



Johnson Supply Bard Roadshow



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Century A/C Supply Golf Tournament



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Johnstone Supply Grand Opening



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Robert Madden Grand Opening



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AHR Expo, ASHRAE and AHRI leadership return from Vegas Joint Expo Policy Committee (JEPC) Meeting with Energy and Excitement for the Return of In-Person Events

AHR Expo 2022 is on! Exhibitors prepare to once again take over the Show floor and attendee metrics are trending positively for a return to business in a big way as we head to Vegas

Westport, Conn.—Representatives from AHR Expo show management, along with Co-Sponsors ASH RAE and AHRI, met last week in Vegas for an in-person planning meeting for the 2022 event. Though pre-Show meetings in the event city and venue are not unusual at this stage in the planning cycle, this year’s meeting was especially important. After spending nearly a week in Vegas for meetings and multiple site visits, leadership concluded the trip with positive momentum for the return to large-scale, in-person events, and the 2022 AHR Expo as the kick-off that will welcome back the HVACR and water heating community.

“We want exhibitors and attendees of the 2022 AHR Expo to be assured that safety is a top priority as we return to our first in-person show since 2020,” said Jeff Littleton, ASH RAE Executive Vice President. “While we are aware of the concerns regarding the evolving state of the COVID-19 pandemic, AHR Expo Show Management, AHRI and ASHRAE are committed to taking every precaution possible to provide a safe, inclusive, and welcoming atmosphere, in full compliance with all public health guidelines. We are thrilled to welcome everyone back to this industry-leading event, where ideas and emerging HVACR technologies will be shared.”

The meeting’s agenda included typical topics, such as Show floor planning and general logistics; however, this year the committee prioritized new considerations for COVID-19 and related industry challenges.

“We are aware of the challenges that



members of our industry are navigating, including safety concerns,” said Mark Stevens, manager of AHR Expo. “The JEPC serves as our opportunity to stay informed of these concerns and challenges and to work together in devising solutions that mitigate them. At the top of our list for the 2022 Show is hosting a safe event to welcome everyone in the industry back to business and large-scale networking. We are energized by last week’s meeting, as well as the work our partners are continuing to get us back on the floor for crucial face-to-face meetings. I am confident as we head into Vegas, it’s really going to be a great Show and a much anticipated welcome back.”

The JEPC brings together a sharing of ideas and action items to prepare for a successful event. This year, time in Vegas was spent at length planning safety measures that will roll out onto the Show floor. Show Management remains in contact with city and state officials for updates to the latest government mandates and recommendations. The JEPC takes careful consideration of HVACR community organizations, as well as expert guidelines released by ASH RAE when planning guidelines for the AHR Expo. While recommendations will

continue to be updated as January approaches, at the present time, we are planning to implement the following safety measures:

- Masks will be required for all attendees indoors, including vaccinated individuals
- No masks will be required in outdoor spaces
- Social distancing in small areas such as bathrooms will be encouraged
- A designated first aid area will be provided for any immediate needs or medical issues
- Hand sanitizer stations will be located throughout the building

Additionally, the Las Vegas Convention Center (LVCC) was awarded the Global Biorisk Advisory Council (GBAC) STAR facility accreditation by ISSA: The Worldwide Cleaning Industry Association, the world’s leading trade association for the cleaning industry. Considered the gold standard for safe facilities, the GBAC program was designed to control the risks associated with infectious agents, including the virus responsible for COVID-19. The LVCC was the first facility in Nevada to receive the accreditation. (source: LVCC website)

Show Management continues to maintain open lines of communication with the Las Vegas Convention Center and all partnering vendors that affect Show attendees and exhibitors. Leadership is especially encouraged by the discussion of the successful events happening now around the country, including in Vegas at

SEE AHR EXPO PG.2

MORSCO Dealer Top Golf



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the Show venue, as well as those scheduled to take place between now and AHR Expo's kick-off in the new year. Just recently, PACK Expo wrapped up a successful event, exceeding their expected attendance by nearly 5,000. This encouraging news further demonstrates the desire to return to larger-scale events, where innovation and business networking are uniquely offered.

"AHRI and our member manufacturers are very much looking forward to reconvening the industry at the 2022 AHR Expo in Las Vegas," said AHRI President & CEO Stephen Yurek. "The Expo is truly where the global industry meets, and having the manufacturers, distributors, contractors, technicians, and engineers gathered once again under one roof will reconnect us and reinvigorate our shared goal of providing the most innovative, most energy-efficient equipment to improve the health, safety, and comfort of our customers," he added.

Additionally, AHR Expo Mexico recently hosted a successful event at Cintermex in Monterrey, N.L. on September 21-23, 2021. Exhibitors and attendees alike shared enthusiasm to once again gather for a jam-packed week of new products, technology, innovation, education and networking.

"AHR Expo Mexico was such a positive and safe experience full of energy and excitement to be back together," continued Stevens. "It was an excellent opportunity to see how safety protocols and planning are the key to getting us back to business. Last week's AHR Expo Vegas JEPC meeting reassured just that - we are fortunate in this industry to have such skilled and strong partners and we are unified in securing the success of the HVACR industry, including getting us back to events such as the AHR Expo that are crucial to future growth. Let's get back to business, we look forward to hosting you in Vegas!"

ABOUT THE AHR EXPO

The AHRExpo is the world's premier HVACR event, attracting the most comprehensive gathering of industry professionals from around the globe each year. The Show provides a unique forum where manufacturers of all sizes and specialties, whether a major industry brand or innovative start-up, can come together to share ideas and showcase the future of HVACR technology under one roof. Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, facility operators, architects, educators and other industry professionals to explore the latest trends and applications and to cultivate mutually beneficial business relationships. The next Show, co-sponsored by ASHRAE and AHRI, will be held Jan. 31 -Feb. 2, 2022, in Las Vegas, and is held concurrently with ASHRAE's Winter Conference.

For more info, visit ahrexpo.com and follow @ahrexpo on Twitter.

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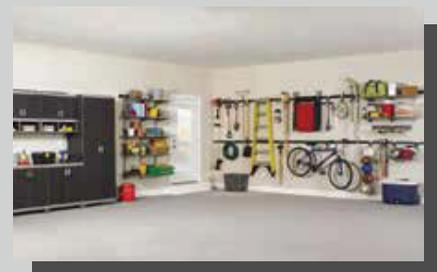
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Product News

DuraVent® Acquires Hart & Cooley®, Setting a New Standard for the HVAC Industry Of The Future

Detroit, MI- DuraVent acquires Hart & Cooley, bringing together two industry leaders in the building products marketplace.

Both companies have a long history in the hearth and HVAC industries with legacy brands and innovative products. "Our immediate objective is to build one unified company, with one team, focused on world-class manufacturing and distribution," said DuraVent President and CEO Simon Davis in announcing the deal.

"We are guided by our passion for innovation and commitment to creating the benchmark for responsive customer service."

Together, DuraVent and Hart & Cooley products will ensure the highest standards of HVAC products in the marketplace enhancing quality of life for customers.

DuraVent also owns Security Chimneys in Montreal, Canada. Hart & Cooley is a leader in HVAC, manufacturing and distributing a portfolio of some of the most recognized and trusted brands in the industry, including Selkirk, AMPCO, AmeriVent, Heatfab and MILCOR. The transaction is supported by the Egeria Group through its Evergreen fund.

About DuraVent

Headquartered in Detroit, Michigan, DuraVent® is a recognized technological leader in the venting industry. Consistently first-to-

market with new innovations in venting systems, DuraVent has captured its leadership position with best-in-class design and manufacturing capabilities, world-class distribution networks, and customer-first service and support.

Scientifically proven materials and unequaled engineering make DuraVent products not only the best and safest choice, but the only choice for professional quality venting solutions. DuraVent is committed to continuing this trend by providing the industry with cutting-edge products and refinements to existing products that not only meet the demands of today's market but go beyond it.

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For more information about DuraVent, visit the company's website at www.duravent.com or www.duraventfiltration.com

About Hart & Cooley

Headquartered in Grand Rapids, Michigan, Hart & Cooley has been a leader in the HVAC industry since 1901, manufacturing and distributing one of the most recognized and trusted brands in the industry. With facilities throughout the United States, Canada and Mexico, products are engineered and tested to meet rigorous standards. Hart & Cooley offers customers a large selection of reliable products, convenience, efficiency and value.

Milwaukee® Announces Newest Addition to Press Tool Solutions with NEW RLS® ACR Press Jaws

Milwaukee, WI – Milwaukee Tool is once again advancing the compatibility of the innovative M18™ FORCE LOGIC™ line of press solutions with the RLS® fitting system. The new RLS® ACR Press Jaws for M18™ FORCE LOGIC™ press tools will enable contractors to complete HVAC and refrigeration installations with a flame-free, efficient alternative to traditional brazing.

Eliminating the need for nitrogen purges, combustible gasses, and expensive silver solder necessary for traditional methods, the new RLS® ACR Press Jaws enable up to 60% faster connections. The first full size press tool jaws compatible with RLS® (formerly ZoomLock®**) braze-free HVAC/R fittings, these jaws deliver single press connections on 1/4" to 1-3/8" sizes. The new RLS® ACR Press Jaws will fit the following Milwaukee Press Tools:

• **2922-20 M18™ FORCE LOGIC™ Press Tool w/ ONE-KEY™:** This tool features an in-line design and brushless motor and can achieve more run-time per charge and faster cycle times. It is significantly smaller and nearly 20% lighter than the leading competitor. Enhancing the overall press connection experience by logging and uploading data via the One-Key™*** desktop or mobile app, this tool

is the most intelligent press tool on the market.

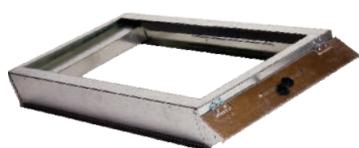
• **2773-20L M18™ FORCE LOGIC™ Long Throw Press Tool:** This tool is the smallest, most intelligent extended length press tool. The in-line design offers unrivaled access for navigating around installed pipes, while also delivering on the highest level of press accuracy and reliability.

* **FORCE LOGIC™** is engineered to not only improve upon, but fundamentally change the way high-force tools are used in the field. Through thoughtful design focused on workflow, each tool simplifies a complicated process to deliver the best user experience of its kind and the smartest way to work.

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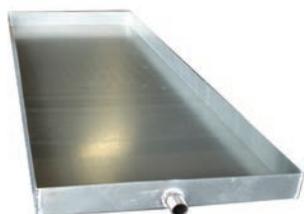
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SMACNA Issues New Edition of the HVAC Duct Construction Standards

Chantilly, Va. — The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) announced the fourth edition of its HVAC Duct Construction Standards – Metal and Flexible is now available. Building on a history of duct construction standards nearly 100 years old, the Fourth Edition of SMACNA's HVAC Duct Construction Standards – Metal and Flexible represents the state of the art in sheet metal duct fabrication and installation requirements.

As the sole American National Standards Institute (ANSI) accredited standard for fabrication and installation, the HVAC Duct Construction Standards – Metal and Flexible is the code-mandated standard for the industry. The updated 416-page standard was revised to provide contractors, designers, and facility owners with the information they need to apply effective and efficient solutions to their projects.

For more information on SMACNA's industry-leading standards, visit www.smacna.org/resources/technical/technical-standards.

A Great Blog Post is Just the Start

Content marketing is more than just writing a great blog post. We are going to assume you have a good team writing interesting and grammatically correct blog posts. But you need to do more if you want your content to fuel your rise in search rankings.

Here are just a few simple steps you can take to supercharge your blog posts to support your search engine optimization plan. The nice thing is these same strategies will actually improve your written content so real people will appreciate it as well.

SEO Basics

Keyword research – While you think you know the words and phrases people use to find you, it helps to check from time to time. I also like to use the keyword tool to suggest alternative phrases to give some variety to my copy.

For example we often use terms like marketing tools, marketing resources, and marketing

tips. A few years ago, I checked Google KeyWord planning tool and discovered that the phrase marketing ideas was searched more often. With just a few edits to existing blog posts, we started seeing an improvement in our resource posts.

Write the best content – If you are trying to rank for an especially competitive keyword, be ruthless when you look at your content. If it isn't the best available information on the topic, why should Google put your post on page one?

This is not a case where sheer quantity wins. Quality counts when it comes to earning positions in search.

Go for the niche – Everyone wants to write the general blog post "5 ways to improve ..." If you really want some SEO benefit from your post, go deep, writing one blog post on each point. Do your homework, and give real, actionable ideas, not just the same recycled five suggestions I can find on a number of your competitors' blogs.

Another approach is to focus on a specific customer. Everyone wants to know if your approach will work for companies or people like them. Instead of the general post, find a few industry specific suggestions and write: "5 Ways Plumbers Can Improve...."

Pay attention to structure – Make sure page titles and permalinks are unique for each blog post and relevant to the key word. Your meta description should also contain your primary key word. This sounds a bit technical but if you are using WordPress the Yoast plugin will do most of the heavy lifting for you.

Don't forget the pictures – There should be an interesting header image, which is also featured in your social media shares. Make sure the image is also titled correctly with a description that also includes the key words you want to rank for. Image search is a powerful source of traffic to your website.



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.

Strong Call to Action

Ok, so this is not an SEO tool, but if you are going to the trouble of bringing people to your site, make sure they know what they are supposed to do when they arrive.



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It's On My Heart: How to Build Trust. Fast.

The number 1 reason customers don't buy is that they don't trust the sales rep. Even if they are priced at 25% lower than the lowest, if they don't like, believe and trust you, they will not do business with you. So here are 10 ideas on how to improve trust with a customer, even the brand-new customer, one who has never met you before.

1. How to look trustworthy? Lean forward, look happy, that shows that you are trustworthy. We sometimes say that this sort of rep is "baby-faced".

2 High Status helps build trust. High end clothing helps build our social status, doesn't have to be a fancy label, but clothing with your company name and logo will improve your chances to be a trusted advisor or at least a vendor.

3. Intelligence. The customer values your

experience and intelligence and are willing to pay for it. So, when you look them in the eye while talking to them, they perceive you as intelligent. Notice I said perceive, that does not mean you are intelligent, but that they believe that is the case.

4. Dominance. People like sales reps and technicians who know what to do, who dominant the situation and can offer solutions. People who are not afraid to get involved in our problems and have the ability to help us improve the comfort in our homes.

5. Tailored clothing. The customers do not like frayed pants, or clothing that does not fit. They like shirts that are tucked in, pants that fit correctly, jacket the correct size, it all shouts success.

6. Dressed up, cleaned up. It can be tough to feel our best when we have been

in an attic or crawl space, and covered in dust and insulation, oil on our shirt and pants. How do we change that quickly? Baby wipes are your best friend, use them to freshen up, change into another shirt, grab a couple of breath mints, two things happen. You feel better, more confident and you look better, more confident.

7. Loose walking style and standing style. People who have a clipped, tight walking style are perceived as neurotic, frustrated and depressed. A loose walking style can signal that you are adventurous, free to try new ideas.

8. Smiling, energetic, relaxed and neat. These are the qualities that send the message that you are religious. Not a specific type of religious, but that you believe in a higher power, believe in something.

9. Smiling. In 50 milliseconds, they perceive you as an extrovert. Someone who is glad to meet someone new, not afraid to get involved with their problems.

10. Finally, get out of that van fast. They are watching everything you do, so move fast, get your materials together for the job before you land in the driveway, get out in 30 seconds or less.

So, there are some ways to improve trust, here is one more. Be aware that we have the holiday season coming up, and while it may be a positive thing for most of us, it may have memories for those who have lost loved ones due to covid, or other serious illnesses. Be sensitive to the customer, follow their lead in talking about a holiday meal or gathering.

Thanks, we'll talk later.



Jim Hinshaw

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

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

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

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

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

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

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

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

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ACCA Announces 2022 Annual Conference & Expo Keynote Speakers — Register Now

Alexandria, VA—The Air Conditioning Contractors of America (ACCA) announces its lineup of keynote speakers for ACCA’s 2022 Annual Conference & Expo. Held at the St. Louis Union Station Hotel in St. Louis, MO, the ACCA Annual Conference & Expo will run from March 28 - 30, 2022.

The ACCA 2022 Conference & Expo provides HVACR training opportunities and powerhouse speakers covering the most critical and timely topics affecting HVACR contractors today. Sessions cover a wide range of topics that will help contractors be better businesspeople and grow their profit margins year-over-year.

“ACCA’s Annual Conference & Expo is a fantastic opportunity for all HVACR service members to network, connect with insightful speakers, and obtain valuable information and knowledge on overcoming the biggest issues in our industry,” said Matt Marsiglio, operations manager, Flame Heating, Cooling, Plumbing, and Electrical, in Warren, MI. “This is a must-attend event that has something for everyone who works in HVACR.”

The opening keynote speaker for the ACCA 2022 Annual

Conference & Expo is Gerry O’Brion, What Big Brands Know founder and the creator of The Power of Because Framework, which shows companies how to stand out in the sea of sameness. The opening keynote is sponsored by Rheem Manufacturing Company and Ruud.

As a marketing guru and author, O’Brion translates big brand strategies into knowledge that any business can use to win in the marketplace. O’Brion’s presentations drive growth with companies of all sizes, from small businesses to billion-dollar brands like Procter & Gamble. O’Brion built his career growing big brands and distills that experience into creating strategies and real ideas that are actionable immediately.

ACCA’s 2022 Conference & Expo also features general sessions, including the Manufacturers Leadership Forum, the Contractor Forum Live: Ask the Experts, ACCA Town Hall - Contractors Lead the Way, The Distributor’s Breakfast Club, and the Closing Session: Lessons in Leadership.

Other must-attend breakout session speakers include:

- **Dan Weis, Weis Comfort Systems**
- **Steve Schmidt, Frederick Air, Inc.**
- **Ishan Heru, Community Connections**
- **Edward McFarlane, Haller Enterprises, Inc.**
- **Susan Frew, Sunshine Plumbing & Heating**

The Expo will be open March 29 - 30, and will provide the opportunity for attendees to connect with businesses that specialize in consulting, staffing, insurance, HVACR design, HVACR training, legal services, financial services, and more.

Registration for the ACCA 2022 Conference & Expo is open. Participants can visit www.accaconference.com to register for the event.

If you are interested in being an exhibitor, please contact Tom Murphy, ACCA sales specialist at tom.murphy@acca.org or (703) 824-8875.

For more information about ACCA, please contact Natalie D’Apolito, ACCA communications coordinator, at natalie.dapolito@acca.org or (703) 824-8873.

Apex Sales Group LLC Announcement

With the recent retirement of Dan Beene of the Beene & Jennings Co., a company organizational change has been implemented. The Beene & Jennings Co will cease to exist and Mr. Pete Jennings of Grand Prairie, TX and Mr. Mike LeProhon of Rowlett, TX will be majority stake holders in the new Apex Sales Group LLC. South Texas Territory Manager Mr. Robert Mills of Richmond, TX will also have a vested interest in the new company and the three of them would like to publicly welcome Mr. Micah Pack of Dallas, TX to the new Apex Sales Group LLC as a Territory Manager.

This is an exciting phase in the evolution of our company as we say goodbye to trusted friend and mentor Dan Beene, and welcome new energy, new ideas and a new perspective that only fresh eyes can bring. We will continue to raise the value bar to our extremely successful Distributor customers by bringing them the excellence that our high quality and valued Manufacturers constantly strive to provide.

Check out our line card and who we are at www.apexsalesgroupllc.com

Dan Beene Retirement

Dan Beene of the Beene & Jennings Co. has announced his retirement effective October 1st after serving the HVAC industry in Texas, Oklahoma and Louisiana for just over 48 years. Most of that time was spent as an Independent Sales Rep representing various manufactures to wholesale distributors and making numerous lifelong friends along the way. His contributions to ARW, what is now HARDI, are countless as is the number of times he has attended and gained knowledge from the AHR Expo throughout his career. His goal when starting out was “to find something of value to sell to someone equally as valuable” He was clearly able to do that and more throughout his long and successful career. If you were fortunate enough to share a “Cold Miller Lite” with Dan standing at the back of his truck after hours then you were lucky enough to hear the sage advice of a man who knew his products, knew the market and was willing to add value beyond any invoice total. He and his lovely wife Sally will continue to enjoy the tranquility of the Beene homestead in rural Mexia Texas while his business partners, Pete Jennings, Mike LeProhon & Robert Mills carry on in fine Beene fashion, although with a new name, making sure they have something valuable to sell to someone equally as valuable. Congratulations Dan & Sally for a job done extremely well! Your dedication and long term effort helped position the Beene & Jennings Company for the next phase of it’s existence!

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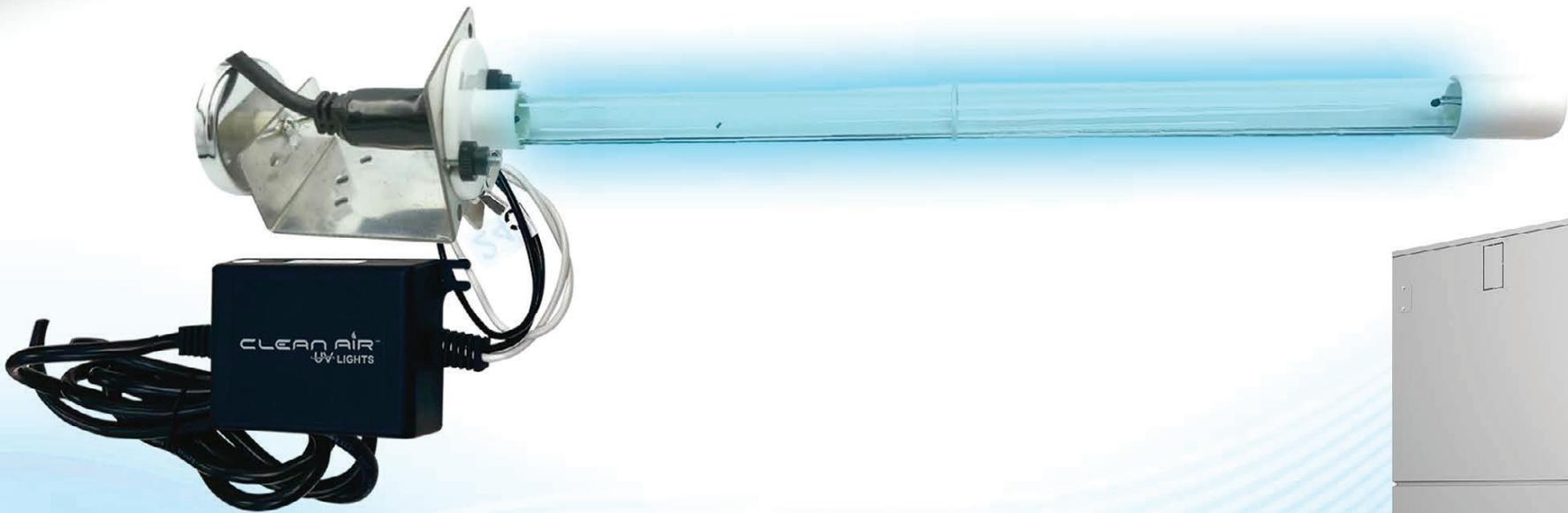
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Regal Completes Merger With Rexnord PMC, Creating Regal Rexnord Corporation

New company brings an expanded range of product and digital solutions aimed at helping increase customers' efficiency and productivity

Beloit, Wis — Regal Beloit Corporation, a global leader in the engineering and manufacturing of electric motors and controls, power generation products and power transmission components, today announced it has completed the merger with Rexnord Process and Motion Control (PMC) to become Regal Rexnord Corporation (NYSE: RRX).

The company's new name signifies bringing together the complementary strengths of two strong businesses and highlights their now common future as a leader in the engineering and manufacturing of power transmission solutions and high-efficiency electric motors and systems.

The new company will be comprised of four distinct business segments: Motion Control Solutions, Climate Solutions, Commercial Systems and Industrial Systems. Together, these enable air moving and HVAC solutions that keep people comfortable; agricultural and foodservice equipment that keeps the world fed; mining and manufacturing operations that keep the world moving; and conveying solutions that help keep e-commerce flowing.

Combining these two companies creates an expanded range of products to serve customers across the entire industrial powertrain. This new portfolio includes highly regarded brands from both Regal and Rexnord PMC, including Regal's Browning, Grove Gear, Hub City, Jaure, Kop-Flex, McGill, ModSort, Sealmaster and System Plast brands, as well as PMC's Berg, Cambridge, Centa, Falk, Rexnord and Stearns brands, among others.

In addition to more robust solutions across the industrial powertrain, Regal Rexnord will have opportunities to provide customers world-class industrial internet of things (IIoT) and digital solutions by harnessing the combined capabilities of Regal's Perceptiv™ and Rexnord's DiRXN® digital platforms. By integrating hardware, software and humanware, Regal Rexnord will be well positioned to deliver best-in-class solutions optimized for reliability, performance and efficiency.

At a time when global supply chains are constrained, the combined company will leverage manufacturing facilities on five continents to help increase reliability, quality,

response time and product availability.

Louis Pinkham, CEO of Regal Rexnord, commented "For over 125 years, Regal has consistently provided our customers with reliable, high quality powertrain products and solutions. Now, with the addition of Rexnord PMC, we are taking a tremendous positive step forward in Regal's ongoing transformation, positioning the new Regal Rexnord company to create significant value for all our customers. We will provide more robust industrial powertrain solutions — comprised of our motors and critical power transmission components — to enable a range of efficiency and productivity gains for our customers. By providing more energy-efficient solutions, developed with greater intention, especially when it comes to leveraging voice of the customer, Regal Rexnord is also now in a better position to fulfill our business purpose: creating a better tomorrow by energy-efficiently converting power into motion."

To learn more about the Regal Rexnord merger, visit www.regalrexnord.com/regal-rexnord-integration.

Nu-Calgon Launches New Line of Flare Seals

St. Louis, MO — Nu-Calgon has launched FlareMate™, a new series of easy snap-on flare seals that provide leak-free connections on HVACR equipment. FlareMate seals prevent costly refrigerant leaks by compensating for scratches on seal surfaces and other fitting alignment imperfections.

FlareMate seals can be used to provide leak-free connections for new HVACR systems or for servicing existing systems. Applications include mini-split systems, TEVs and PRVs, pilot lines, high-pressure controls, filter driers, oil filters, LP gas lines and more.

Nu-Calgon's FlareMate seals are field proven and OEM approved. They are available in a variety of sizes and packages, including a wholesaler starter kit with a complete assortment.

For over 70 years, Nu-Calgon has been providing quality specialty products for the HVACR market. The company's complete line of products includes coil cleaners, descalers and refrigeration oils, as well as products for indoor air quality, water treatment, ice machine maintenance and other applications.

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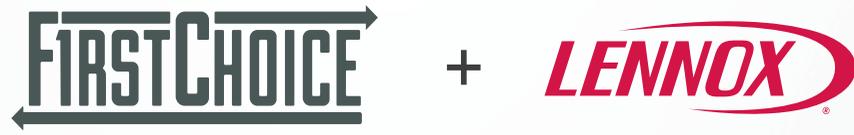


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(Opening in October 2021)

ASHRAE Global Headquarters Reaches 'Fully' Net-Zero-Energy Milestone

Atlanta – ASHRAE's new global headquarters will operate at net-zero-energy (NZE) performance following the recent installation of a large photovoltaic (PV) system.

"Completing the installation of our PV system marks a tangible milestone for ASHRAE that will demonstrate to others how to successfully move on the path to NZE status," said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. "This project is special because it's a testament to ASHRAE's leadership and commitment to sustainability and showcases innovative built environment technology. We are extremely proud of this important accomplishment."

In January 2020, ASHRAE began a \$20 million renovation project on its new global headquarters building, located in the popular tech-based corridor at 180 Technology Parkway, Peachtree Corners, Georgia. Built in 1978, the existing 66,770 ft² building on 11 acres of land became a demonstration project intended to prove the economic viability of a NZE operation.

"An important part of getting to NZE is the low energy consumption of the building (low EUI of 21 kBtu/sf/year) – while maintaining excellent ventilation and IAQ," said Ginger Scoggins, P.E. Fellow ASHRAE, CEM, CxA,



ASHRAE's recently installed photovoltaic (PV) system.

ASHRAE treasurer and former chair of the ASHRAE Headquarters Building Ad Hoc Committee. "The installation of the PV panel system is a great example of how to reduce grid-energy consumption and greenhouse emissions in an older, existing building to create a sustainable and innovative environment."

Completed through Creative Solar USA, the 332kW project was a combination of three sub-arrays:

- 187kW ballasted rooftop
- 65kW ground mount on a south

facing hill adjacent to the building (allowing narrower spacing between rows and thus higher energy density)

- 81kW ground mount situated in an unused section of their parking lot

"The goal of the project was to pursue a design that minimized the environmental footprint on the site, while trying to optimize the use of the building's roof and adjacent areas that did not involve land disturbance or removal of established trees," said Chris McMahan, commercial project manager.

The total system size had to be constrained within the maximum cap set by the local electric utility provider for customers wishing to interconnect through the monthly netting program.

PV systems such as the ASHRAE's offer approximately 25 years of performance. The addition of power optimizers, which are small devices that sit behind the panels and are paired to the SolarEdge inverters, mitigate the effect of partial shading, increase safety, and allow ASHRAE to monitor performance down to each individual solar panel.

"When you consider the total system cost and the very little maintenance associated with it, the levelized cost of energy ends up being around four times lower than the retail rate from the utility," said Cesar Prieto, business development director, Creative Solar USA. "This type of investment is not only good for the environment, but the permanent reduction in the electricity bill is also very good for the bottom line."

Buildings classified as NZE consumes less energy over the course of a year than is generated onsite through renewable energy resources. For more info on ASHRAE's Global Headquarters Building, including photos of the newly installed PV system, visit ashrae.org/newhq.

AHR Expo 2022 Innovation Awards Winners Announced; Attend In-Person to See Winning Products and Technology Come to Life on the Show Floor in Las Vegas

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) today announced the winners of the 2022 AHR Expo Innovation Awards. Each year, winners are chosen in ten industry categories to represent the most innovative products and technologies hitting the market in the coming year.

"This past year was a challenge for everyone, and in unique ways, the HVACR industry," said Show Manager, Mark Stevens. "Our industry was called to the front lines to put our very best products and technologies to the test. The Innovation Awards purpose is to honor those that are pushing the bar to create innovative solutions to difficult problems. We are thrilled to celebrate this year's winners and what they bring to the industry, as well as to continue to champion innovation among our professionals."

The Innovation Awards encourage exhibitors to submit new products and technologies for recognition via review and selection by a panel of third-party judges made up of distinguished ASHRAE members. Entrants are evaluated based on overall innovative design, the creativity of the product or service offered, application, as well as potential market impact.

"This industry is tremendously exciting for its role in our everyday lives," continued Stevens. "Now more than ever we have the chance to show the world just how important HVACR is. Manufacturers on the AHR Expo Show floor are in tune with their stakeholders and the greater needs of the world and are

responding by developing new tools, products and services that offer safety, efficiency, and sustainable smart solutions."

The Innovation Awards program serves as a metric to see the year-to-year growth in the industry. While the Awards officially recognize only a select few, the Show floor is a robust example of how manufacturers are growing the industry in exciting ways.

"AHR Show Management would like to formally congratulate each of our 2022 AHR Expo Innovation Award winners, as well as finalists and all our entrants, for their continued leadership and contribution to HVACR," said Stevens. "We look forward to seeing these innovators in the marketplace in the coming year, and in-person on the Show floor in 2022."

The 2022 AHR Expo Innovation Award Winners and finalists were selected in ten industry categories, including building automation, cooling, heating, indoor air quality, plumbing, refrigeration, software, sustainable solutions (formerly green building), tools and instruments, and ventilation.

BUILDING AUTOMATION

Winner: iSMA CONTROLLI S.p.A., iSMA-B-MAC36NL Hybrid IoT Controller powered by Niagara Framework, Booth C969

COOLING

Winner: Danfoss, Danfoss Turbocor® VTCA400 Compressor, Booth C3906

HEATING

Winner: Carrier, Infinity® 24 Heat Pump with Greenspeed® Intelligence, Booth C1310

INDOOR AIR QUALITY

Winner: Antrum, AntrumX™ IAQ Facilities Monitoring System, Booth C1071

PLUMBING

Winner: Franklin Electric / Little Giant, Inline SpecPAK, Multi-Pump Pressure Boosting System, Booth C4334

REFRIGERATION

Winner: ebm-papst Inc., AxiEco 630-910 Axial Fan, Booth C3324

SOFTWARE

Winner: Bluon, Inc., Bluon Support Platform, Booth C6617

SUSTAINABLE SOLUTIONS (formerly Green Building)

Winner: Enginuity Power Systems Inc, E/ ONE Home Power System, Booth N7435

TOOLS & INSTRUMENTS

Winner: Fluke Corporation, Fluke 378 FC Non-Contact Voltage True-rms AC/DC Clamp Meter with iFlex, Booth C2737

VENTILATION

Winner: Aldes, InspirAIR® Fresh, Booth C2734

"It's always exciting to follow along as these products and services come to life in the marketplace," said Stevens. "What's more, is to see others work to keep pace with innovation and develop new solutions. We are thrilled to be back in-person and headed to Las Vegas for a return to business. We hope you'll join us and these winners in action on the Show floor before they hit the market."

Funds raised from the entry fees of

the Innovation Awards competition will be donated to a Vegas-area charitable cause. More information to follow.

Registration for the 2022 AHR Expo is free until January 30, 2021, and can be completed on ahrexpo.com.

ABOUT THE AHR EXPO

The AHR Expo is the world's premier HVACR event, attracting the most comprehensive gathering of industry professionals from around the globe each year. The Show provides a unique forum where manufacturers of all sizes and specialties, whether a major industry brand or innovative start-up, can come together to share ideas and showcase the future of HVACR technology under one roof. Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, facility operators, architects, educators and other industry professionals to explore the latest trends and applications and to cultivate mutually beneficial business relationships. The next Show, co-sponsored by ASHRAE and AHRI, will be held Jan. 31 - Feb. 2, 2022, in Las Vegas, and is held concurrently with ASHRAE's Winter Conference.

For more information, visit ahrexpo.com and follow @ahrexpo on Twitter, Instagram and Facebook.

The AHR Expo is produced and managed by:

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Manufacturing Associations Urge Biden Administration Action on Supply Chain Challenges

Washington, D.C. — A coalition of four major manufacturing associations – the Association of Home Appliance Manufacturers (AHAM), the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), the North American Association of Food Equipment Manufacturers (NAFEM) and the National Electrical Manufacturers Association (NEMA) – are urging immediate action by the Biden administration to address supply chain challenges outlined in a newly released white paper. The paper follows a series of meetings among coalition members and Capitol Hill and administration staff centered around issues

important to the coalition's member companies, such as the Section 301 China tariffs, Section 232 steel and aluminum tariffs, supply chain concerns, labor shortages, increased costs for shipping containers and increased shipping times, and semiconductor shortages. The paper explains how supply chain disruptions, which are compounded by trade distortions and the COVID-19 pandemic, are hurting the competitiveness of U.S. manufacturers and stalling the U.S. economic recovery. Combined with increased demand for appliances and equipment, supply chain bottlenecks have negative consequences, including increased costs, lost sales,

delayed deliveries of critical products to consumers in the face of supply chain backlogs, and even shutting down manufacturing plants. The paper acknowledges that many supply chain issues will require long-term solutions, but the coalition also requested immediate relief from policymakers through tariff removal and fair allocation of semiconductors to all industries. Quick implementation of these and other policy solutions outlined in the paper may help prevent a continued worsening of the availability of manufactured products in the U.S., while increasing productivity and stemming product cost inflation.



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A.O. Smith Supports PHCC as New Corporate Partner

Falls Church, VA—The Plumbing-Heating-Cooling Contractors—National Association (PHCC) announces that A. O. Smith, a leading provider and manufacturer of water heating and water treatment solutions, is the newest PHCC Corporate Partner.

“We’re thankful for A. O. Smith’s many years of support in helping PHCC advance the plumbing, heating and cooling industry,” said PHCC President Hunter Botto, Botto Brothers Plumbing & Heating, St. Petersburg, Florida. “The elevation of status for this valued partner recognizes A.O. Smith’s significant contributions to PHCC and illustrates a shared commitment to providing access of quality education and information to PHCC members and attracting future talent to the industry.”

“After more than 10 years as a sponsor, the bond between A. O. Smith and PHCC is one of our most treasured relationships,” said Brandon Stepanek, A. O. Smith Manager of Demand Creation. “In advancing to the Corporate Partner sponsorship level, we’re thrilled to introduce PHCC to a broader range of the A. O. Smith family of water heating and treatment products to strengthen this tie and support the important work that PHCC does for our industry,” he added.

A. O. Smith’s initiatives and involvement with PHCC include:

- Funding to award 36 scholarships through the PHCC Educational Foundation, since 2004.
- Support for numerous PHCC chapter education programs.
- Support for the annual Plumbing Apprentice Contest and SkillsUSA.
- Education Sponsor for PHCC’s Quality Service Contractors (QSC).
- Thought leader for PHCCCONNECT education and member webinars.

During this year’s PHCCCONNECT2021 conference, Oct. 20-22, in Kansas City, Missouri, A. O. Smith will sponsor the QSC Community Corner, a hub where service and repair contractor members can meet and connect with peers; and offer two education sessions—*Meet Your New Workforce and Count the Cash with CoOps in Today’s World*.

For more information about PHCC Partner and Sponsorship programs, contact Vice President of Business Development Elicia Magruder at magruder@naphcc.org or call 800-533-7694.

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“Do You Know Your M:L Ratio?”

It is amazing the strange things contractors will do on job bids when times get tight.

I know. I was a retail salesman and estimator for a Kansas City contractor during the awful recession at the end of the 1970's. A tsunami of silliness hit the trade and I, being young and immature, was part of the silliness. Yet had I known then what I know now, I could have probably added a whole lot of extra cash to our bottom line during those bitter months.

The title of the article has the term “M:L Ratio” in it. This is read “M to L ratio” and is simply the ratio between material costs (as recorded on your P&L) and labor costs. (If you departmentalize your books, you can run M:L ratios for each department.) The ratio is easy to calculate for your company, and can be easily calculated for any

job you are preparing to bid. Merely divide the material as estimated by the labor as estimated. (Be sure to use COSTS!)

Let's consider a couple of cases so we can start to understand the power of this simple ratio. In case 1, a contractor has a service technician work on a rooftop unit, replacing a blower motor and drive components. The job takes 4 hours (at a cost of labor of \$35 per hour, counting fringes), so the labor comes to \$140 cost. The motor and drive components amount to \$400. The M:L ratio on this job comes to $400 / 140 = 2.86$. In case 2, a contractor has two installers spend four days (8 man-days total) installing a chiller in a shopping center. The labor cost of \$25 per man-hour amounts to \$200 per man-day or a total of \$1,600 for the job. The chiller costs

\$42,000. The M:L ratio is a stunning 26.25!

Which job would you rather have (assuming both are profitable)? Obviously, the job with the bigger dollars, which in this case translates into the higher M:L job. Why is this important? Because in this business, you have your best chance of making a profit when you sell IRON, not TIME. (The profit *percentages* may be higher in service, but the dollars deposited in the bank per hour of work are greater in installation, and you must deposit DOLLARS into the bank. Banks don't give you credit for percentages!)

Now, let's extrapolate this to Fester Fonebone's Cooling Company and run some numbers. From last year's P&L, Fester sees that his installation material costs totaled \$585,900, while his labor costs in installation

were \$288,970. His overall M:L ratio for last year is then $585,900 / 288,970$, or 2.03. If Fester had sold more material what would have happened to his M:L ratio? It would have gone UP. Up is good! So which is better—a low M:L or a high M:L ratio? Obviously, a high M:L ratio. What is a good value? There is no pat answer to that question, but in general the higher the better. 2.03 is better than 1.58, but not as good as 3.76. Get the idea?

Now, Fester has two jobs to bid. One job is a complex replacement job for a large home, and the other is a strip shopping center with rooftops and tenant-finished spaces.

The replacement job will take a lot of work, so Fester figures a two-man crew spending a full week at the job—that's 10 man-days. If Fester's labor runs \$240 a day per man, his labor costs

would be \$2,400. Material costs for the job are estimated to be \$4,510. He has not bid the job yet, but he can run the M:L ratio on this job. It amounts to 1.88.

Note that 1.88 is LOWER than his historical average from last year, 2.03. So, this replacement job will actually HURT his company, not help it, unless he bids it with a new technique I'll talk about in next month's column.

The shopping center job will take 4 men 20 days to do (80 man-days), so labor here is \$19,200. The material costs (rooftop units, curbs, basic duct penetrations, controls, etc.) come to \$133,400. The M:L ratio on this job is a strong 6.95, well above the 2.03 historical ratio. This job will make Fester's business STRONGER since the M:L ratio would raise his overall average for this year.



Richard Harshaw

So here's the golden rule for the M:L ratio for any job: If the job's M:L ratio is lower than your fiscal year average M:L ratio, the job will WEAKEN your company. If it is higher than your fiscal year average, it will STRENGTHEN your company.

Next month: pricing M:L jobs so you always win!

Meanwhile, compute your own M:L ratio and then look at the jobs you did last year that turned sour. Did they have low M:L ratios? (I'll bet a lot of them did!)

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

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Johnson Supply Bard Roadshow

Johnson Supply hosted a Roadshow to showcase their Bard Equipment Line at select locations across Texas and Louisiana in September and October. Lunch was served at all of the stops, and industry experts were on hand to answer questions and offer support for the equipment. With 24 locations, Johnson Supply represents Bard, Mitsubishi Electric, Armstrong Air, Ducane and Allied Commercial products.





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Johnstone Supply Grand Opening in Webster TX

Johnstone Supply held their Grand Opening of their new store at 16910 N Texas Avenue in Webster TX on Thursday October 7th from 9am until 1pm. The event featured a Meet and Greet with the Johnstone Team, a Vendor Fair, Lunch and Prize giveaways.



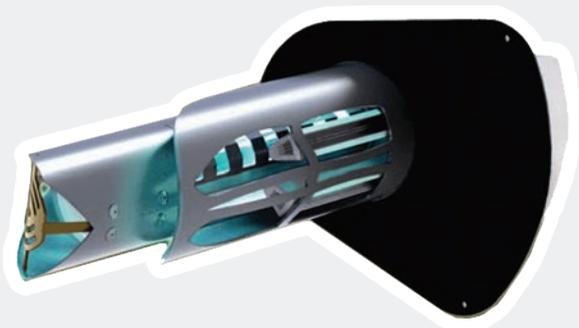
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Call your sales rep or local branch and place your order today!



Century A/C Supply Golf Tournament

Century A/C Supply held their Annual Customer Appreciation Golf Tournament on Wednesday October 20th at Blackhorse Golf Club in Cypress TX. The well attended event had a scramble tournament, prizes and lunch and awards.



*1st Place Team- J Hall and Sons HVAC-
Jesse Hall, Matt Hall, Josh Hall and
Mike Thorp*



*2nd Place Team-RNA Mechanical-
Jason Bryant, Austin Homan, Robbin
Homan and Kenny Wiewiora*



*3rd Place Team-Century AC Supply-
Greg Bohac, Kris Hill, Nick Weiss and
Shane Poitier*



To see all of the pictures from the event visit www.ac-today.com



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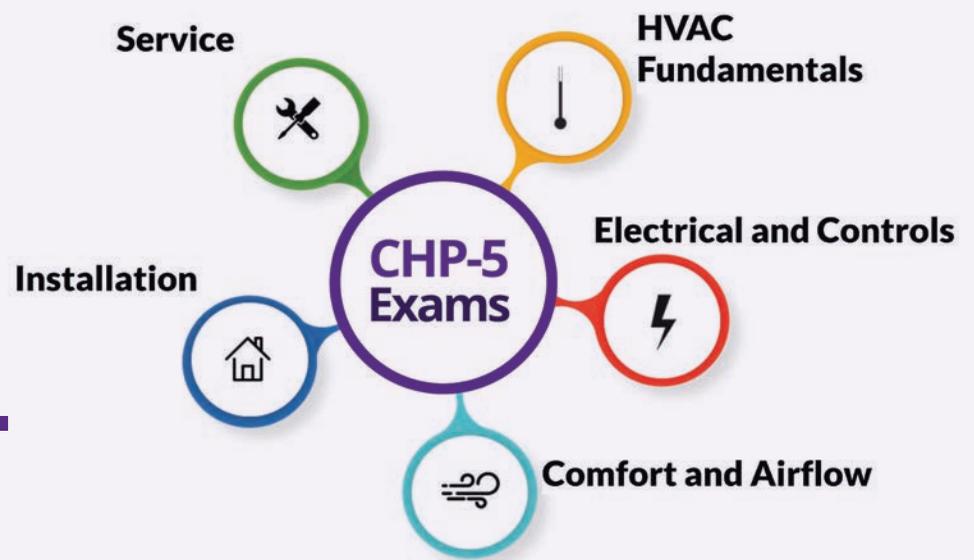
MORSCO Regional Dealer Meeting

MORSCO held a series of Regional Dealer Meetings at TopGolf in October. These pictures are from the TopGolf The Colony held on October 14th. The event was from 3-10pm and featured golf, dinner, prizes and a vendor fair. The other two events were held in Houston and San Antonio.



To see all of the pictures from the event visit www.ac-today.com

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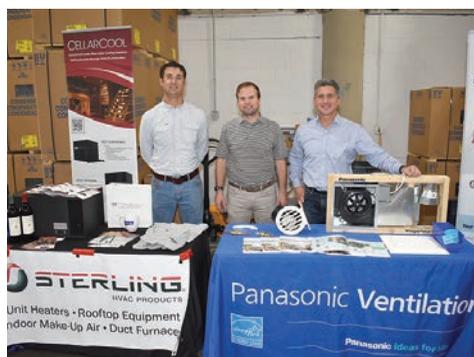
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Robert Madden Industries Grand Opening

Robert Madden Industries held their Grand Opening at their new location on 15080 Sommermeyer St in Houston Texas on October 6th. The Grand Opening Event had Training that included ecobee, AC Credit Financing and Day and Night Elite Dealer. There were Specials and Raffles, as well as an R410A sale and Vendor Showcase. Food trucks for lunch were also included.



To see all of the pictures from the event visit www.ac-today.com

The 18th annual Women in HVACR Conference

2021 WHVACR President Lauren Roberts- "The 18th annual Women in HVACR conference was a huge success and provided a unique opportunity to have amazing networking and education opportunities in a casual setting directly on the beach at St. Pete Beach, FL. We had a record attendance of 250 people including many first time attendees, which we were excited about.

We were fortunate to have truly amazing

speakers to help our attendees be well-prepared for 2022 and beyond and to overcome the waves of change that we are all experiencing as a result of the global pandemic and other upcoming changes in our industry. We want to express our sincere gratitude to our speakers and members for their contributions to this wonderful event."

2021 WHVACR Vice President Colleen Keyworth-"This years event was definitely one to remember. Our theme this year was

"Breaking the Surface - Overcoming the Waves of Change". WHVACR made a splash with over 250 attendees that were treated to a different kind of conference experience under a 120 ft tent right on St. Pete's Beach. The conference had 5 featured speakers on the main stage and 9 breakout speakers for the event. Content offered included marketing strategies, technical workshops, soft skill presentations and best practices for employee retention. Those

in attendance came from all over the industry, there were technicians, sales reps, wholesalers, marketing managers, manufacturers, contractors and many more. Making the Women In HVACR conference one of the most diverse industry networking events available. It was a really good mix of old and new members from what we could tell it was split down the middle of past attendees and first timers. We hope to continue this amazing growth in 2022 as well."



Pictures courtesy of Jeff Schlichenmeyer and Today's AC

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Lennox Industries Partners with HVAC Dealers to Install 130 HVAC Units Across U.S and Canada for 2021 Feel The Love Program

Richardson, Texas - Lennox Industries proudly partnered with HVAC dealers across the U.S. and Canada to install 130 HVAC units in 37 U.S. states and 5 Canadian provinces as part of the company's Feel The Love program. Selected homeowners received heating and cooling equipment free of charge throughout the second week of October in Lennox' first, week-long installation event.

Each Feel The Love recipient is an unsung hero who may be going through hardship, facing adversity or in need of community support. Recipients were nominated by their neighbors, friends and family members as a way of bringing hope and support to homes across North America. In 2021, Lennox continued to expand the Feel The Love program to honor essential and frontline workers who went above and beyond to keep their communities safe during the COVID-19 pandemic.

"We greatly appreciate Lennox for choosing us to be a part of this wonderful program," said Courtney Johnson, Dallas Hope Center's housing manager and 2021 Feel The Love recipient. "The installation definitely put a lot of smiles on our board members faces, our CEO's and on mine as the housing manager. There are a lot of things that are needed in the

community, and having the organization see those needs and act is very imperative and exciting. I'm very grateful to be a part of it."

The Feel The Love program is made possible through the ongoing partnership of the Lennox dealer network across North America. Since the inaugural Feel The Love program in 2009, Lennox and its dealers have completed over 1,600 free installations, with 130 installations occurring in 2021 alone. Every donated unit comes complete with 3-year Comfort Shield Labor Protection Plans, and Feel The Love dealers donate their time and labor to make the program a success.

"At Lennox, we believe everyone deserves clean, perfect air, and we're dedicated to making sure everyone feels safe and comfortable in their own homes," said Kim McGill, Vice President of Marketing at Lennox Industries. "Through our Feel The Love program, we honor local heroes in the communities where we work and live and are proud to give those in need the perfect air they deserve, thanks to the collaboration and generosity of our dealer partners."

For more information about the Feel The Love program and its impact on the community, visit FeelTheLove.com.

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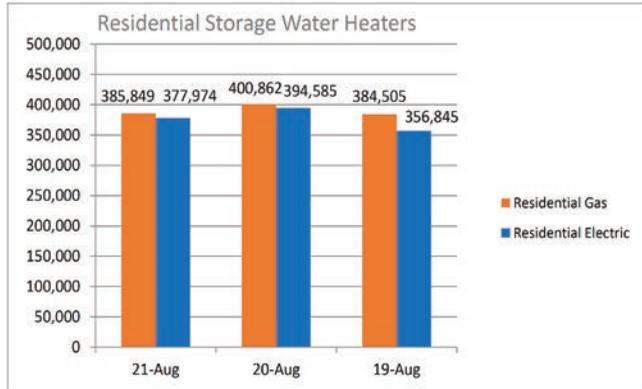
[From left to right]

- Trayce Brooks - FAUV IAQ Champion with RE Michel Memphis.*
- Cole Cooper - FAUV IAQ Champion ARS Conway Services.*
- Chris Stapleton - FAUV IAQ Champion ARS Conway Services.*
- Mark Berner- GM ARS Conway Services Memphis*
- Steven Perkins - RE Michel FAUV IAQ Champion RE Michel Memphis.*

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for August 2021 decreased 3.7 percent, to 385,849 units, down from 400,862 units shipped in August 2020. Residential electric storage water heater shipments decreased 4.2 percent in August 2021 to 377,974 units, down from 394,585 units shipped in August 2020.

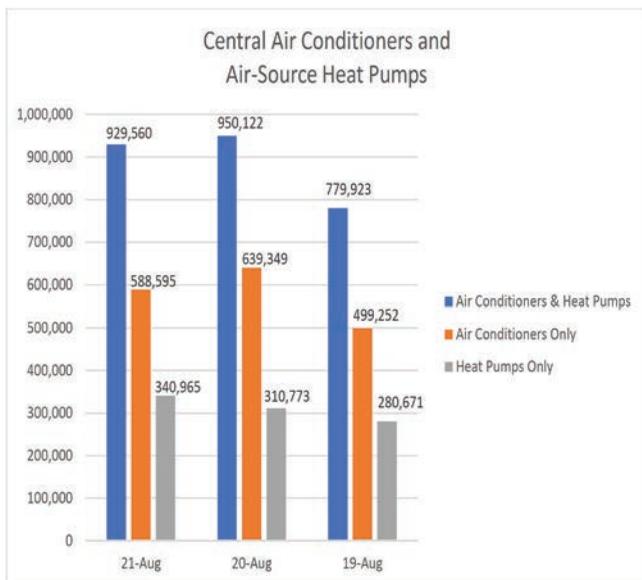


Year-to-date U.S. shipments of residential gas storage water heaters increased 8.3 percent, to 3,261,502 compared to 3,011,506 shipped during that same period in 2020. Residential electric storage water heater shipments increased 7.2 percent year-to-date, to 3,236,210 units, compared to 3,019,279 shipped during the same period in 2020.

Year-to-Date	Aug 21 YTD	Aug 20 YTD	%CHG. (From 2020-2021)	Aug 19 YTD
Residential Storage Gas	3,261,502	3,011,506	+8.3	2,957,253
Residential Storage Electric	3,236,210	3,019,279	+7.2	2,800,617

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 929,560 units in August 2021, down 2.2 percent from 950,122 units shipped in August 2020. U.S. shipments of air conditioners decreased 7.9 percent, to 588,595 units, down from 639,349 units shipped in August 2020. U.S. shipments of air-source heat pumps increased 9.7 percent, to 340,965 units, up from 310,773 units shipped in August 2020.

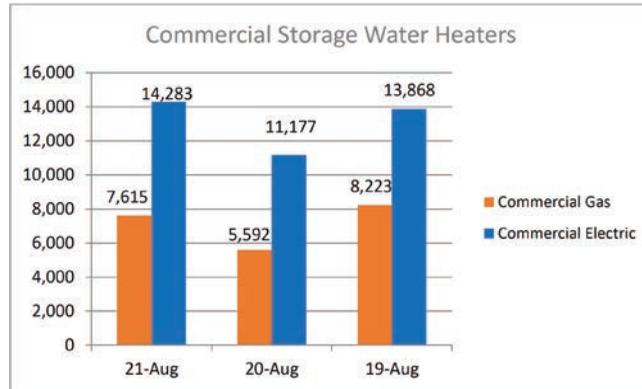


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 12.1 percent, to 7,212,309 units, up from 6,436,407 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 7.4 percent, to 4,480,831 units, up from 4,170,819 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 20.6 percent, to 2,731,478, up from 2,265,588 units shipped during the same period in 2020.

Year-to-Date	Aug 21 YTD	Aug 20 YTD	%CHG. (From 2020-2021)	Aug 19 YTD
Air Conditioners & Heat Pumps Combined Total	7,212,309	6,436,407	+12.1	6,370,742
Air Conditioners Only	4,480,831	4,170,819	+7.4	4,092,014
Heat Pumps Only	2,731,478	2,265,588	+20.6	2,278,728

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 36.2 percent in August 2021, to 7,615 units, up from 5,592 units shipped in August 2020. Commercial electric storage water heater shipments increased 27.8 percent in August 2021, to 14,283 units, up from 11,177 units shipped in August 2020.

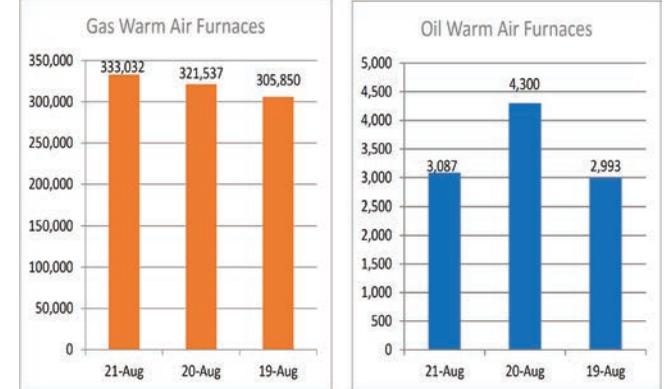


Year-to-date U.S. shipments of commercial gas storage water heaters increased 17.9 percent, to 61,473 units, compared with 52,130 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments increased 9.0 percent, to 101,756 units, up from 93,395 units shipped during the same period in 2020.

Year-to-Date	Aug 21 YTD	Aug 20 YTD	%CHG. (From 2020-2021)	Aug 19 YTD
Commercial Storage Gas	61,473	52,130	+17.9	60,687
Commercial Storage Electric	101,756	93,395	+9.0	103,012

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for August 2021 increased 3.6 percent, to 333,032 units, up from 321,537 units shipped in August 2020. Oil warm air furnace shipments decreased 28.2 percent, to 3,087 units in August 2021, down from 4,300 units shipped in August 2020.



Year-to-date U.S. shipments of gas warm air furnaces increased 35.4 percent, to 2,679,872 units, compared with 1,978,722 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 29.5 percent, to 22,511 units, compared with 17,380 units shipped during the same period in 2020.

Year-to-Date	Aug 21 YTD	Aug 20 YTD	%CHG. (From 2020-2021)	Aug 19 YTD
Gas Warm Air Furnaces	2,679,872	1,978,722	+35.4	2,291,817
Oil Warm Air Furnaces	22,511	17,380	+29.5	21,949

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

Size Description (000) BTUH	Month		
	2021 Total	% Change from 2020	2019 Total
Under 16.5	39,452	+12.8	29,739
16.5-21.9	82,387	+9.2	66,243
22-26.9	193,368	+1.6	143,719
27-32.9	149,131	-6.5	120,083
33-38.9	194,943	-6.1	162,910
39-43.9	70,604	-4.4	60,189
44-53.9	97,540	-8.0	88,431
54-64.9	74,792	-2.3	77,609
65-96.9	9,460	+0.5	11,328
97-134.9	7,935	+12.9	8,571
135-184.9	5,274	+20.2	5,716
185-249.9	1,971	-0.4	2,383
250-319.9	1,457	-9.6	1,474
320-379.9	366	+10.2	391
380-539.9	327	-9.4	394
540-639.9	198	-32.9	278
640-799.9	114	-14.3	142
800.0-899.9	50	-5.7	56
900.0-999.9	51	-42.0	57
1,000.0-1,199.9	42	-22.2	52
1,200.0 & Over	98	+27.3	158
TOTAL	929,560	-2.2	779,923

Size Description (000) BTUH	YTD		
	2021 Total	% Change from 2020	2019 Total
Under 16.5	334,557	+43.8	220,434
16.5-21.9	654,438	+13.6	540,801
22-26.9	1,454,790	+13.4	1,243,048
27-32.9	1,154,696	+9.9	1,020,184
33-38.9	1,537,742	+10.5	1,364,219
39-43.9	539,522	+9.6	493,032
44-53.9	770,580	+8.5	713,145
54-64.9	572,990	+9.4	561,356
65-96.9	69,244	+10.6	76,894
97-134.9	53,555	+16.0	58,887
135-184.9	33,683	+7.5	38,980
185-249.9	14,364	+2.2	17,223
250-319.9	12,546	+11.5	11,119
320-379.9	2,602	-5.0	2,747
380-539.9	2,524	-8.3	3,029
540-639.9	1,714	-21.8	2,186
640 & Over	892	-6.5	1,053
800.0-899.9	339	-41.6	541
900.0-999.9	483	-22.2	560
1,000.0-1,199.9	283	-31.6	366
1,200.0 & Over	765	+3.4	938
TOTAL	7,212,309	+12.1	6,370,742

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.

TACCA Greater San Antonio Fishing Tournament Winners

The TACCA – GSA 28th Annual Tournament was held at Doc's Waterline right on the waterfront with 132 anglers participating. Friday evening's Captain's Meeting Mixer, guests enjoyed appetizers, cold beer and cocktails ending with a gorgeous sunset on the Laguna Madre. Saturday's weigh-in held on the 20th Anniversary of September 11 featured a tribute in remembrance of the events of 9/11, to reflect on the hope and resilience, sacrifice and service, goodwill and community that inspired us all in the aftermath. Guests

enjoyed a fajita dinner, raffles valued over \$2500 and an additional A/R Gun Raffle, concluding with Awards of \$3500 in cash payout to winners.

Special Thanks to our incredible Fishing Committee: Eric Luna- Chair, Pat Beyer, Laura Hay, Jillian Ezell, Cathy Hahn, Jonathan Beyer, Michael Guillory, Blake Stephens, Terrance Carr, Pat Novak. (include pics of committee if space allows)

1st Heavy Stringer – TD Trout Tamers: David Gutierrez, Jerry Millership, David Eichman, Juan Saucedo (TD Industries)

2nd Heavy Stringer – NU HVAC SALES: Ryan Horkey, James Ramirez, Dewayne Wiley (NU HVAC SALES)

3rd Heavy Stringer – Team Nitro: Chance Farris, John Valenzuela, Marshall Watters, Roger Orozco (Texas Air Systems)

1st Heavy Redfish – Bait Beasts: Tony Lewis, Kenny Morganroth, Garrett Thomas, Jimmy Sewell (Beyer Mechanical)

2nd Heavy Redfish – Trout Slayers: Roger Soellner, Jose Rodriguez, Manuel Garcia (Robert Kovacs not pictured) (Beyer Mechanical)

1st Heavy Drum- TD Trout Tamers: David Gutierrez, Jerry Millership, David Eichman, Juan Saucedo (TD Industries)

2nd Heavy Drum – Girls Do It Better: Jill Ezell, Laura Hay, Arden Beyer, Cathy Hahn (Beyer AC & Heating)

Most Spots Cash Pot – Team Money Makers: Jeremy Aguilar, Luis Canizales, Joey Gonzales, Ernan Hernandez (Beyer AC & Heating)

Drum Cash Pot – Cut Bait Boys: Jacob Traugott, Blake Kohler, David Traugott, Levi Garrett (Beyer Mechanical)



1st Place Stringer- TD Trout Tamers



1st Place Heavy Red- Bait Beasts



Most Spots-Team Money Makers



Drum Cash Pot Winners-Cut Bait Boys



2nd Place Stringer-Nu HVAC Sales



2nd Place Heavy Red- Trout Slayers



3rd Place Stringer- Team Nitro



TACCA GSA Fishing Committee

AAON Hosts MFG Day Events

MFG Day Shines Spotlight on Local Manufacturers, Highlights Career Opportunities

Tulsa, Okla. -- In celebration of the launch of MFG Day 2021, AAON, Inc. is hosting students from Union High School, Central High School and Webster High School for tours as part of an effort to highlight modern manufacturing—a vibrant and growing industry that offers diverse, high-paying career opportunities.

MFG Day, an annual national event held in communities across the country, is supported by thousands of manufacturers as they host students, teachers, parents and community members at open houses, plant tours and more to change perceptions of manufacturing and highlight the high-tech and innovative companies that are solving tomorrow's challenges today.

"Today's events, and the larger MFG Day initiative, allows manufacturers to showcase modern manufacturing," said Stephanie Regan, Corporate Citizenship Manager, AAON, Inc. "We hope the students learn more about the diversity of opportunities within the industry, and that these opportunities are available in their own communities."

First held in 2012 by its founder, the Fabricators & Manufacturers Association, International, MFG Day is now

organized by The Manufacturing Institute—the education and workforce partner of the National Association of Manufacturers. The kick-off events around the country and month-long initiative gives manufacturers the opportunity to address the skills gaps they face, connect with future generations, take charge of the public image of manufacturing and ensure the ongoing prosperity of the industry as a whole. More information on MFG Day is available at www.creatorswanted.org.

About AAON

AAON is engaged in the engineering, manufacturing, marketing, and sale of air conditioning and heating equipment consisting of standard, semi-custom, and custom rooftop units, chillers, packaged outdoor mechanical rooms, air handling units, condensing units, makeup air units, energy recovery units, geothermal/water-source heat pumps, coils, and controls. Since the founding of AAON in 1988, AAON has maintained a commitment to design, develop, manufacture and deliver heating and cooling products to perform beyond all expectations and demonstrate the value of AAON to our customers. For more information, please visit www.AAON.com.

RSES is Announces its 2021-2022 International Board of Directors

Arlington Heights, Ill – The RSES Annual Business Meeting was held Virtually on Saturday, Oct. 9, 2021. At that time, several Board of Directors were sworn into office.

The 2021-2022 Board of Directors includes: International President Raymond T. Clary, CMS; International Vice President Art T. Miller, CMS, RCT; International Secretary and Treasurer Jerry Clark, CM; and International Sergeant at Arms Gary Struhar CMS, RCT.

RSES Directors re-elected for a two-year term include: Region 2 – Art Miller, CMS, RCT; Regions 8 & 11 – Brynn Cooksey, CMS, RCT; and Regions 16 & 17 – Gary Struhar, CMS, RCT.

Newly elected Director for Regions 14 & 15 – Ken Robinson, CMS, RCT was also sworn in for a two-year term.

Also, Directors officially brought onto the Board who were appointed for the remainder of a two-year term, include: Region 4 & 6 – Eric Kaiser; and Regions 8, 12 & 13 – Casey McConaughy.

Congratulations to everyone! For those who are leaving Board positions, RSES and its Members thank you for your service to our great organization!

If you are an RSES Member and you missed the 2021 Annual Business Meeting, you may view the recording/Member Packet by logging onto www.rses.org and visiting the My RSES Homepage.

MEPO 2021 Annual Golf Tournament

MEPO Oklahoma held their Annual Golf Tournament on October 12th at Forest Ridge Golf Club in Broken Arrow OK. The tournament had giveaways, raffles, beverages, awards and a TV raffle.



REGIONAL EFFICIENCY STANDARDS EFFECTIVE JANUARY 1, 2023

The Department of Energy (DOE) is changing the way HVAC systems are tested. New M1 testing procedures are thorough, demanding a lower SEER2 equipment rating and thus paving the way for a more sustainable future.



To learn more about the upcoming changes please visit:
WWW.SEER2.COM

About SEER2

“SEER2” stands for Seasonal Energy Efficiency Ratio 2. Specifically, SEER2 is the total heat removed from the conditioned space during the annual cooling season. The new M1 testing procedure will increase systems' external static pressure by a factor of five to better reflect field conditions of installed equipment. With this change, new nomenclature will be used to denote M1 ratings (including EER2 and HSPF2).

The following products will be affected by SEER2 Regulations:

- Air Conditioner Condensing Units
- Single Packaged Units
- Gas Furnaces
- Heat Pumps



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CALENDAR OF EVENTS



NOVEMBER 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

DATE	DAY	TIME	LOCATION	CLASS	REG. CODE	ZOOM	Price
2-Nov	Tu	8:00am - 10:30am	Broadway	RESIDEO / HONEYWELL Thermostats & More Training	605-105	N	FREE
9-Nov	Tu	8:30am - 11:30am	Lubbock	Accurate Airflow For HVAC & ECM Motor Training	605-144	N	\$35
10-Nov	W	8:30am - 11:30am	Lubbock	Goodman / Liberty ComfortBridge HP Service & Troubleshooting	605-161	N	\$35
11-Nov	Th	8:30am - 11:30am	Lubbock	Goodman / Liberty Inverter System Service & Troubleshooting	605-164	N	\$35
16-Nov	Tu	9:00am - 11:30am	Broadway	RESIDEO / HONEYWELL PRODUCTS COUNTER DAY	605-105	N	FREE
16-Nov	Tu	9:00am - 11:30am	Broadway	RESIDEO / HONEYWELL PRODUCTS COUNTER DAY	605-105	N	FREE
17-Nov	W	8:00am - 4:30pm	Broadway	ESCO EPA Section 608 Review & Exam	605-101	Y	\$175
17-Nov	W	1:30pm - 4:30pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	N	\$95
18-Nov	Th	8:00pm - 12:00pm	Broadway	Combustion Air Sizing, Installation & Codes	605-188	N	\$35
23-Nov	Tu	8:00am - 10:30am	Broadway	Gas Valves - Operation & Troubleshooting	605-165	N	\$35
29-Nov	M	8:30am - 2:30pm	Broadway	NAIMA Certification Ductboard Fabrication Class - Day 1	605-155	N	\$245
30-Nov	Tu	8:30am - 2:30pm	Broadway	NAIMA Certification Ductboard Fabrication Class - Day 2	605-155	N	Incl.

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.



Refrigeration Association of San Antonio

MEETING PLACE

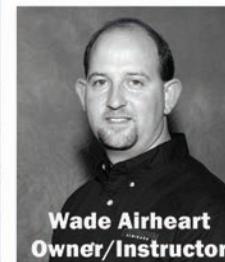
The Refrigeration Association of San Antonio meets on the third Thursday of every month at the Beethoven Maennerchor Hall, 422 Pereida and South Alamo Streets. We will continue our monthly meetings throughout 2021.

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.

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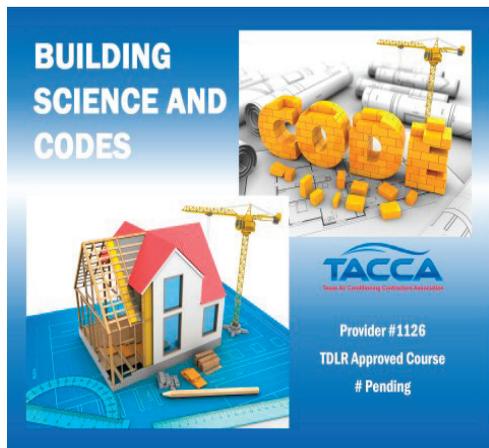
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- Abilene—Nov 6
- Austin—Dec 4
- Beaumont—Feb 11, 2022
- Burleson—Mar 5, 2022
- Corpus—Sep 18
- Denton—next in 2022
- Harlingen—next in 2022
- Houston—Nov 20, Dec 4
- Hurst—Nov 13, Dec 4
- Lubbock—Dec 4
- Lufkin—Nov 13
- San Antonio—Nov 13
- Waco—Nov 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

Texas Law and Rules (required one hour)



REGISTER
WWW.TACCA.ORG
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CALENDAR OF EVENTS

Insco's November 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 to see the complete schedule of classes.

El Paso

Wednesday, November 3rd – Ruud Next Level: Inverter Systems located at our El Paso Branch. From 8am – 12pm | \$50

Grapevine

Wednesday, November 17th – Mitsubishi Service Essentials located at our Grapevine Training facility. From 8am – 5pm | \$95

Houston

Wednesday, November 10th – Mitsubishi Service Essentials located at our Houston Training facility. From 8am – 5pm | \$95

Tuesday, November 16th – Mitsubishi Applications located at our Stafford Branch. From 8am – 10am | FREE

San Antonio

Wednesday, November 3rd – Ruud Renaissance Commercial Training located at our San Antonio Training facility. From 8am – 12pm | \$50

Wednesday, November 10th – Ruud Next Level: EcoNet Stat and Zoning located at our San Antonio Training facility. From 8am – 10am | \$50

Free Online Classes

Friday, November 5th – EcoNet Technician Diagnostic Tool from 10am – 11am.



HARDI Distributors Report 26.4% Percent Revenue Increase in August

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 26.4% percent during August 2021.

The average annual sales growth for the 12 months through August 2021 is 18.7% percent.



“August was the sixth month this year with sales growth that exceeded 20%,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Along with the continued underlying strong demand, this month was helped by an extra billing day, warmer than normal temps in five-of-seven regions, and passing through the price increases.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 40 days at the end of August 2021. “Like July, the 40-day DSO is about four days quicker than this time of year before the COVID related business interruptions,” said Loftus.

The annual sales growth of 18.7% through August is a new record for HARDI distributor’s average annual growth rate. “This record growth rate is a result of the easy comparison last year when sales were interrupted, followed by a demand jolt from the stimulus dollars, and then 8% to 10% from price increases that are being passed through,” said Loftus.

“Next year will look much different.”

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 460 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

Hunton's HVAC Industry Car Show

Hunton hosted their 3rd Annual HVAC Industry Car Show on Saturday October 9th at Hunton Distribution on FM 1959 in Houston TX. The event was open to the public and showcased over 30 incredible vehicles ranging from vintage classics to modern American muscle cars. All proceeds benefitted the Houston Police Department Clear Lake Division's Backpacks for Kid's Drive to provide backpacks and school supplies to families in need throughout our community."



Photos courtesy of Joe Wilson, Frank Hampel and Hunton

MCAA, NECA and SMACNA Announce Continued Partnership for MEP Innovation Conference

The industry-leading trade associations will join forces for the technology-focused conference in January

Tampa, FL— The Mechanical Contractors Association of America (MCAA), the National Electric Contractors Association (NECA) and the Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) announced a joint partnership for the second consecutive year leading the annual MEP Innovation Conference, which now has open registration for the in-person January 2022 session.

A three-day event known as the best technology conference for mechanical, electrical, plumbing, service and sheet metal contractors and their staffs, the MEP Innovation Conference provides educational sessions at all levels of experience, and opportunities to learn about the latest industry innovations in software, tools, and technologies. As part of the joint partnership, conference attendance is open to all members of MCAA, NECA and SMACNA and their union counterparts for the second consecutive year.

"Both NECA and SMACNA were great partners at the last MEP Innovation Conference this past April," said Armand Kilijian, MCAA President. "They both provided ample content to expand our sessions, broadened attendance with many members participating across the different trades and immensely helped with making the switch to a virtual setting for the first time in seven years. We're thrilled at the long-term partnership planned for this event based on the success of last year's conference."

Sessions at this year's conference will be led by contractors from all three trade associations and include roundtable discussions, exhibitor demonstrations, breakout sessions and presentations. Sessions will be geared towards

operation, VDC, project management, IT, and estimating.

"The construction trades are more interconnected than ever. Owner needs for shorter construction timelines have driven the development of new technologies and improved communication and coordination between construction team members. The more information and awareness our respective members can gather about construction technology and the processes of other MEP contractors, the better the stronger the partnerships become in the shop and on the jobsite," said Vince Sandusky, CEO of SMACNA. "This conference offers a holistic view of the trends and innovative solutions appearing on the horizon."

MCAA first launched this conference for its association members back in 2016 as a way to share knowledge and spark ideas and innovation through collaboration, demonstration and peer-to-peer instruction. The event has continued to grow year after year with over 1,350 virtual attendees in 2021.

"We're excited to join forces with MCAA and SMACNA for this year's conference and to give our members the opportunity to attend and network with a variety of other innovative, forward-thinking contractors," said David Long, NECA CEO. "This event marks an ideal setting to learn about how new tools and technologies are impacting operations across the board for the mechanical, electrical and plumbing industries. We believe it is imperative to collaborate with likeminded leaders from across the world of construction."

The MEP Innovation Conference will be held in-person in Tampa, Florida from January 24-26, 2022.

Product News

Carrier Introduces Ductless Single-Zone Hybrid Solutions

New offering combines the quiet operation, small footprint and enhanced efficiency of ductless and the high performance of traditional units

Indianapolis — Carrier recently launched a new line of hybrid solutions, which connects the 38MARB ductless single-zone outdoor unit to a Carrier residential indoor unit via 24-volt (24V) interface technology. These solutions offer homeowners versatility while also providing excellent energy efficiency. In addition, Carrier's ductless hybrid combinations can achieve a Seasonal Energy Efficiency Ratio (SEER) up to 19 and a Heating Seasonal Performance Factor (HSPF) up to 12.5 (based on unit size and type). Carrier is a part of Carrier Global Corporation (NYSE: CARR), the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions.

Carrier ductless hybrid solutions are off-the-shelf combinations using already-available Carrier units, as the 38MARB can be paired with select existing Carrier air handlers, fan coils and furnaces. The combinations come to life with patented 24V interface technology that connects the indoor and outdoor units to perform seamlessly. In addition, the outdoor ductless unit performs using its inverter compressor to operate as a variable-speed unit.

Available in outdoor unit sizes from 12k-36k, ductless hybrid solutions are ideal for any size home, as multiple outdoor units can be paired with multiple fan coils or 2 furnace case coils to accommodate any square footage in the home. Plus, these systems can also be operated using third-party thermostats.

For more information, visit carrierductless.com.

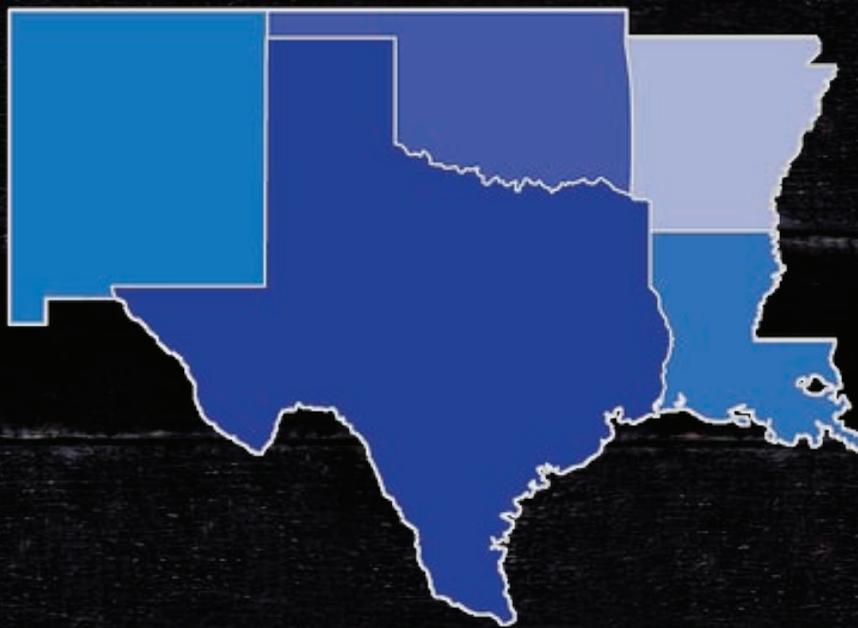
Perry Beyer Jr Memorial Golf Tournament

The Perry Beyer Jr Memorial Golf Tournament was held at Canyon Springs Golf Club in San Antonio on Wednesday October 13th. 153 golfers attended the tournament at Canyon Springs. All three Beyer Companies put the tournament on to raise money for the Beyer Cares Foundation which was formed following the passing of Perry Beyer Jr in 2020. The foundation was created to provide support and hope to those in the San Antonio community touched by cancer. The Beyer family and so many more have been affected by cancer in many different ways over the past several years. They raised over \$40,000.00 for the foundation at the tournament.



Pictures courtesy of the Beyer Memorial Tournament

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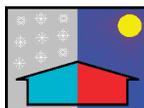
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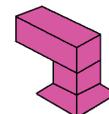
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