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Air Conditioning TODAY



DECEMBER 2021 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 35, No 12

TACCA Greater San Antonio Golf Tournament



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TACCA ACL Live

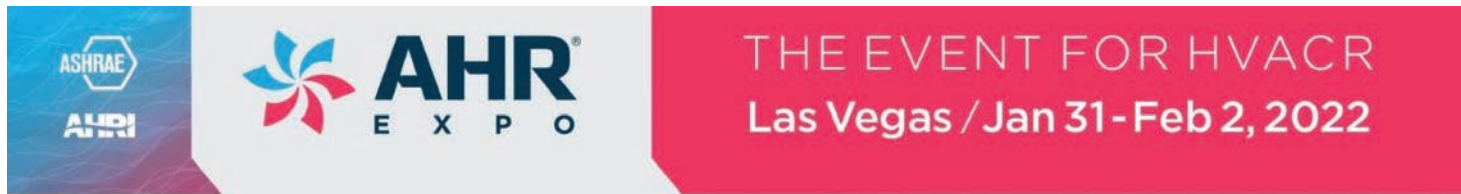


Pictures on page B8.

Morrison Supply Regional Dealer Meeting TopGolf



Pictures on page B10.



AHR Expo announces the 2022 Education Program

Sessions offer insight and access to HVACR leadership, opportunities, challenges, training and applications

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) announced the full schedule for the 2022 AHR Expo Education Program. The line-up features nearly 200 free seminars, new product and technology presentations, professional certifications and continuing education courses.

After a forced hiatus in 2021, the Education Program will serve as an important opportunity for attendees to catch up on what's happening around the industry.

The 2022 AHR Expo will be held Jan. 31 - Feb. 2 at the Las Vegas Convention Center in Las Vegas, NV. To register, please visit the AHR Expo registration website.

"The Education Program aims to complement what attendees experience on the Show floor," said Show Manager, Mark Stevens. "Our manufacturers pack the hall with all the latest products and technologies in their exhibits and our speakers build on this in areas that support professional career development, training and updated industry information."

Each year, the Education Program discusses some of HVACR's biggest opportunities and challenges through a series of comprehensive, informative and industry-focused sessions hosted by leaders from every sector of the industry. Returning this year are the AHR Expo HVACR trend discussions led by members of the AHR Expo Expert Council. Additionally, added to the roster

this year is a panel discussion featuring industry leadership that will dive into the current state of the industry. Panelists include Moderator Bryan Orr, host of the popular HVAC School podcast; Mick Schwedler, President of ASHRAE; Stephen Yurek, President & CEO of AHRI; Talbot Gee, CEO of HARDI; Roberta MacGillivray, 2022 President of NAFA; and Rob Falke, President of NCI. The panel is slated for Tuesday, February 1st at 10:00 AM in room N238/240.

"We are thrilled to open a forum for our industry leaders who represent organizations from every sector of the industry," continued Stevens. "Our goal is to build a Show that connects people and conversations that aren't necessarily happening every day and we are honored that our panelists share this value. Having representation from all our professional sectors come together to discuss the past two years during the pandemic and all that has come of it - both positive and negative - within the industry is an incredibly valuable and necessary tool to achieve the community approach we need to continue strengthening this industry. We're excited to expand our education program to include the panel discussion and look forward to hearing from these industry leaders at the Show."

EDUCATION SESSIONS

The 2022 Show will feature 65 free sessions led by industry experts put forth by leading organizations. Sessions will range from one to

two hours and will aim to deliver solutions to some of the industry's most pressing challenges and exciting opportunities. Attendees are invited to attend general HVAC-related sessions, as well as those specific to professional practices areas.

"It's easy to get siloed in the details of daily work," said Kimberly Pires, AHR Expo Education Program Coordinator. "Working with our associations to build the program affords the opportunity to see the similarities that every professional is facing across the industry."

When we build out the program each year we aim to offer not only specific solutions but also identify the commonalities we are all facing and to offer diverse perspectives from all voices that work and serve HVACR. This kind of insight proves valuable as a takeaway for long-term professional growth for both companies and individuals."

Attendees can view pre-session videos of some of the 2022 Education Program highlights on the AHR Expo homepage education section. Additional highlights for the 2022 AHR Expo's free seminar

session agenda include:

- Candid discussion led by industry experts and leaders of HVACR Associations.
- General Industry-wide Topics
 - Engineering
 - Updates to Regulation
 - Contractor-focused
 - Specialized Practices
 - ASHRAE Sessions - Free (earn PDH credits)
 - Additional Opportunities to Earn Free PDHs in One Hour Sessions
 - Industry Trend
 - Returning Sessions

CONTINUING EDUCATION

AHR Expo attendees have the opportunity to participate in professional development courses through ASHRAE Learning Institute (ALI) and short courses/professional development seminars approved for Continuing Education Units (CEUs) that can apply toward maintaining P.E. licensure. Attendees are required to register and pay tuition fees in advance of the Show and can do so by visiting the ASHRAE registration website.

SEE AHR EXPO PG.2

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AHR EXPO con’t

Full-day courses account for six earned Professional Development Hours (PDHs)/Learning Units (LUs) or 0.6 CEUs. All half-day courses are awarded three accredited PDHs/AIA LUs. Topics cover a wide range of industry subjects, including the fundamentals of the commissioning process, complying with the requirements of ASHRAE standards, laboratory design basics and beyond, optimizing indoor environments and more.

NEW PRODUCT AND TECHNOLOGY THEATER PRESENTATIONS

Attendees are also encouraged to sit in on exhibitor presentations in the New Product & Technology Theater. More than 100 presentations lasting approximately 20 minutes each are planned across all three days of the Show. These free seminars are meant to provide attendees with brief overviews of new product announcements and technologies that can be found in exhibitor booths on the Show floor. Attendees are invited to follow up presentations with a visit to the booth for a more in-depth explanation and 1:1 interaction with products and representatives. These sessions are set to take place in special theaters right on the exhibit floor. No fee or registration is required.

This year, three 2022 Innovation Award winners will present, including:

Winners:

- Carrier - Make the Invisible Visible with the Abound Cloud Platform
- Antrum - AntrumX™: How Centralized IAQ Sensing Leads to Measurably Healthier, Efficient Buildings
- Danfoss - Compressor Innovation from Danfoss Turbocor®: Low GWP R1233zd w/Patented Hybrid Compression Design

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.

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Product News

Berner Adds BACnet® and Adaptive Settings to Berner AIR™ Controller/App for Air Curtains

App's adaptive settings energy-efficiently and automatically control air curtain airstreams based on ambient weather conditions and doorway temperature.

Berner International, New Castle, Pa., North America's leading air curtain manufacturer and HVAC innovator, has added adaptive settings and true BACnet® compatibility to its Berner AIR™ to better support client sustainability goals. The Berner AIR is a smart controller and app platform that elegantly connects end-users to their commercial doorway air curtains via the Internet for programming, operating and monitoring.

The North American air curtain industry's first app-based adaptive setting feature boosts energy efficiency by automatically calibrating the airstream performance, according to the weather. Berner AIR's onboard Intelliswitch™ controller reports local weather conditions (via the Berner AIR's Internet connection), the doorway temperature (via an onboard sensor) and air curtain model data every 20 minutes to factory servers. Factory engineered software then uses proprietary algorithms to determine the best volume, velocity and

uniformity (VVU) balance for the given moment and adjusts the fan speed based on the current weather. Pinpointing the most energy-efficient of 10 available air curtain fan speeds helps buildings meet energy conservation, sustainability and carbon footprint goals, while also supporting thermal comfort.

The newly-added BACnet communication capabilities is standard on Berner's premium Architectural Elite 8 and 10 models, and optional on all other Architectural Series air curtains when ordered with the Berner AIR. BACnet allows programming, operating and monitoring from the Berner smartphone app or the building management system (BMS).

The BACnet feature allows control of:

- Preset programming (Comfort Plus, Auto, and PureAir);
- Fan speed;
- Time delay; thermostat temperature set point and type;
- Time/day set;
- Lock PASScode;

- and start/stop time.

Berner's advanced technology platform began a decade ago with the development of the Intelliswitch, a digital controller that later served as a foundation for the 2017 introduction of Berner AIR, the North American HVAC industry's first air curtain mobile app. Berner AIR 2.0 was added last year. The new secure, fully-encrypted platform provides the Berner AIR app for both Android and Apple devices, and allows over-the-air system updates.

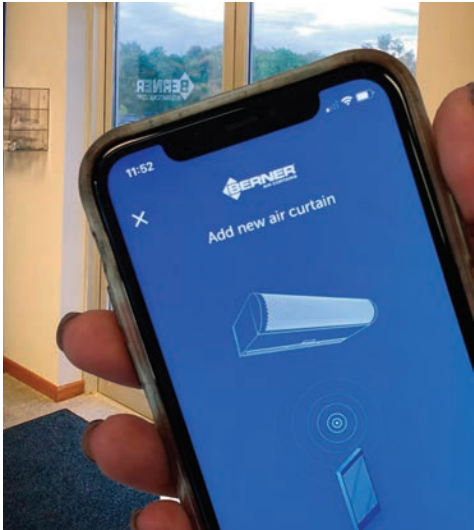
Other newly-added benefits:

- Adaptive settings set-up simply requires a smartphone, Berner AIR app download, a secure wireless Internet connection, pairing the app to the air curtain Intelliswitch and the location's zip code;
- OpenWeather API provides local real-time wind speeds and eliminates sensor installations building and envelop penetrations;
- BACnet feature enables management of multiple air curtains across multiple

facilities;

- BACnet capabilities comply with ANSI / ASHRAE Standard 135;
- Allows factory technician secure access for calibration and troubleshooting.

For more information on the Berner AIR, or its adaptive settings and BACnet capabilities, please call 724-658-3551, visit <https://berner.com/advanced-control-technology/>; or email: sales@berner.com.





Merry Christmas!

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AHRI Presents Awards Acknowledging Outstanding Industry Contributions

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today recognized several HVACR industry leaders and their contributions to the field during its Virtual Leadership Forum. The association awarded recipients in three categories: the Richard C. Schulze Award, which recognizes the industry-wide achievements of individuals also pursuing AHRI goals; the AHRI Public Service Award, for deserving individuals or organizations making a significant contribution to the HVACR industry and in furthering AHRI goals; and the AHRI Distinguished Service Award, the association’s highest honor, recognizing industry leaders who have made considerable industry contributions throughout their careers.

Richard C. Schulze Award winners include:

- John Hurst, Lennox
- Chad Kirkwood, Carrier Corporation
- Matt Lattanzi, Nortek Global HVAC

- Pat Marks, Johnson Controls, Inc.
- Barbara Minor, Chemours
- Lloyd Nace, Trane Technologies
- Rick Showers, Welbilt
- Lisa Tryson, Danfoss

Michael Copp, Executive Vice President of The Plumbing-Heating-Cooling Contractors National Association received the Public Service Award, while Distinguished Service Awards were presented to Edward Johann of U.S. Boiler and Mike Noelke of Sanhua.

“It is especially important to recognize the leaders who drive growth in the HVACR and water heating industry, as they serve as positive examples for others,” said AHRI President and CEO Stephen Yurek. “AHRI congratulates this year’s award recipients, and we are very grateful for their dedication and hard work, which has helped make life better for Americans and people all across the globe.”

December Tough Questions

When you started your business, you probably answered most of these questions, but as your business grows and changes, it is important to go back and revisit them.

What value do you bring to the marketplace?

Everyone needs what you sell, but what is special about how you deliver it? Beyond just offering a product, what makes your solution different and better? Why should I buy from you?

What is your target market?

Let’s start with the basics. No matter how hard you try, the answer to this question will never be everyone. There are people who are more likely to pay for the value you bring. When you try to please too broad an audience, you make compromises so that no one is completely satisfied. You can’t deliver the highest quality at the lowest price.

When you try to do it all you water down your message so it is bland enough to offend no one. Unfortunately, what’s left doesn’t

excite anyone.

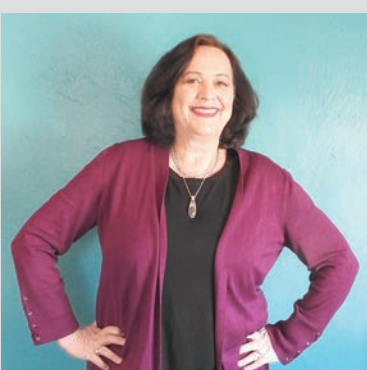
The clearer your definition is, the less time you spend chasing people who can’t or won’t buy from you.

What is your capacity?

How many customers do you want? If all your marketing is working, how many leads can you handle? If you are generating more leads than you can handle, it is time to be selective, work with only your ideal clients, or simply raise your prices so you can focus on the people who really value what you do.

What is a customer worth?

As you start working on your marketing, you will need to decide how much you can afford to spend to add one new customer. It is impossible to do the math if you don’t know what a customer is worth. This is not just a single transaction, but the lifetime value of a customer. How much will they spend annually? How many years will they typically remain a customer? And how often will they introduce you to new customers?



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.

What do you want your business to look like a year from now?

It will take more than just wishing to get there. When you are done answering the tough questions you will need a marketing plan, budget and calendar which will help you decide when to invest, how much to spend and what type of activities are the best fit for your business.

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Product News

Bosch Thermotechnology Introduces Commercial QV Series Heat Pumps

Bosch's new heat pumps deliver heat more efficiently with the quietest technology and one of the most compact cabinets on the market

Watertown, Mass. - Bosch Thermotechnology, a leading global source of high-quality heating and cooling systems, today announced the availability of its new, ultra-quiet heat pumps, the QV Series, for commercial spaces in multiple sizes and both horizontal and vertical configurations.

The commercial grade QV Series, a Florida Heat Pump (FHP) geothermal system, is an industry leader in sound reduction and represents one of the most comprehensive sound

performance offerings on the market. In addition to the lower sound levels, the QV Series also delivers a compact cabinet, in a very competitive package, making it ideal to fit into small spaces in commercial buildings.

The QV Series includes a highly efficient, Constant Airflow ECM DEC Star® Blower that produces the same CFM (cubic-foot-per-minute) of airflow as the Bosch LV model, but at a lower RPM (revolutions-per-minute), resulting in decreased power

consumption and sound. The QV heat pump also features Bosch's patented compressor encapsulation, which includes high density mass loaded vinyl insulation material wrapped around the blower and also installed in the lower compartment, dampening the sound it emits. Additionally, encapsulation parts are installed around the compressor and assembled with heavy gage sheet metal and a double layer of vinyl material on both sides. The access panels and the unit's divider use the same type of sound attenuation material, making the panels substantially heavier, thus highly reducing the sound radiating from the unit. As a final measure, the compressor is installed on an isolated and elevated base plate that dampens vibrations during operating cycles.

"This new whisper quiet system is going to be a game-changer for light commercial spaces such as offices, schools and hotels where heat pumps can be close to working or living quarters, so the quieter sound output makes a big difference in comfort," said Katelyn Woodling, Manager of Product Management at Bosch Thermotechnology. "In addition to the benefit of the extreme quiet operation of these units, this system also provides the ability to efficiently transfer heat through the water source heat pump, and control the temperature in different zoning loops."

The overall lowest sound rating for the commercial QV Series heat pumps is 53dB, making it an industry benchmark, and an excellent solution for designers to improve NC ratings in commercial spaces e.g. school classrooms and office spaces.

The commercial QV Series heat pumps were developed with patented technology to replace the limited sound reduction solutions on the market. For more information about Bosch Thermotechnology, visit <https://www.bosch-thermotechnology.us/us/en/commercial/home/>.

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Johnson Controls earns world's first ISASecure® Component Security Assurance Certification for a Smart Buildings Product

Research Triangle Park, NC — The ISASecure Program announced that Johnson Controls, the global leader for smart, healthy and sustainable buildings, has earned the world's first ISASecure CSA certification for its smart buildings products with YORK® YK and YZ centrifugal chillers.

Industrial control suppliers can earn ISASecure designations for robust products that are free from recognized liabilities. This certification (view here) comes at a time when cybersecurity threats are rising and businesses are considering the potential vulnerabilities of unprotected building infrastructures. It provides Johnson Controls customers with assurance that each chiller product(s) meets the technical security requirements for IACS components as defined in the internationally recognized ISA/IEC62443-4-2 cybersecurity standards and is developed in accordance with the internationally recognized ISA/IEC 62443-4-1 cybersecurity standard.

"The YORK® YK and YZ chiller ISASecure product certification is the first in the chiller industry, demonstrating Johnson Controls' leadership in proactively securing our products and solutions as well as our customers' peace of mind," said Joe Villani, director of controls engineering, Johnson Controls

With over a decade of cybersecurity certification leadership in the automation and controls market, the ISASecure program has now demonstrated the effectiveness of the ISA/IEC 62443 family of standards for securing and certifying smart buildings technology.

It's On My Heart: Another Trip Around the Sun

So here we are at the end of the year, finishing up the second year of the pandemic. Not that we are celebrating, other than the fact that we got thru the second year. The purpose of this article is not to look back, but rather realize we are in a different sort of year, and this holiday season is going to be a tough one for many.

It is possible that you have team members of your company who have been hit with the Covid, some may still be suffering with the disease. It may be that some are not with us anymore. The same is true for our customers, they may have lost family members, the disease hit the older population hardest, and the holiday are when we traditionally gather for family meals and celebrations. That may change this year for a lot of folks.

We also see some consumers who are still cautious, many are afraid to

go out to public places, even when masked. And they are not comfortable when a stranger (service tech or installer) comes into the home to do any sort of work. Even if they are wearing a mask, some ask if they are vaccinated, actually ask for a team member that has been vaccinated to be the person coming to their home.

So this new reality brings some new challenges to our business, from dispatching to setting up installs and even the sales call, they want to know how the company feels about the pandemic, what are they doing to protect them (at least in their home). We may get calls asking these questions, or more on a regular basis. Not preaching here, not trying to take a side, just stating what the marketplace reality is.

What this means for us is this, we are in new territory. The member coming into the home now must realize that this

holiday season may be a sad time for the homeowner. They may have lost a loved one this last year, some may have family members still in the hospital, some in critical condition. When we automatically say: happy holidays; realize that it may not be for some. When they say, not able to get together, still in quarantine, etc. you can reply I cannot imagine how you must feel, but will be thinking of you this year.

On the other side of the holiday season, here are some ideas on how you can help make this a happier holiday time for your community. If you have the ability to get with your family, enjoy the time together, you are fortunate. Be available to your local families, check out the senior centers, churches, retirement homes to see how you can be involved. There are many in your neighborhood that will need to see a friendly face at the end of this year. One

of our Service Nation VPs, Tom Peregrino had a company (he sold it last year) over in Grandbury, Tx. He had asked God to bless his company, God asked him what he would do to give back. Tom said he would provide service and maintenance work for the widows in town at no cost. After a few years, Tom had an idea on how he could take that to the next level. He had a sit-down meal for all of the widows in town.

Last year that meal at Thanksgiving time had grown to 170 widows, they had to rent a hall, get a catering company to feed them all. His service team all came as well, they even had calendars made up in a movie theme, each service tech dressed up as their favorite actor. James Bond, Indiana Jones, Patrick Swayze, just to name a few. The techs then autographed the calendars, it was an amazing time.

SEE HINSHAW PG.14



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.

Jim Hinshaw, Vertical Market Manager, HVAC for Service Nation. Jim works with hvac and plumbing companies of all sizes, Service Nation has members from 2 man shops to several hundred. We help our members improve sales and profits offering employees a career path and strong financials, enabling owners to work on the business instead of in the business.

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Jim can be reached at jhinshaw@servicenation.com or cell: 602-369-8097.

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 info please contact jhinshaw@SalesImprovementProfessionals.com, 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

Gunder Associates
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TPG would like to send our best wishes to Michael McCall with his retirement, after 40 years in the HVAC industry, Thank you!!

We also want to send out a warm welcome to Amy and Collin; welcome to the TPG team!

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HINSHAW con't

Our church just north of Dallas in Double Oak, Tx is putting together meals for school kids. Turns out many of these children have no meals at home, their only daily food comes from the school lunch program. So we are putting together boxes for them to take home for the holidays, so they have at least some food while school is out. If you ask around your community, I am confident you will find a group that needs your help. Step up, get involved. Many of our members offer services or even entire systems to the people in the areas that are not able to fund a system on their own. Some dealers have gone to the local fire department or church groups to see who needs their help. My advice is to use someone outside your company to make the selection, so it is not your responsibility.

Our company is also involved with a no-kill animal shelter, a charity we selected from several we reviewed. We are collecting food and toys for the animals that are in the shelter, which is overfilled this year, since many families had to give up their pets while in the hospital. Lots of dogs, cats, and a lot of other animals are in need. Our team voted to adopt this shelter, we are involved in it as well as a couple of other organizations such as Toys for Tots.

My wish for you this holiday is that you have some family time, plenty for food and fun while enjoying the company of those you love. Make this a great season, and when possible, reach out to those around you to help them enjoy the season as well. Thanks!

American Residential Services (ARS) Network of Brands Surprises Veterans with Home Services Makeovers
Nominated by Family, Friends and Co-Workers, Deserving Veterans Across the Country Receiving New HVAC System or Water Heater Installations Throughout November

Memphis, Tenn. – ARS, one of the nation’s largest providers of air conditioning, heating, and plumbing services, is honoring active and former Military across the country with its ARS Cares Saluting Our Veterans program. More than 25 veterans and their families will be the recipients of a new HVAC system or water heater in advance of the winter months.

“ARS Cares Saluting Our Veterans program is all about recognizing the selfless sacrifice on behalf of our veterans as they serve our country,” said Scott Boose, CEO, ARS/Rescue Rooter. “To read the nominations and see the outpouring of support communities have for these brave men and women was heartwarming. It is our honor to do this for them, and we hope this small token of recognition demonstrates our gratitude and appreciation for all they have done.”

Following the announcement of the ARS Cares Saluting Our Veterans program on September 29, family, friends, and co-workers were invited to share stories of why they felt the nominees were deserving of home improvements that would help provide a higher quality of life at home. Local ARS branches then selected recipients and installations began in November. In addition to the Saluting Our Veterans Program, ARS is also committed to the hiring of Veterans. Since 2017, ARS has hired at least 250 veterans annually and is looking to double that number in 2022.

Retired Korean War Army Corporal, William Sandles, is 90



The Sandles family received a new HVAC system to surprise veteran William Sandles

years old and has survived two bouts of colon cancer. He is currently in rehabilitation, hoping to be released this month to be reunited with his wife of 64 years, whom he has not seen since August. ARS/Rescue Rooter Houston installed a brand-new HVAC system to ensure Mr. Sandles recovers in a well-cooled and ventilated home.

The ARS Cares initiative launched in 2016 to cultivate positive relationships with communities where we live, work, and play. Since that time, more than 150 home services makeovers have been completed, donating more than \$1 million of HVAC systems and water heaters to deserving recipients. To learn more about ARS Cares and view official Terms & Conditions, visit ars.com/ars-cares.

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Johnson Controls Celebrates 50 Years of Innovation at Commercial HVAC Manufacturing Facility

- The 900,000-square-foot facility in Norman, Okla. serves as the flagship location for commercial rooftop unit research, manufacturing and testing
- Plant improvements ensure all commercial rooftop units will meet and exceed DOE 2023 energy efficiency requirements and utilize R-454B by 2025 to minimize customer's environmental impact and energy use

Milwaukee — Johnson Controls, the global leader for smart, healthy and sustainable buildings, celebrated the 50th anniversary of the company's commercial HVAC manufacturing plant in Norman, Okla. The 900,000-square-foot facility, known as Johnson Controls Rooftop Center of Excellence, serves as the Company's flagship location for industry research, manufacturing and testing of commercial rooftop units.

In 1971, the facility shipped its first HVAC system, which was a pivotal milestone for the plant and the beginning of its long history of HVAC manufacturing and innovation. It was originally owned by Westinghouse from 1971-1981 and subsequently purchased by YORK in 1981, which was acquired by Johnson Controls in 2005.

"Over the last 50 years, there has been continuous improvement at the Norman facility to modernize and expand the plant, automate the manufacturing process, improve



safety and ensure our products are built to the highest quality standards possible for our customers," said Vicki Davis, program management director, West region, Johnson Controls. "These improvements will make it possible for us to ensure all commercial rooftop units meet and exceed DOE 2023 energy efficiency requirements and will utilize the low-GWP refrigerant R-454B by 2025 to minimize our customers' environmental impact and energy use."

The most notable expansion the Norman facility underwent was in April 2019. The facility now features nearly 400,000-square-foot of incremental laboratory and manufacturing space, which includes a two-story, 52-foot-high testing lab roughly the size of one-and-a-half football fields. The extensive laboratory allows Johnson Controls to conduct on-site development, regulatory compliance, performance, safety, and reliability testing, including the ability to test a 150-ton

rooftop unit in climates ranging from -30°F to 130°F. The 2019 expansion also included renovations to more than 150,000-square-feet of office and meeting space.

Since the facility has been operated by Johnson Controls, approximately 650,000 HVAC systems have been manufactured for the Johnson Controls, YORK®, TempMaster®, Luxaire®, Coleman®, Champion® and Fraser-Johnston® brands. Today, approximately 1,100 people are employed at the facility.

With a history of making buildings more sustainable for 135 years, Johnson Controls is a worldwide leader in the effort to decarbonize buildings. This includes developing solutions to facilitate the transition to electric-based heating and the development of OpenBlue, a suite of connected solutions that help drive building system efficiencies.

To learn more Johnson Controls rooftop units, visit www.johnsoncontrols.com/hvac-equipment/rooftop-units.

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Elena C Castillo

Elena C Castillo, age 69, of San Antonio TX passed away on Monday, November 8, 2021. Elena was born May 4, 1952 to parents Pedro and Francisca Cortez.

Elena loved to spend time with her family, listening and dancing to music, traveling, growing and admiring plants and flowers, baking, sewing, and building and creating things in her spare time. She could walk into any room and fill it with a great presence that was loved and respected by many. Elena was always true to herself and always positive about life. She was a very intelligent and goal driven

woman. She would talk to others to give them motivation that would go on to benefit their lives. Her intellect and perseverance would lead her to being the 1st woman in Texas to become a building engineer. She was president of SAABE and RSES for many years. Elena has been a member of RSES since 1989. She created her own company, Castillo Training in 2005, where she provided recertification courses for HVAC contractors and helped new people prepare to get a new state license.

She will be missed by many in the San Antonio area and across the state.

John Fredericksen



Insko has lost one of the great people in our HVAC industry. John Fredericksen passed away on September 21, 2021. John worked for Insko for 20 years and was a vital part of the success of Insko's downtown San Antonio

branch. John developed some deep friendships with his customers and always went the extra mile for them.

He was highly regarded for his knowledge of the industry. John personified Insko's belief in Best Service, Best People.

In addition to his dedication to hard work, John will be remembered for his love of Nascar and his beautiful black Chevy truck. He always looked forward to his Nascar road trips and never failed to return with at least one colorful story.

John is truly missed by his co-workers and customers, and we are honored to have known and worked with him.

Emerson Launches First HVACR Educator Resources Platform

New website centralizes tools and curriculum to support skilled trades education

Emerson (NYSE: EMR) announced it has launched its first HVACR Educator Resource platform designed to provide industry educators with access to tools, training and educational materials to enhance learning for the next generation of HVACR professionals.

The HVACR Educator Resource site includes additional training tools, student learning materials and educator trainings. For those who register, there are exclusive HVACR educational tools and curriculum for educators that offers training kits, causes and prevention of compressor failure curriculum, a compressor multiples technology E-learning module and HVACR career recruitment materials.

Within the HVACR Educator Resource site, there is a wide range of educational features including a Copeland™ scroll compressor training kit. This kit offers a detailed look inside a scroll compressor, through a torn-down model from Emerson's state-of-the-art lab, offering a hands-on approach to learning the fundamentals of compression technology. The kit also includes custom safety equipment, supplemental learning materials and interactive

digital content to provide a comprehensive educational experience.

"The industry continues to face challenges that come with the skilled trades gap, and it is more important now than ever to support the educators helping to overcome that gap, said Brent Schroeder, group president, HVACR Technologies for Emerson. "This new website provides easy, centralized access to a wealth of educational resources to help educators teach the next generation of HVACR professionals."

Emerson has recently donated a number of resources, including compressor training kits, RIDGID® tool kits and more, to support skilled trades education and recruiting the next generation of technicians for careers in the HVACR industry. The HVACR Educator Resource site serves as the next phase of industry education support.

Exclusive access to all materials is available once registration is complete. For more information on how to sign up, visit the Educator Resources website at <https://climate.emerson.com/en-us/training-support/hvacr-educator-resources>

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“Bidding to Raise the M to L Ratio”

In my last column, I discussed an important ratio for any HVAC business, the “M to L Ratio”, or the material to labor ratio. It was defined as the ratio between the company’s total expenditure for equipment and materials (condensing units, coils, furnaces, sheet metal, pipe, wire, etc.) and direct (field) labor. I pointed out that the higher this ratio, the better, as a dealership makes more money when it sells iron than when it sells just time.

So how can you bid jobs in a way that helps you get

those high material jobs? By putting all your overhead on labor and just marking up the job costs for net profit!

There are two ways to do this: based on history and based on a forecast. I’ll cover the historical method in this column.

In the historical method, you use your last fiscal year’s income statement (P&L) and extract the total costs for overhead and the total costs for direct (field) labor. (If you can generate a departmentalized statement, the better! Then you can derive the ratio by

department, and you will notice that it changes from department to department.) Let’s call this ratio the Overhead to Labor ratio (O to L). And we’ll call the bid method that uses it COWL (for “covering overhead with labor”).

E x a m p l e :
Fester Fonebone’s departmentalized P&L for 2008 showed installation overhead of \$248,567 and installation labor of \$133,923. His installation O to L ratio would be \$248,567/\$133,923, or 1.86. (On the service side, he

ran overhead of \$109,356 against labor of \$93,256, for a ratio of 1.17. Had he not departmentalized his books, his ratio would have been 1.58.) He also computed the M to L ratios in both divisions and got 2.27 for installation and 1.08 for service.

So how could Fester use this knowledge at bid time?

Suppose he has a job to bid. His take-off gives a total for material of \$78,356 and he estimates labor at \$9,037. He runs a quick job M to L ratio and gets a whopping 8.67. Since this is way above

his 2.27 historical ratio, this job is a MUST-GET job, as it will strengthen his overall M to L ratio. If he bids it his normal way—dividing the job costs by the quantity 100% minus the sum of his overhead and net profit—he would price the job at \$136,552. But using his knowledge about his O to L ratio and the COWL factor, he figures the job price this way:

Material	\$78,356
Labor	\$ 9,073
Overhead (\$9,073 x 1.86)	\$16,876 <<< -- the COWL factor!
Total job costs	\$104,305

To make 10% net, divide by 0.90 for a bid of... \$115,894

This is \$20,658 less than his normal method! Would that make a difference on this job? It certainly could. It could spell the difference between getting the job and losing it.

I have taught this method to thousands of contractors over the last 20 years and I know it well enough to tell you that the higher the job M to L ratio, the more drastic the difference in job bids between the COWL method and the normal divisor method.

In fact, you may have a job that you think would normally bid at \$25,000, but your experience says the market will go to \$20,000.



Richard Harshaw

You agonize over whether or not to bid the job. You then run a COWL price and get \$16,000 and realize you COULD bid this job and be very competitive. Do you bomb the market with the \$16,000 figure, or hedge your bet and bid it at \$18,000? You’d probably win the job at \$18,000 and make \$2,000 more profit on it than the COWL method allowed for. That would be sweet, wouldn’t it?

I’ll cover the forecast method in the next issue, as it gets a little trickier.

Meanwhile, try computing your M to L ratios (by department, if possible) and then your O to L ratios. Take a few jobs that you bid on recently and run them with the COWL pricing method and compare them to the bids you submitted. Would the COWL method have helped you on a job you may have lost due to price?

This method will probably raise a lot of questions in your mind. If it does, email us at llackey@ac-today.com and we will work on an answer for you.

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

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Honeywell Expands Baton Rouge Facility to Drive Growth of Low-Global-Warming Technologies

- Expansion will double production capacity of Honeywell’s Solstice® ze (1234ze) used in foam insulation, propellants for personal and household care, refrigeration and air conditioning applications
- Builds on Honeywell’s innovation leadership and long-term commitment to continue to deliver sustainable, energy-efficient solutions with proprietary hydrofluoroolefin (HFO) technology
- Honeywell continues investment in HFO production to ensure global supply needs are met

Morris Plains, N.J. -- Honeywell (Nasdaq: HON) announced today the expansion of its facility in Baton Rouge, La. to double the capacity of its Solstice® ze (1234ze), an ultra-low-global-warming-potential (GWP) solution. Solstice ze is used in foam insulation, as a propellant in personal and household care products, and in refrigeration and air conditioning applications.

Honeywell will invest significant capital in the facility for the growth of Solstice ze, which is part of the company’s Solstice line of products

based on hydrofluoroolefin (HFO) technology that helps customers lower their carbon footprint without sacrificing end-product performance.

The demand for low-GWP solutions continues to grow, and this new capacity will help meet the needs. Multiple global regulations stemming from the Kigali Amendment to the Montreal Protocol require the phasedown of hydrofluorocarbons (HFCs), driving the demand for sustainable solutions. Honeywell has already invested over one billion dollars in research,

development and new capacity for its Solstice technology, having anticipated the need for lower-GWP solutions to combat climate change more than a decade ago.

“Honeywell is at the forefront for the development and introduction of next-generation technology, with the commercialization of Solstice more than a decade ago, and we continue to invest today to ensure there is ample supply to meet our customer needs for the market conversion to low-GWP solutions,” said Laura Reinhard, vice president and

general manager, Honeywell Foam and Industrial Products. “The expansion of our Baton Rouge facility—and doubling the capacity of Solstice ze-- will allow us to bring additional supply to market and continue to deliver low-GWP products that reduce carbon footprint and meet regulatory needs.”

About half of Honeywell’s investment in new product introduction research and development is directed towards products that improve environmental and social outcomes for customers, such as Solstice. This aligns with

the company’s commitment to become carbon neutral in its facilities and operations by 2035, building on a track record to sharply reduce its greenhouse gas intensity as well as its decades-long history of innovation to help its customers meet their environmental and social goals. Worldwide adoption of Solstice products has avoided potential release of more than 250 million metric tons of carbon dioxide into the atmosphere, equal to eliminating the potential emissions from more than 52 million cars per year.

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

Indianapolis — Carrier, which manufactures products under the Carrier, Bryant, Payne and International Comfort Products brand names, announces a price increase effective January 10, 2022 of up to 12% on North American commercial products, up to 10% on residential products, and an average of 4% on HVAC parts and supplies. Select items will be subject to an additional increase.



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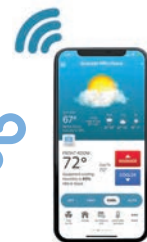
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And That's a Wrap

The 2021 AC Live Conference and Expo is in the books! Texas Air Conditioning Contractors Association (TACCA) staff and board members had a great time meeting and visiting with attendees and vendors at the show. The lake view was beautiful, the light in the exhibit hall welcoming, and the wind, well that was just an added bonus to make walking from the exhibits to the continuing education sessions more interesting.

AC Live by the Numbers

3 TACCA staff members
 8 approved hours for license renewal
 9 great speakers
 11 TACCA board members
 11 continuing education sessions
 11 casino tables
 13 conference sponsors
 21 mph winds – which the NWS classifies as a “fresh breeze”
 32 exhibiting vendor booths
 42 pounds of macaroni and cheese
 67 vendor representatives
 80 attendees
 257+ days of planning



What attendees said:

“Speakers were great and topics were relevant”

“2 thumbs up on planning & execution. Looking fwd to next conference”

“We very much enjoyed this event! Can't wait for the next one!”

“Great program, quality speakers, professionally executed - well done!”

“The conference size was perfect and gave it a small, intimate feel.”



From the TACCA Family to Yours -

*Wishing you safe and
 Happy Holidays and a
 Happy New Year!*



TACCA Greater San Antonio Golf Tournament

TACCA Greater San Antonio held their 32nd Annual Golf Tournament at The Club at Sonterra on Monday November 1. The sold-out event had a lunch, beverages, dinner and awards. The main tournament sponsor was Johnstone Supply.



Closest to the Pin- Lucas O'Brien



Longest Drive Ladies- Andrea Waltisperger



Longest Drive- Travis Edlund-not pictured



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TACCA ACL LIVE

TACCA held their Annual Texas ACL Conference and Expo at the Lakeway Resort and Spa in Austin TX on October 28-29. The two-day event featured Keynote Speaker Clint Swindall and included industry experts Mitch McCuistian, Mike Schaefer, David Squires, Matt Michel, Howard Ahern, Tyson Heaps, William Weatherly and Chris Van Rite. The Conference had a Vendor Exhibit Hall, General Sessions, Industry leading speakers and Break-out sessions. Attendees and vendors also enjoyed a fun Casino Night sponsored by Carrier Enterprise.

TACCA ACL would like to thank the following sponsors: JB Warranties, Schedule Engine, Federated Insurance, Sante Fe Dehumidifiers, Lennox, Entech, Robert Madden/Carrier, CoolCare, Insco, Resideo, Aeroseal, and Fireline HVAC Service for Quickbooks.

Save the date for next year - October 27-28, 2022.



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Morrison Supply Regional Dealer Meeting

Morrison Supply held their Annual Regional Dealer Meeting at TopGolf Fort Worth on Friday November 12th. The event ran from 4-10pm and included drinks, dinner, golf and prizes.



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& Happy
Holidays!

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Vettrus Supply Meet and Greet

Vettrus Supply held a Veteran's Day Meet and Greet at their new location at 9300 Emmett F Lowry Expressway in Texas City on November 11th from 11-1. They had food, drinks and music at the event.



TACCA Greater Houston Board 2022

New members to the TACCA Greater Houston Board of Directors: Troy Behrens-Air Innovations, Janie Garnier-Polar Air Corp, Bob Boyd-Lange Mechanical, Tiffany Torres-Johnstone Supply, Killian Sterling-ACES A/C Supply (not in photo)





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ASHRAE Celebrates Grand Opening of New Global Headquarters Building

Focus on the economic viability of transforming existing buildings into sustainable, resilient & healthy operations

Atlanta – ASHRAE today formally opened its new global headquarters building, following a ribbon cutting ceremony,

attended by its board of directors, top building campaign donors, elected officials and local guests. The Society completed a \$20 million building renovation project intended to prove the economic viability of a fully net-zero-energy (NZE) operation.

“The completion of this project is an important milestone for ASHRAE as a professional society and for the built environment worldwide,” said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. “Our investments in energy efficiency and sustainability will boost innovation within the built environment and inspire others to replicate our headquarters’ project model. Our Society reimagined a pathway forward for existing building stock and is pleased to provide an example of the future of high performance buildings.”

The renovated, 66,700 ft² building, situated on 11 acres of land at 180 Technology Parkway in Peachtree Corners, Georgia, is the culmination of a 10-month project, completed in October 2020, during the height of the COVID-19 pandemic.

“One could make the assertion that constructing a new net-zero-energy building from the ground up would have been much easier than renovating an existing building,” said 2021-22 ASHRAE Treasurer and Former Building Ad Hoc Committee Chair Ginger Scoggins P.E., Fellow ASHRAE, CEM, CxA. “We decided that ASHRAE could make the greatest impact by showing others how to renovate an existing building with net-zero-energy as the focus, using our own standards and guidelines. ASHRAE is making net-zero-energy

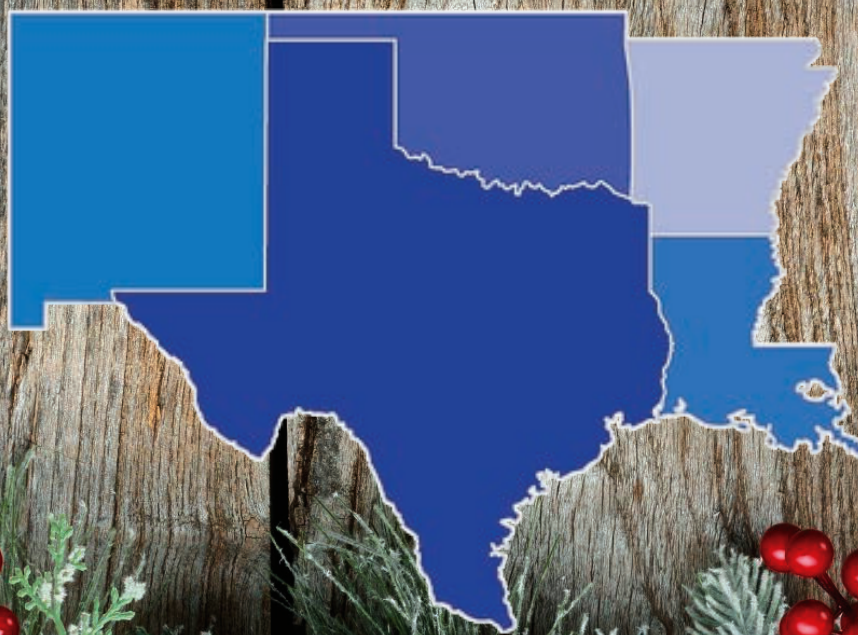
the ‘new norm’ in sustainable design and construction. It has been an honor to lead this historic project.”

The building’s grand opening comes at the conclusion of highly successful building campaign that raised more than \$10.3 million in monetary donations and contributions of equipment and services from multiple ASHRAE members and thirty-three corporate donors. Top corporate building donors NIBE and Cisco were represented at the ceremony.

“When NIBE was presented with the opportunity to be a part of ASHRAE’s new headquarters, it was an easy decision to play a part in the growth and sustainability of the HVACR industry,” said Eric Lindquist, CEO, NIBE Industrier AB. “Our U.S. brands are focused on continued promotion of systems and solutions that provide comfort, affordability, and betterment of the environment. We look forward to the new headquarters and what the future holds.”

“When ASHRAE embarked on creating a workspace that reflected their organization’s vision of advancing human well-being through sustainable technology, Cisco was ALL-IN on partnering,” said Jeremy Witikko, Office of the Chief Technology Officer, Global Industry Business Strategy, Cisco. “Cisco is committed to power an inclusive future for all and were thrilled to be a part of that journey with ASHRAE. Together, let’s continue to build a place where we can meet human needs and protect the planet through technology, our actions, our people and our intentions. An inclusive future starts with a livable planet where people and the environment can thrive together.”

Merry Christmas and Happy New Year!



– Lance
& Kayla

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Learn more about ASHRAE's corporate donors at ashrae.org/newhq.

Although ASHRAE has occupied the building for more than one year, with limited onsite staff presence, the installation of a Photovoltaic (PV) solar array system was completed in October 2021, marking the beginning of the building's operation at fully net-zero-energy performance. The PV system is a combination of three sub-arrays totaling 332kW, mounted on the rooftop and in an unused section of the parking lot.

In addition to the PV system, other innovative approaches incorporated in the building include:

- 18 new skylights and reconfigured window/wall ratio.
- Radiant ceiling panel system: This is used for heating and cooling & dedicated outdoor air system for outdoor air ventilation with enthalpy heat recovery.
- Overhead fresh air distribution system augmented with reversible ceiling fans in the open office areas and displacement distribution in the learning center.
- Six water source-heat pumps (WSHPs): There are four on basement level and two on upper level atrium that will be used to condition these spaces.
- A robust Building Automation System with remote access.
- Demand Control Ventilation (DCV): This will be used for high occupancy spaces in the meeting and learning center.
- On-site electric vehicle charging stations available for guests and staff.



ASHRAE Holds Grand Opening Ribbon Cutting Ceremony to Celebrate Opening of New Global Headquarters Building. (Media approved image of ASHRAE Global Headquarters Grand Opening Ribbon Cutting ceremony on Thursday, November 18, 2021. Additional photos available for download at ashrae.org/new/hq.)

Front Left to Right (with scissors): Jeff Littleton, ASHRAE Executive Vice President; Ginger Scoggins, ASHRAE Treasurer; Klas Dahlberg, Head of Business Area, NIBE Climate Solutions; Mick Schwedler, 2021-22 ASHRAE President, Jeremy Witikko, Office of the Chief Technology Officer, Cisco, Farooq Mehboob, ASHRAE President-Elect, Mike Mason, Mayor of Peachtree Corners; Back Left to Right: Tim McGinn, ASHRAE Building Ad Hoc Committee Member, ASHRAE Presidential Member, Chuck Gullede, Darryl Boyce, ASHRAE Presidential Member, Sheila Hayter, ASHRAE Presidential Member, Blake Ellis, ASHRAE Building Ad Hoc Committee Member, Don Brandt, ASHRAE Building Ad Hoc Committee, Michael Cooper, ASHRAE Building Ad Hoc Committee Member.

In attendance at the ceremony were representatives from the offices of U.S. Senators Jon Ossoff and Raphael Warnock and Congresswoman Carolyn Bourdeaux, along with county and city officials.

"We are very pleased that a professional association of ASHRAE's distinction selected Peachtree Corners as the site of its global headquarters," said Peachtree Corners Mayor Mike Mason. "Technology Park is a natural fit for an organization whose focus mirrors the city's efforts in technology innovation, sustainability and green living."

"The relocation of ASHRAE's global headquarters to Peachtree Corners further supports our goals for business and industry growth," said Nick Masino, President & CEO

of the Gwinnett Chamber. "We are excited to have them in Technology Park and look forward to partnering with one another in the future."

The building renovation project was overseen by ASHRAE's Building Ad Hoc Committee and Technical Advisory Subcommittee comprised of Society volunteers. Partners involved in the design, engineering and construction of the building project include: Houser Walker Architecture, McLennan Design, Integral Group, Collins Project Management, Skanska, Shumate Mechanical and Epsten Group. The PV installation was completed by Creative Solar USA.

Tours of the building took place immediately following the ceremony. The event drew a large virtual audience via Facebook Live, representing a segment of the Society's 51,000 members around the world.

For more information about ASHRAE's global headquarters, please visit ashrae.org/newhq, where you'll find:

- A gallery of official photos and video spotlights
- Case studies, project concepts, plans and referenced documents
- Project teams and corporate donor highlights

Note: All ribbon cutting ceremony attendees were required to provide proof of vaccination or a negative SARS-CoV-2 PCR test taken within 72 hours upon checking in to the event. Masks were required inside of the building. ASHRAE does not endorse the elected officials in attendance at the event or their political views and interests.

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2022 EXAM PREP CLASS SCHEDULE

<u>AUSTIN/ROUND ROCK</u>	<u>RED OAK/DFW (FRI-SAT CLASSES)</u>
February 12-13	February 25-26
May 14-15	May 20-21
Aug 20-21	August 12-13
Nov 19-20	November 11-12

<u>HOUSTON</u>	<u>SAN ANTONIO</u>
March 19-20	January 15-16
June 11-12	April 23-24
September 17-18	July 16-17
December 10-11	October 22-23

Classes are held 8am-5pm each day and are limited to 20 students. Visit tacca.org/examprep to see a list of books needed for the class.

Only 16 States and D.C. Added Construction Jobs Since Pandemic Began as Build Back Better Bill Threatens to Undermine Sector's Recovery

Texas, Wyoming Have Worst Job Losses Since February 2020, While Utah South Dakota Add the Most; South Carolina and New Hampshire Have Worst One-Month Losses, While Louisiana is the Top Gainer

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

Only 16 states and the District of Columbia have added construction jobs since just before the start of the pandemic in February 2020, according to a new analysis of federal employment data released today by the Associated General Contractors of America. Association officials noted that prospects for the sector's recovery will be diminished should the House-passed Build Back Better bill become law.

"Although activity picked up in most states in October, construction employment remains below pre-pandemic levels in two out of three states," said Ken Simonson, the association's chief economist. "The record number of job openings shows contractors are eager to hire more workers

but can't find enough qualified applicants."

From February 2020—the month before the pandemic caused projects to be halted or canceled—to last month, construction employment decreased in 33 states, stalled in Hawaii, and increased in only 16 states and D.C. Texas shed the most construction jobs over the period (-46,400 jobs or -5.9 percent), followed by New York (-42,800 jobs, -10.5 percent) and California (-21,300 jobs, -2.3 percent). The largest percentage losses were in Wyoming (-14.0 percent, -3,200 jobs), New York, and Vermont (-9.8 percent, -1,500 jobs),

Utah added the most construction jobs since February 2020 (8,200 jobs, 7.2 percent), followed by North Carolina (7,700 jobs, 3.3 percent), Washington (4,900 jobs, 2.2 percent), and Idaho (4,900 jobs, 8.9 percent). The largest percentage gains were in South Dakota (10.5 percent, 2,500 jobs), Idaho, and Utah.

From September to October construction employment decreased in 14 states, increased in 34 states and D.C., and was unchanged in Alabama and Virginia. South Carolina lost the most construction jobs over the month (-1,900 jobs, -1.7 percent), followed by Missouri (-1,500 jobs,

-1.2 percent). The largest percentage decline was in New Hampshire (-2.2 percent, -600 jobs), followed by Vermont (-2.1 percent, -300 jobs).

Louisiana added the largest number and percentage of construction jobs between September and October (8,200 jobs, 7.1 percent). California was second in construction job gains (7,500 jobs, 0.8%), while West Virginia had the second-highest percentage increase (2.3 percent, 700 jobs).

Association officials cautioned that the Build Back Better measure, which passed in the House earlier today, will undermine the construction sector's recovery. They noted that the measure's tax and labor provisions will stifle investments in construction activity and make it even harder for firms to find qualified workers to hire. They urged Senators to reject the massive new spending bill.

"The last thing Washington should be doing is making it even harder for firms to find projects to build or workers to hire," said Stephen E. Sandherr, the association's chief executive officer. "Yet the hyper-partisan Build Back Better bill will hobble employers with new mandates even as it stifles private sector demand with new taxes and regulations."

Season's Greetings

With sincere thanks for your support throughout the year, we wish you a very happy holiday season and a prosperous New Year!

Ava, Brittany, Sean,
Jake, Steve, Ray,
Duane, Gary, Kelly,
Mace, BJ, John,
James, David, Lenny,
Wes, Jeremy & JoJo



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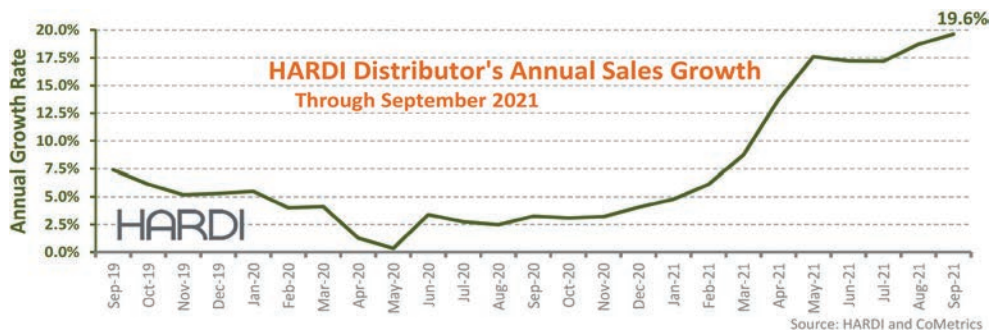
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HARDI

HARDI Distributors Report 21% Percent Revenue Increase in September

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 21% percent during September 2021.

The average annual sales growth for the 12 months through September 2021 is 19.6% percent.



“Demand continued strong through the last month of the 2021 cooling season,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “September was the seventh month this year with sales growth that exceeded 20%. The dollar weighted annual rate is close to the average annual participant’s sales gain of 19.6%. The producer price index for the industry indicates about half this annual sales growth is price increases.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 41 days at the end of September 2021. “The monthly DSO has been trimmed by four to five days since the summer of 2020 and the economic support programs,” said Loftus. “That market benefit or distortion continues.”

The Producer Price Index for Primary Air Conditioning, Forced Air Heating and Refrigeration products has increased by 9.4% through September 2021. “The record sales growth is a result of the stimulus dollars and wealth effect. It has received an extra boost from the record price increases to cover the higher operating costs,” said Loftus. “The median PPI increase across the 10 years pre-pandemic interruption was only 2%.”

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.

HARDI Board Approves Funds for New Legal Defense Fund

Columbus, Ohio — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) Board of Directors approved the restriction of up to \$500,000 of HARDI’s reserve funds to establish a new “Legal Defense Fund” in case litigation is necessary to overturn policies that can have a negative impact on HVACR wholesale-distribution.

Increased federal and state regulations have always affected the HVACR industry and specifically the wholesale-distribution channel, however HARDI has growing concerns about regulators exceeding the statutory authority granted to them by lawmakers. These new legal defense funds may be used in an anticipated lawsuit against the federal government on the new EPA HFC allocation rule that bans single use cylinders and imposes a mandate for QR code tracking on cylinders. The new rule will have an especially adverse impact on HVACR wholesaler-distributors and their customers. The U.S. Department of Energy also recently signaled potential intent to initiate new standards on residential gas furnaces beyond their current statutory authority.

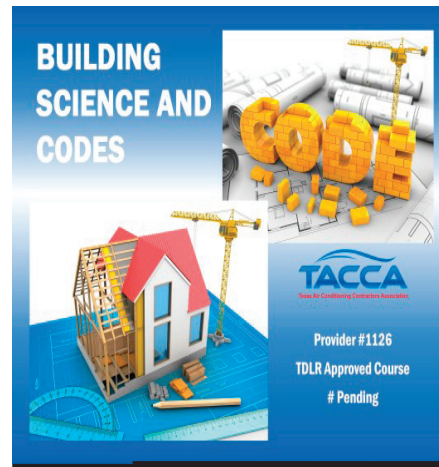
“We are seeing a much different regulatory environment than previous administrations, with so many potential threats to our members we believe it is time to be pro-active in preparing for future litigation to protect HARDI member businesses,” said HARDI CEO, Talbot Gee. “We are proud that we are in a place financially that we can confront immediate issues like this head on and fight for the overall betterment of the HVACR channel and industry. We also want to establish something financially sustainable for additional problems that may arise beyond our immediate future. Methods for voluntary contributions to this legal fund are also being established so our members can individually support our efforts to do everything necessary to protect wholesale-distribution as the channel of choice.” Gee continued.

The fund will be continuously replenished as needed through a combination of voluntary contributions from HARDI members and adjustments to HARDI’s reserves investment policies to ensure the association is always prepared to fight future overreaches by a government authority.

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.



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2022 CLASS SCHEDULE

Abilene	Aug 20	In-person TACCA Members \$159 \$0 Nonmembers \$159
Austin/RR	Jan 22, Apr 2, Jul 16, Nov 12	
Beaumont	Feb 11, Sep 9	
Burleson	Mar 12, Aug 27	
Corpus	Apr 9, Aug 27	
Denton	Oct 1	Online Rates Members \$45 Nonmembers \$59
Harlingen	Apr 23, Oct 1	
Houston	Jan 14, Feb 19, Mar 19, Apr 9, May 14, Jun 11, Jul 16, Aug 13, Sep 17, Oct 15, Nov 19, Dec 3	
Hurst	Jan 15, Feb 26, Mar 26, Apr 9, May 7, Jun 11, Jul 9, Aug 13, Sep 10, Oct 22, Nov 12, Dec 3	
Lubbock	Feb 19, Sep 15	
Mt Pleasant	Feb 11	
San Antonio	Jan 22, May 7, Aug 6	
Waco	Jan 15, Jun 11, Oct 1	

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- ◆ Thermal boundaries,/delivered air/moisture solutions

Texas Law and Rules (required one hour)

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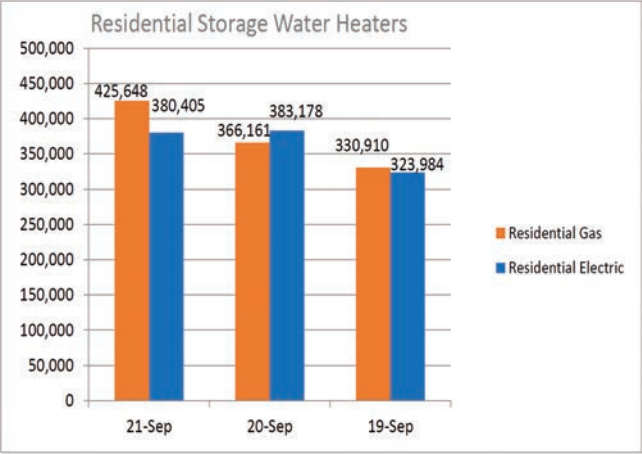


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AHRI Releases September 2021 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for September 2021 increased 16.2 percent, to 425,648 units, up from 366,161 units shipped in September 2020. Residential electric storage water heater shipments decreased 0.7 percent in September 2021 to 380,405 units, down from 383,178 units shipped in September 2020.

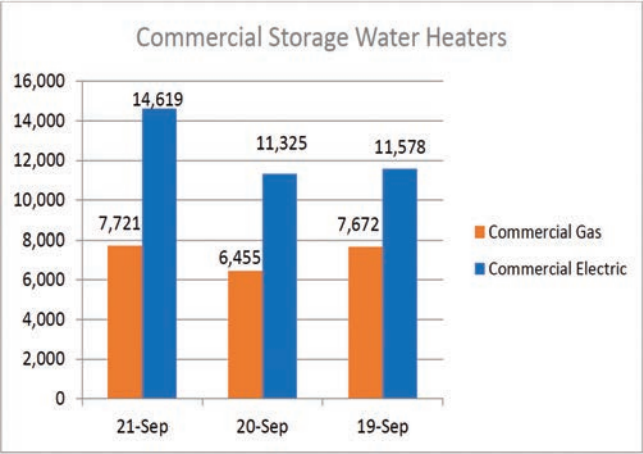


Year-to-date U.S. shipments of residential gas storage water heaters increased 9.2 percent, to 3,687,150 compared to 3,377,667 shipped during that same period in 2020. Residential electric storage water heater shipments increased 6.3 percent year-to-date, to 3,616,615 units, compared to 3,402,457 shipped during the same period in 2020.

Year-to-Date	Sep 21 YTD	Sep 20 YTD	%CHG. (From 2020-2021)	Sep 19 YTD
Residential Storage Gas	3,687,150	3,377,667	+9.2	3,288,163
Residential Storage Electric	3,616,615	3,402,457	+6.3	3,124,601

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 19.6 percent in September 2021, to 7,721 units, up from 6,455 units shipped in September 2020. Commercial electric storage water heater shipments increased 29.1 percent in September 2021, to 14,619 units, up from 11,325 units shipped in September 2020.

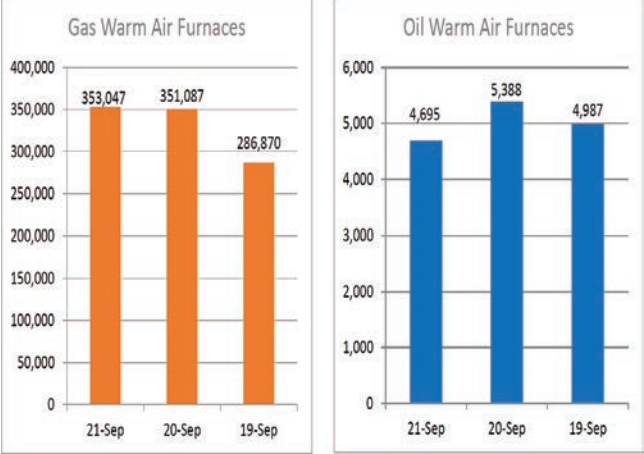


Year-to-date U.S. shipments of commercial gas storage water heaters increased 18.1 percent, to 69,194 units, compared with 58,585 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments increased 11.1 percent, to 116,375 units, up from 104,720 units shipped during the same period in 2020.

Year-to-Date	Sep 21 YTD	Sep 20 YTD	%CHG. (From 2020-2021)	Sep 19 YTD
Commercial Storage Gas	69,194	58,585	+18.1	68,359
Commercial Storage Electric	116,375	104,720	+11.1	114,590


Warm Air Furnaces


U.S. shipments of gas warm air furnaces for September 2021 increased 0.6 percent, to 353,047 units, up from 351,087 units shipped in September 2020. Oil warm air furnace shipments decreased 12.9 percent, to 4,695 units in September 2021, down from 5,388 units shipped in September 2020.



Year-to-date U.S. shipments of gas warm air furnaces increased 30.2 percent, to 3,032,919 units, compared with 2,329,809 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 19.5 percent, to 27,206 units, compared with 22,768 units shipped during the same period in 2020.

Year-to-Date	Sep 21 YTD	Sep 20 YTD	%CHG. (From 2020-2021)	Sep 19 YTD
Gas Warm Air Furnaces	3,032,919	2,329,809	+30.2	2,578,687
Oil Warm Air Furnaces	27,206	22,768	+19.5	26,936

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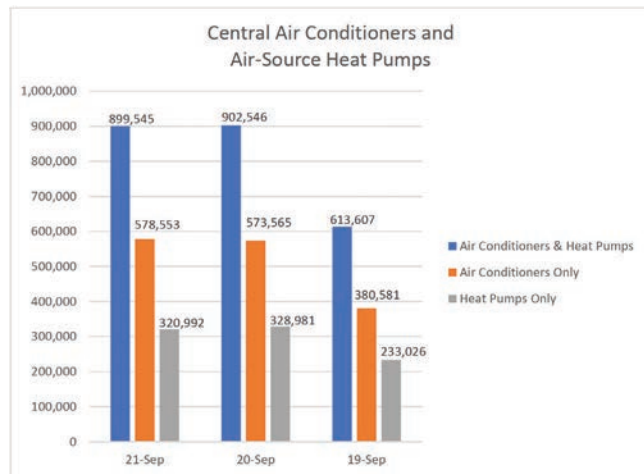

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Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 899,545 units in September 2021, down 0.3 percent from 902,546 units shipped in September 2020. U.S. shipments of air conditioners increased 0.9 percent, to 578,553 units, up from 573,565 units shipped in September 2020. U.S. shipments of air-source heat pumps decreased 2.4 percent, to 320,992 units, down from 328,981 units shipped in September 2020.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 10.5 percent, to 8,111,854 units, up from 7,338,953 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 6.6 percent, to 5,059,384 units, up from 4,744,384 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 17.6 percent, to 3,052,470, up from 2,594,569 units shipped during the same period in 2020.

Year-to-Date	Sep 21 YTD	Sep 20 YTD	%CHG. (From 2020-2021)	Sep 19 YTD
Air Conditioners & Heat Pumps Combined Total	8,111,854	7,338,953	+10.5	6,984,349
Air Conditioners Only	5,059,384	4,744,384	+6.6	4,472,595
Heat Pumps Only	3,052,470	2,594,569	+17.6	2,511,754

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	31,765	-5.5	21,547
16.5-21.9	69,964	-19.5	54,793
22-26.9	178,362	+0.8	111,233
27-32.9	142,025	-3.0	88,703
33-38.9	208,094	+12.6	125,860
39-43.9	67,065	-6.3	47,846
44-53.9	96,649	-3.9	73,900
54-64.9	81,000	+3.5	63,076
65-96.9	8,429	+0.8	9,190
97-134.9	6,572	+6.2	7,098
135-184.9	4,839	+10.8	5,033
185-249.9	1,978	+8.3	2,476
250-319.9	1,432	-0.9	1,471
320-379.9	403	+20.3	364
380-539.9	346	+1.2	364
540-639.9	260	+3.6	228
640-799.9	127	+9.5	146
800.0-899.9	74	+21.3	75
900.0-999.9	60	-14.3	39
1,000.0-1,199.9	32	-39.6	38
1,200.0 & Over	69	+4.5	127
TOTAL	899,545	-0.3	613,607

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.

Size Description (000) BTUH	YTD		
	2021 Total	% Change from 2020	2019 Total
Under 16.5	366,322	+37.6	241,981
16.5-21.9	724,402	+9.2	595,594
22-26.9	1,633,152	+11.8	1,354,281
27-32.9	1,296,721	+8.3	1,108,887
33-38.9	1,745,836	+10.8	1,490,079
39-43.9	606,587	+7.6	540,878
44-53.9	867,229	+7.0	787,045
54-64.9	653,990	+8.6	624,432
65-96.9	77,673	+9.4	86,084
97-134.9	60,127	+14.9	65,985
135-184.9	38,522	+7.9	44,013
185-249.9	16,342	+2.9	19,699
250-319.9	13,978	+10.1	12,590
320-379.9	3,005	-2.3	3,111
380-539.9	2,870	-7.2	3,393
540-639.9	1,974	-19.2	2,414
640 & Over	1,019	-4.8	1,199
800.0-899.9	413	-35.6	616
900.0-999.9	543	-21.4	599
1,000.0-1,199.9	315	-32.5	404
1,200.0 & Over	834	+3.5	1,065
TOTAL	8,111,854	+10.5	6,984,349

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.

TEXAS DEPARTMENT OF LICENSING & REGULATION

Commission Adopts Rules

The Texas Commission of Licensing and Regulation adopted amendments to an existing rule at 16 Texas Administrative Code, Chapter 75, §75.100, regarding the Air Conditioning and Refrigeration Contractors program. The adopted rule amends §75.100 by stating that compliance with Section 210.8(F) of the 2020 NEC is not required until January 1, 2023.

The adoption justification was published in the November 12, 2021, issue of the *Texas Register* (46 TexReg 7782). The updated rule chapter will be made available upon its effective date of November 17, 2021.

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CALENDAR OF EVENTS



2021 DECEMBER TRAINING CALENDAR

For info call Juan Villela at 210-761-3432 or email juan.villela@johnstonesupply.com
It's easy to register! Click on the name of the class you are interested in to open it's registration page.

DATE	DAY	TIME	LOCATION	CLASS	REGISTRATION CODE	ZOOM	PRICE
1-Dec	Wed	8:00am - 5:00pm	Broadway	TDLR CE For License Renewal - Airflow Is Critical Test - Don't Guess	605-115	Y	\$135
7-Dec	Tue	8:30am - 2:00 pm	Uvalde	Goodman / Liberty ComfortBridge HP System & Airflow Settings	605-178	N	\$35
8-Dec	Wed	8:30am - 11:30am	Broadway	NATE CORE EXAM Review - Part 1	605-124	Y	\$265
9-Dec	Thu	8:30am - 11:30am	Broadway	NATE CORE EXAM Review - Part 2	605-124	Y	Incl.
10-Dec	Fri	8:30am - 11:30am	Broadway	NATE CORE EXAM Review - Part 3	605-124	Y	Incl.
14-Dec	Tue	8:30am - 12:30pm	Broadway	NATE CORE EXAM	605-101	N	\$185
15-Dec	Wed	8:00am - 4:30pm	Broadway	ESCO EPA Section 608 Review & Exam	605-101	N	\$175
15-Dec	Wed	1:30pm - 4:30pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	N	\$95
16-Dec	Thu	8:00am - 10:30am	Broadway	Electric Air Handler & Heat Pumps - Codes, Installation & Startup	605-161	N	\$35

We recommend customers follow Covid-19 Safety Guidelines.
Please **do not attend if you are sick, coughing, sneezing or running a fever.**
Classes are limited to **15** persons for your protection as well as other attendees & employees.
WE RECOMMEND ALL ATTENDEES WEAR MASKS AT ALL TIMES DURING TRAINING.

San Antonio—Broadway 9311 Broadway, Suite 200 San Antonio, TX 78217 (210) 829-1934	San Antonio—Alamo Downs 6900 Alamo Downs Pkwy, #140 San Antonio, TX 78238 (210) 680-6500	Lubbock 6039 West 45th Street Lubbock, TX 79407 (806) 792-2493
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Insco’s December
Events Schedule
Training from Insco Academy

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Grapevine

Wednesday, December 1st – Mitsubishi Applications located at our Grapevine Training facility. From 8am – 4pm | FREE
Wednesday, December 15th – Ruud 101: AC & Heat Pumps located at our Grapevine Training Facility. From 8am – 10am | \$25
Wednesday, December 17th – Ruud Next Level: EcoNet Stat and Zoning located at our Grapevine Training Facility. From 8am – 12pm | \$50

Houston

Wednesday, December 8th – Weatherking 101: AC, Gas Furnaces and Air Handlers located at our Houston Training Facility from 8am – 12pm | \$50

Free Online Classes

Friday, December 3rd – Ruud Next Level: Inverter Systems from 10am – 11am.

February 10th | San Antonio Shrine Auditorium
visit www.taccagreatersanantonio.org to register

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Always use with time delay relay to prevent short cycling.

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

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

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

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

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



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

6. QB1: My product

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



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

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



For questions or comments: mikesears061@gmail.com
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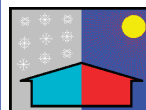
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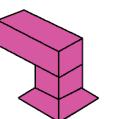
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