Virtual registration includes:

- Access to up to ten (10) technical sessions live-streamed Sunday, January 30 – Wednesday, February 2 with the ability to post questions and comments for the speakers to answer live
- Access to live-streamed Meeting of the Members Plenary session on Saturday, January 29 featuring recognition of award recipients of ASHRAE’s most prestigious Society awards
- Access to live-streamed President’s Luncheon on Monday, January 31 featuring President Mick Schwedler’s State of the Society address
- Exclusive access to live virtual sessions presented by speakers unable to attend the in-person conference
- Conference proceedings. Download the technical papers and conference papers
- Access to the on-demand conference content which includes recordings of the live sessions the day after they are presented. These sessions allow for attendees to take a quiz and earn a PDH certificate.
- Access to the virtual conference environment for 12 months post-conference.

All registered attendees, both in-person and virtual, will have access to the conference platform during the conference and 12 months post-conference.

To learn more about the 2022 ASHRAE Winter Conference and to register, visit [ashrae.org/2022winter](http://ashrae.org/2022winter).

## 7th Annual Thomas Supply Fishing Rodeo

Thomas Supply held their 7th Annual Fishing Rodeo on September 26th in Lake Charles LA. The all day event had an Awards Dinner, Prizes and entertainment from Wayne Toups & Zydecajun. Thomas Supply also recognized a special group of contractors with between 30 and 52 years in our industry.







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- ✓ 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

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Learn more at [Concord-Air.com/LYNX18](http://Concord-Air.com/LYNX18)



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**2021 ACL AIR CONDITIONING LIVE**

**October 28-29**

Speakers: Mitch McCuistian, Mike Schaefer, Dave Squires, Matt Michel, Clint Swindall (KEYNOTE), Howard Ahern, Katie Hill, William Weatherly, Chris Van Rite.

**Approved for 8 hours of credit for HVAC license renewal. TDLR course #24911**  
**Limited space and early registration ends October 8. Don't wait—Sign up today!**

**October 28-29, 2021**



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TACCA Members \$249 (\$299 after 10/8)  
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**Keynote Clint Swindall presents on Engagement in a Post-Pandemic World PLUS:**

- ◆ Estate and Business Succession Planning
- ◆ Business Advice for Service Contractors
- ◆ Managing Your Techs to Stay
- ◆ From Search to Sold—100% Digitally
- ◆ Training to Turbocharge Your Techs
- ◆ Managing Your Maintenance Program
- ◆ Best Practices for VRF
- ◆ Review of Residential Duct Efficiency
- ◆ Why the Pinhole Leaks: HVAC Piping
- ◆ Texas Law and Rules
- ◆ Sold out exhibit hall with 32 industry vendors

CONFERENCE SCHEDULE			
Thursday, Oct. 28		Friday, Oct. 29	
11:30	Registration Opens	8:00	Continental Breakfast
11:30	Exhibits Open w/snacks	9:00	General Session
1:00	General Session	10:00	Coffee Break
2:30	Breakouts	10:30	Breakouts
3:30	Break for Exhibits	11:30	Exhibits
4:00	Breakouts	12:15	Lunch/Laws & Rules
5:15	Breakouts	1:30	Closing Remarks
6:15	Reception		
7:30	Casino Night		



### Lakeway Resort & Spa

\$149 TACCA special room rate. Room block will sell out. Book your room early for this great rate!



**Thank you to our conference sponsors!**





## CALENDAR OF EVENTS



### MEPO 2021 Annual Golf Tournament

**When**  
Tuesday, October 12, 2021 from  
11:00 AM to 5:00 PM CDT  
[Add to Calendar](#)

**Where**  
Forest Ridge Golf Club  
7501 E. Kenosha St.  
5 miles East of Broken Arrow on  
71st St.  
Broken Arrow, OK 74014

You are invited to take part in our Annual MEPO Golf Tournament at Forest Ridge Golf Club Broken Arrow, OK Tuesday Oct 12th  
Registration; Starts at 11:00 am  
Driving Range and Putting Green open  
Lunch 11:30 to 12:30  
Ball Drop 12:45  
Shotgun Start at 1:00pm  
Grand Finale includes Snacks, Hors D'oeuvres, Beverages, Awards, Prize Drawings, TV Raffle

If you need any info or have questions, please use the contact info below.

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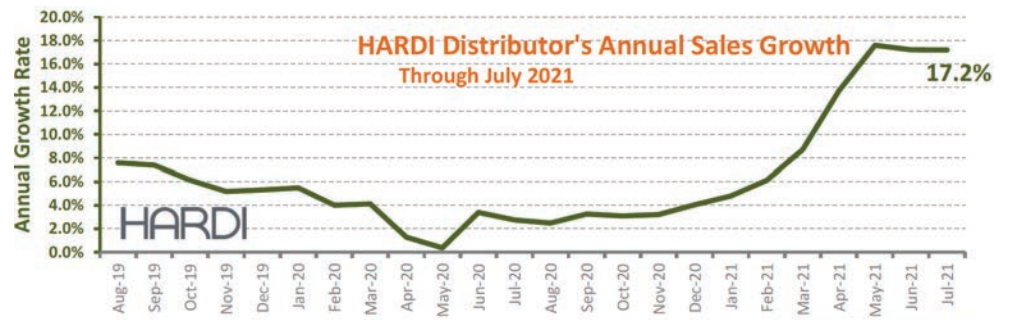
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**For more information**  
**visit [tacca.org/examprep](http://tacca.org/examprep)**

# HARDI

## 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 9.3% percent during July 2021.



“9.3% growth looks modest after the extraordinary recent gains of 20% to 30%,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “With the same number of billing days we estimate the sales growth for the month would have been more than 14% or almost twice the median monthly sales gain during the past ten years.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 40 days at the end of July 2021.

“Bills were paid about four days quicker than July’s before the COVID related business interruptions,” said Loftus.

The annual sales growth of 17.2% through July is flat with June, and off only slightly from the 17.6% record rate through May of 2021. “Along with the healthy economic recovery, the sales growth is getting an extra boost this year from the frequent price increases that distributors have had to pass through. The Producer Price Index for the industry has increased by 9% during the twelve months through July and there is another round of price increases to for the market to digest during August and September.”

*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.*

### ABOUT HARDI

*HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry.*

*HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.*

## HARDI Announces 2021 Annual Conference Agenda and Speaker Lineup

**Columbus, Ohio**— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has released the complete agenda and speaker lineup for the 2021 Annual Conference: “Motion: Find Your Direction”.

This year’s agenda focuses on three key themes: Catalysts: Forces Igniting Motion, Friction: Forces Slowing Progress and Accelerants: Forces Enabling Quick Industry Response. Each day of conference presentations will focus on one of the three conference themes.

Kicking off the conference is keynote speaker, Lisa Bodell, who will present “The Great Reset”. This session will explain why some of the best innovations come from times of change and resource constraint.

The 2021 closing keynote speaker is Alex Banayan. International best-selling author of “The Third Door”, Alex has met some of the world’s most successful people including: Warren Buffett, Lady Gaga and Bill Gates. Through these interviews, Alex found that all these individuals had one thing in common, they used the “third door approach” to find their way to the top.

“We’re seeing industry disruption at unparalleled rates,” Emily Saving, HARDI’s Executive Vice President and curator of the Motion agenda. “With this conference it is our intention to allow attendees to slow down and examine some of the major forces of change from multiple points of view. Are the forces impacting our environment positive, negative, or perhaps more nuanced? How will each member company respond? We feel our conference will give members the chance to examine the landscape of change and determine their best path forward.”

In addition to keynote speakers, the agenda will feature several additional featured speakers and panel sessions that will cover issues impacting the industry including: industry mergers and acquisitions, government regulations, contractor needs, workforce shortage, supply chain disruptions, e-commerce, company culture and more. In addition, we will feature multiple sessions that share our 2021 State of the Channel findings.

To see the full agenda and speaker lineup, visit <http://hardiconference.com>.



# Mitsubishi Electric Trane HVAC US Announces Fall Technical Training Webinars

*METUS will offer free live webinar sessions Friday afternoons through November*

**Suwanee, Ga.** – Mitsubishi Electric Trane HVAC US (METUS), is pleased to announce their Technical Training team is offering free live webinars on Fridays in October and November at 1:00 p.m. EST.

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

## October Webinar Schedule:

- **October 1, 2021: CITY MULTI® Service Manual Overview** – In this webinar, METUS takes you on a tour of a typical service manual. Attendees will discuss important sections and tips for quickly finding information.

- **October 8, 2021: PAC Tool and INVERTER Checker**

Overview – The two diagnostic tools used to aid technicians in troubleshooting M&P systems will be reviewed in this session.

- **October 15, 2021: ERV Application** – In this webinar, METUS discusses the options available for delivering outside air into indoor units, such as the Lossnay® and PremiSys® units.

- **October 22, 2021: M&P - Understanding INVERTER Technology** – Explore the relationship between AC and DC characteristics of an Inverter Circuit. Operation and functionality of Converter Circuit, Noise Filter Board and the Inverter Circuit will be discussed to give technicians a better understanding of how an INVERTER works.

- **October 29, 2021: MAC-333/334 Overview and Application** – This webinar will provide an overview of the MAC-333 and its ability to add inputs and outputs to an M-Series indoor system and its successor the MAC-334.

## November Webinar Schedule:

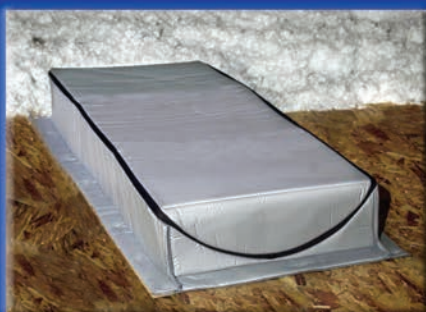
- **November 5, 2021: Initial Settings Tool Basics** – In this webinar, METUS will take a look at the software used to setup a Central Controller. The Initial Settings Tool and how it will make short work of setting up controllers, units and more will be discussed.

For more information, please email [training@hvac.mea.com](mailto:training@hvac.mea.com). To learn more about Mitsubishi Electric Trane HVAC US visit, [www.metahvac.com](http://www.metahvac.com).

## ACES AC Supply Dealer Trip

ACES AC Supply took a group of their dealers to Greece in early September. They traveled to Athens, Mykonos, Rhodes, Dubrovnik Croatia and Santorini. A second ACES group left on the same itinerary in mid-September.

ACES also is sending their travelling dealers to Drive-Arounds in South Dakota and Denver, along with trips to Las Vegas and finally a 7 Day cruise on Royal Caribbean out of Galveston.



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**TEXAS DEPARTMENT OF  
LICENSING & REGULATION**

The next Texas Commission of Licensing and Regulation meeting is scheduled for Tuesday, October 5, 2021 at 8:30 a.m. The meeting will be held via videoconference and will be viewable on TDLR's YouTube page. When the agenda and staff reports are available, they will be posted online.

## CONTINUING EDUCATION

### LIVE OR ONLINE



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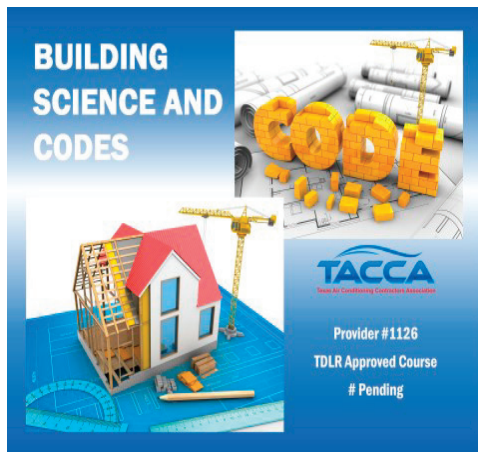


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## Quality TDLR- Approved CE for ACR License Renewal

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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—Dec 4  
Beaumont—2022  
Burleson—Oct 30  
Corpus—Sep 18  
Denton—Oct 2  
Harlingen—Oct 2  
Houston—Oct 16, Nov 20  
Hurst—Oct 9, Nov 13  
Lubbock—Dec 4  
Lufkin—Nov 13  
San Antonio—Nov 13  
Waco—Nov 6

### In-person or Virtual

TACCA Members

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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

**Texas Law and Rules (required one hour)**



**REGISTER**  
**WWW.TACCA.ORG**  
**(800) 998-4822**

## CALENDAR OF EVENTS

### Insco's October Events Schedule Training from Insco Academy

Insco Academy offers some of the best training available in the HVAC/R industry. With over 100 years of experience, we provide hands-on instruction at our state-of-the-art training facilities located in Houston, Grapevine & San Antonio. We are also offering FREE Online training for your convenience! Visit: [Insco.com/academy](http://Insco.com/academy) to see the complete schedule of classes.

#### Grapevine

Wednesday, October 6th – Ruud Next Level: Inverter Systems located at our Grapevine Training facility. From 8am – 10am | \$50

Thursday, October 7th – Bosch Lunch and Learn located at our Grapevine Training Facility. From 11am – 1pm | FREE

Thursday, October 14th – Ruud Renaissance Commercial Training located at our Grapevine Training Facility. From 8am – 12pm | \$50

Wednesday, October 20th – Mitsubishi Applications located at our Grapevine Training Facility. From 8am – 4pm | FREE

#### Laredo

Wednesday, October 20th – Ruud Next Level Inverter Systems located at our Laredo Branch. From 8am – 12pm | \$50

#### Oklahoma

Wednesday, October 20th – Ruud Next Level: Inverter Systems located at Hampton Inn Oklahoma City. From 8am – 12pm | \$50

Thursday, October 21st – Bosch Lunch and Learn located at our Oklahoma Branch. From 11am – 1pm | FREE

#### San Antonio

Wednesday, October 13th – Mitsubishi Service Essentials located at our San Antonio Training Facility. From 8am – 5pm | \$95

Wednesday, October 27th – Ruud 101: Gas Furnace and Air Handler located at our San Antonio Training Facility. From 8am – 12pm | \$25

#### Free Online Classes

Friday, October 15th – Inverter Sales 101 from 10am – 11am

Friday October 29th – My Ruud.com Overview from 10am – 11am



## Refrigeration Association of San Antonio

### 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.

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

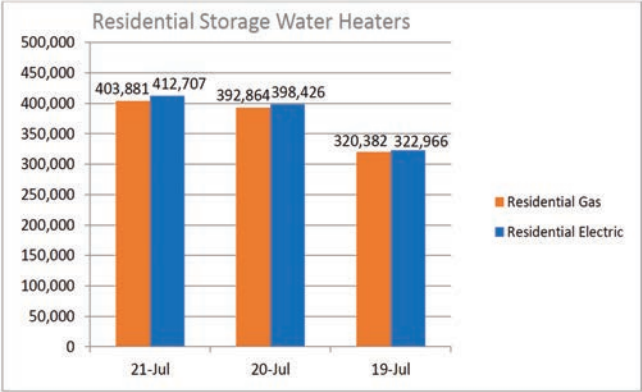
**REGISTER TODAY**  
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**or call 512-320-0616**



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

## Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for July 2021 increased 2.8 percent, to 403,881 units, up from 392,864 units shipped in July 2020. Residential electric storage water heater shipments increased 3.6 percent in July 2021 to 412,707 units, up from 398,426 units shipped in July 2020.

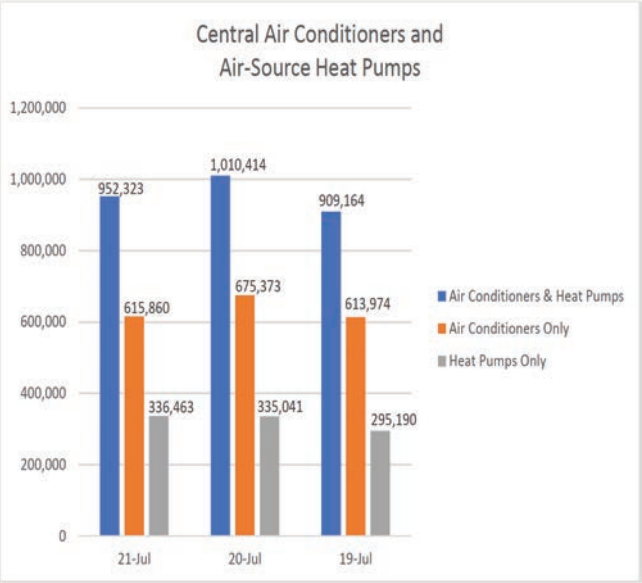


Year-to-date U.S. shipments of residential gas storage water heaters increased 10.2 percent, to 2,875,653 compared to 2,610,644 shipped during that same period in 2020. Residential electric storage water heater shipments increased 8.9 percent year-to-date, to 2,858,236 units, compared to 2,624,694 shipped during the same period in 2020.

Year-to-Date	Jul 21 YTD	Jul 20 YTD	%CHG. (From 2020-2021)	Jul 19 YTD
Residential Storage Gas	2,875,653	2,610,644	+10.2	2,572,748
Residential Storage Electric	2,858,236	2,624,694	+8.9	2,443,772

## Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 952,323 units in July 2021, down 5.7 percent from 1,010,414 units shipped in July 2020. U.S. shipments of air conditioners decreased 8.8 percent, to 615,860 units, down from 675,373 units shipped in July 2020. U.S. shipments of air-source heat pumps increased 0.4 percent, to 336,463 units, up from 335,041 units shipped in July 2020.

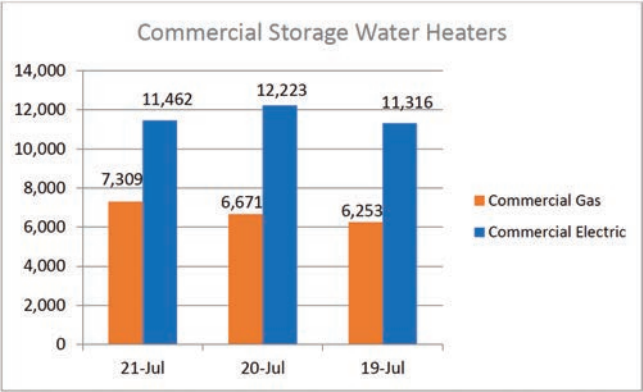


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 14.5 percent, to 6,282,749 units, up from 5,486,285 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 10.2 percent, to 3,892,236 units, up from 3,531,470 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 22.3 percent, to 2,390,513, up from 1,954,815 units shipped during the same period in 2020.

Year-to-Date	Jul 21 YTD	Jul 20 YTD	%CHG. (From 2020-2021)	Jul 19 YTD
Air Conditioners & Heat Pumps Combined Total	6,282,749	5,486,285	+14.5	5,590,819
Air Conditioners Only	3,892,236	3,531,470	+10.2	3,592,762
Heat Pumps Only	2,390,513	1,954,815	+22.3	1,998,057

## Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 9.6 percent in July 2021, to 7,309 units, up from 6,671 units shipped in July 2020. Commercial electric storage water heater shipments decreased 6.2 percent in July 2021, to 11,462 units, down from 12,223 units shipped in July 2020.

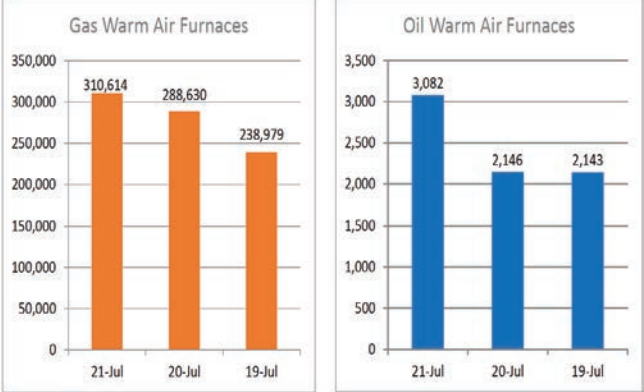


Year-to-date U.S. shipments of commercial gas storage water heaters increased 15.7 percent, to 53,858 units, compared with 46,538 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments increased 6.4 percent, to 87,473 units, up from 82,218 units shipped during the same period in 2020.

Year-to-Date	Jul 21 YTD	Jul 20 YTD	%CHG. (From 2020-2021)	Jul 19 YTD
Commercial Storage Gas	53,858	46,538	+15.7	52,464
Commercial Storage Electric	87,473	82,218	+6.4	89,144

## Warm Air Furnaces

U.S. shipments of gas warm air furnaces for July 2021 increased 7.6 percent, to 310,614 units, up from 288,630 units shipped in June 2020. Oil warm air furnace shipments increased 43.6 percent, to 3,082 units in July 2021, up from 2,146 units shipped in July 2020.



Year-to-date U.S. shipments of gas warm air furnaces increased 41.6 percent, to 2,346,840 units, compared with 1,657,185 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 48.5 percent, to 19,424 units, compared with 13,080 units shipped during the same period in 2020..

Year-to-Date	Jul 21 YTD	Jul 20 YTD	%CHG. (From 2020-2021)	Jul 19 YTD
Gas Warm Air Furnaces	2,346,840	1,657,185	+41.6	1,985,967
Oil Warm Air Furnaces	19,424	13,080	+48.5	18,956

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

Month			
Size Description (000) BTUH	2021 Total	% Change from 2020	2019 Total
Under 16.5	45,382	+37.9	31,206
16.5-21.9	82,258	+0.9	67,677
22-26.9	186,714	-7.0	174,720
27-32.9	153,391	-9.0	143,046
33-38.9	208,312	-7.5	196,387
39-43.9	71,712	-10.1	71,088
44-53.9	100,686	-7.5	106,652
54-64.9	78,110	-7.5	85,529
65-96.9	8,971	-13.1	11,743
97-134.9	7,210	-3.8	9,137
135-184.9	4,689	-7.7	6,148
185-249.9	1,934	-8.7	2,690
250-319.9	1,568	-8.9	1,664
320-379.9	353	-24.6	388
380-539.9	370	-13.6	406
540-639.9	267	-7.9	249
640-799.9	115	-24.8	123
800.0-899.9	41	-50.0	71
900.0-999.9	57	-26.0	79
1,000.0-1,199.9	54	+28.6	53
1,200.0 & Over	129	+4.0	108
TOTAL	952,323	-5.7	909,164

YTD			
Size Description (000) BTUH	2021 Total	% Change from 2020	2019 Total
Under 16.5	295,105	+49.3	190,695
16.5-21.9	572,051	+14.2	474,558
22-26.9	1,261,422	+15.4	1,099,329
27-32.9	1,005,565	+12.9	900,101
33-38.9	1,342,799	+13.4	1,201,309
39-43.9	468,918	+12.1	432,843
44-53.9	673,040	+11.4	624,714
54-64.9	498,198	+11.4	483,747
65-96.9	59,784	+12.3	65,566
97-134.9	45,620	+16.6	50,316
135-184.9	28,409	+5.4	33,264
185-249.9	12,393	+2.6	14,840
250-319.9	11,089	+15.0	9,645
320-379.9	2,236	-7.1	2,356
380-539.9	2,197	-8.1	2,635
540-639.9	1,516	-20.1	1,908
640 & Over	778	-5.2	911
800.0-899.9	289	-45.2	485
900.0-999.9	432	-18.9	503
1,000.0-1,199.9	241	-33.1	314
1,200.0 & Over	667	+0.6	780
TOTAL	6,282,749	+14.5	5,590,819

### 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

				OCTOBER 2021 TRAINING CALENDAR				
For info call Juan Villela at 210-761-3432 - or email to: <a href="mailto:juan.villela@johnstonesupply.com">juan.villela@johnstonesupply.com</a>								
Broadway - 9311 Broadway Suite 200 210-829-1934 / <u>Alamo Downs</u> - 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	
5-Oct	Tu	8:00am - 11:30am	Broadway	Refrigeration System Burnout Cleanup & System Dehydration	605-153	N	\$35	
6-Oct	W	8:00am - 4:30pm	Broadway	TDLR CE For License Renewal - Airflow Is Critical Test - Don't Guess	605-115	Y	\$135	
7-Oct	Tu	8:00am - 10:30am	Broadway	PRO CAT Insulation Calculation and Installation Training	605-124	N	FREE	
12-Oct	Tu	8:00am - 10:30am	Broadway	Goodman / Liberty Gas Furnace Installation & Startup	605-164	N	\$135	
13-Oct	W	8:00am - 11:00am	Broadway	Goodman / Liberty Gas Furnace Service & Troubleshooting	605-164	N	FREE	
14-Oct	Th	8:00am - 4:30pm	Broadway	Copeland Compressor Factory Training	605-107	N	\$99	
19-Oct	Tu	8:00am - 10:30am	Broadway	Goodman / Liberty Air Handlers Installation & Startup	605-164	N	\$35	
20-Oct	W	8:00am - 4:00pm	Broadway	ESCO EPA Section 608 Review & Exam	605-101	Y	\$175	
20-Oct	W	1:30pm - 4:00pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	N	\$95	
21-Oct	Th	8:00am - 11:00am	Broadway	Goodman / Liberty Air Handlers Service & Troubleshooting	605-164	N	\$35	
26-Oct	Tu	8:00am - 11:00am	Broadway	Carbon Monoxide Safety & Leak Detection	605-192	N	\$35	
27-Oct	W	8:00am - 10:30am	Broadway	Gas Heating Venting System Sizing, Installation & Codes	605-143	Y	\$35	
28-Oct	Th	8:00am - 10:30am	Broadway	Refrigeration Cycle Operation & Component ID	605-127	Y	\$35	
We recommend customers follow Covid-19 Safety Guidelines.								
		Please <u>do not attend if you are sick, coughing, sneezing or running a fever.</u>						
		Classes are limited to <b>15</b> persons for your protection as well as other attendees & employees.						
		WE RECOMMEND ALL ATTENDEES WEAR MASKS AT ALL TIMES DURING TRAINING.						

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TDLR No. 1362 Class No. 22872

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Tues., October 5, 2021

Sat., October 16, 2021

Tues., November 9, 2021

Sat., November 20, 2021

Tues., December 7, 2021

Sat., December 18, 2021

Location: **Pharr, TX**

Friday, October 8, 2021

Location: **Laredo, TX**

Tuesday, October 12, 2021

### • LICENSE PREP CLASSES •

•EPA Exams• 1<sup>st</sup> Friday of the month

•Load Calculation Workshop•

•Compressor Workshop•

TBA

•NATE Exams•

Phone: (210) 828-0234

[silverfox0001@earthlink.net](mailto:silverfox0001@earthlink.net) [www.castillotraining.com](http://www.castillotraining.com)



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8 am—4 pm

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9311 Broadway Suite 200

#### To Register

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(210) 761- 3432

[Juan.villela@johnstonesupply.com](mailto:Juan.villela@johnstonesupply.com)

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**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.

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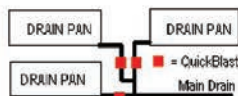
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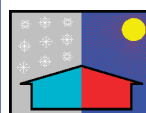
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