



Johnson Supply Customer Appreciation Days



Pictures on page B5.

Johnson Controls at the 2022 AHR Expo



Insco Sales Awards 2022



Pictures and story on page 22.

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, will address the worldwide HVAC industry's top challenges with an array of new products and solutions at the 2022 AHR Expo (booth C1336) Jan. 31 through Feb. 2 at the Las Vegas Convention Center. The Johnson Controls exhibit will focus on the importance of connectivity and innovation to solve today's built-environment challenges, reinforcing its commitment to helping customers reach their energy efficiency and sustainability goals through the latest AI and digital technologies.

Buildings account for an estimated 40% of U.S. emissions. To achieve global decarbonization, it's critical to improve building energy efficiency, deploy more environmentally sustainable products and electrify building end uses like heating. Johnson Controls is committed to driving continual advancements in HVAC technology that enable a more sustainable future while ensuring compliance with government regulations, including the Department of Energy (DOE) 2023 energy efficiency standards and the industry's low-GWP refrigerant transition.

The new 15-ton Johnson

Controls Choice Rooftop Unit with a heat pump feature and the YORK® HMH7 17 SEER Horizontal Discharge Heat Pump, which are already DOE 2023 compliant, will be featured at AHR, along with other high-efficiency systems and a broad portfolio of building products, technologies, software and services designed to support digital transformation, sustainability, healthy buildings and security.

The latest in Johnson Controls building automation and controls technology is designed to digitally transform environments in support of occupant health, safety and comfort.

New next-generation, IP-enabled equipment controllers as part of the Metasys and Facility Explorer Building Automation Systems provide highly resilient and flexible building networks.

The Metasys Pandemic

Dashboard uses preprogrammed building sequences to achieve negative pressurization and help convert standard hospital patient rooms into isolation rooms.

• New features in the TEC3000 Series Thermostat allow configuration of epidemic control ventilation mode and critical environment controls – like touchscreen monitors and Venturi air valves – and manage room pressurization, air changes, temperature and relative humidity.

Cutting-edge OpenBlue digital solutions harness data collected from the building automation and controls solutions, delivering valuable, actionable insights.

• OpenBlue Enterprise Manager proactively analyzes building data across an enterprise and leverages industry-first AI to optimize for sustainability, comfort and maintenance costs.

SEE JOHNSON PG.2

RSES Cowtown Chapter



The RSES Cowtown Chapter (Forth Worth) recently installed their new officers for 2022. They are from left to right: Alfredo Delgado, Sgt. at Arms, Jill Malone, Secretary/Treasurer, Jim Malone, CMS VP, David Gabrielson, President, W.D "Mac" MacCarthy, CM, Education Chairman

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- OpenBlue Companion provides a next generation, in-building experience for tenants and visitors, improving occupant engagement and productivity.

- OpenBlue Central Utility Plant monitors thousands of variables from buildings’ connected equipment and external sources, such as weather forecasts and utility rates, and sends commands to turn equipment on and off, or adjust control setpoints in real time to minimize energy costs.

- Smart Connected Chillers enables remote monitoring and digital-enabled service – from anywhere – to predict when a chiller needs service, increasing uptime and reliability.

More product highlights include:

Johnson Controls will unveil an evolutionary development of the award-winning YORK® YVAA Variable-Speed Drive Screw Chiller. This proven performer has been redefined to meet the sustainability needs of today and the foreseeable future.

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Implementation of advanced technologies results in higher operating efficiencies, optimization of part-load performance, greater flexibility and improved reliability – all in a smaller footprint.

The YORK® Mission Critical Horizontal Computer Room Air Handler (YORK MCH CRAH) was designed through close collaboration with data center stakeholders to meet the unique cooling requirements of these incredibly demanding facilities, while engineered for the high-performance needs of each application.

Johnson Controls Hitachi (booth C1340) will showcase its legacy of innovation, including products and systems that serve commercial, light commercial and residential customers. Among its highlights will be FrostWash™, a new technology that eliminates 99% of bacteria, 95% of mold and 99% of virus from the unit interior.

To learn more, visit Johnson Controls at the AHR Expo at booth C1336 or go to <https://www.johnsoncontrols.com/ahr>.

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Energia™ Turns School District Energy Liabilities into Educational Assets

ECG Group Rebrands as Energia; Helps School Districts and Municipalities Obtain Facility Improvements Funded by Guaranteed Energy Savings

Smithtown, NY – School districts across America are under pressure to achieve the highest level of operation, administration and educational success while facing rising energy and facilities maintenance costs that are largely beyond their control. Energia™ (www.energiasaves.com), an Energy Finance Solutions Provider for School Districts and Municipalities, helps to rein in these costs and convert them into funding for proactive facility improvements and energy-saving capital improvements – including new windows, lighting, HVAC equipment or solar energy – without generating out-of-pocket expenses or requiring district referendums. More details about how Energia leads energy-savings projects for school districts and municipalities can be found at energiasaves.com.

Over nearly a quarter of a century, Energia has completed more than 125 successful energy savings projects ranging from roofing to combined heating and power initiatives. It has managed over \$1 Billion in energy performance projects, resulting in more than \$56 million in annual energy savings which school districts have been able to apply toward their facility improvements.

“We selected a new name and relaunched

our brand to better reflect our passion, direction and recent expansion into new markets,” says Kendra McQuilton, Energia CEO. “Energia expresses movement and direction; in Latin it means energy and efficiency. Our new name better reflects the bold new directions and aspirations we have for the company and the school and municipal communities we serve.”

According to the Better Building Initiative of the Department of Energy, K-12 school districts spend nearly \$8 billion annually on energy costs. A combination of aging facilities and limited school budgets have resulted in deferred facilities maintenance totaling an estimated \$270 billion price tag for eventual infrastructure repairs.

Energia empowers school districts and municipalities to transform their escalating energy costs into educational facility improvements that provide long-lasting impact for the entire school community. The Energia team helps school districts uncover and unlock trapped energy funds and convert legacy, energy-inefficient facilities into cost-efficient, world-class educational environments. Energia has become the trusted advisor and advocate for understanding, explaining and managing complex energy-savings initiatives,

energy retrofits and energy performance contract programs.

A Proven Process for Energy-Savings Success

Energia leads the country in driving successful school Energy Performance Contract (EPC) projects. Using its Energia Proven Process for Energy-Savings Success™, Energia manages the complex ecosystem of energy project financing, energy services companies (ESCOs), compliance with energy performance contract statutes, state and federal funding, and utility rebates. This seven-step process delivers critical information and a detailed roadmap for achieving project success, making Energia the best choice to manage complex energy-savings projects.

Since its founding in 1998 as ECG Group, the company has leveraged decades of experience to ensure school districts and municipalities receive the guaranteed maximum energy savings for their projects.

Expansion to Serve New Markets

To better serve the expanding market of school districts and municipalities fed up with rising energy costs and deteriorating facilities, Energia has taken a series of bold steps, including expanding into new regions.

The company currently serves school districts and municipalities in New York, New Jersey, Connecticut, Pennsylvania, Massachusetts and North Carolina. It is expanding its reach to include Florida, Georgia, Illinois, Ohio, Virginia and Texas. To help steer its expansion, the company hired Kendley Davenport as Chief Development Officer and Deborah Jerome as Marketing Specialist, and it enlisted an outside agency to support its brand marketing efforts.

About Energia

Energia, an Energy Finance Solutions Provider for School Districts and Municipalities, turns school district energy liabilities into educational assets. Energia (formerly The ECG Group) empowers school districts nationwide to unlock trapped energy funds and convert energy-inefficient facilities into world-class educational environments – without generating out-of-pocket expenses or requiring district referendums. Energia is a trusted advisor and advocate for understanding, explaining and managing the complex school district energy-savings eco-system. Energia ensures school districts can be confident in their energy-saving initiatives. For more information, visit www.energiasaves.com

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Product News

Fujitsu Introduces Airzone Dampers for Ducted Mini-Split and VRF Systems

Fujitsu General America, Inc., has released Airzone system, an intelligent, communicating zoning system for ducted mini-split and VRF heat pump and heat recovery systems.

With modulating dampers and smart controllers, the Airzone system is available with wireless or wired communication. Engineers and installers can integrate additional ductless or ducted systems for full system control.

All Airzone dampers and optional zone modules are connected by a 4-wire cable which provides power and communication. Dampers are positioned to provide optimum airflow into a zone based upon demand monitored through zone controllers. The indoor unit fan is adjusted to instantaneously meet the

demand of all calling zones.

A Fujitsu system equipped with Airzone supplies optimal airflow and ideal temperature for each zone, reducing excess equipment capacity and maximizes efficiency. The modulating damper system allows single zone heat pumps to provide heating and cooling to more than one ducted zone. The modulating Airzone dampers and proportional fan control eliminate the need for a bypass duct.

A variety of damper sizes (six to 14 inches) and controllers allow for a wide range of applications. The Airzone system control can monitor up to 10 individual zones, each with adjustable minimum and maximum damper positions.

For more info, please visit www.FujitsuGeneral.com

If You Want to Grow, You Have to Let Go

For most of us, starting a business meant learning lots of new skills. I wanted to do marketing strategy, but I had to learn to do bookkeeping and payroll, fill out forms and pay taxes. I learned to use software programs and how to set up computer networks and telephone systems. Then came lessons in how to evaluate business insurance programs and what to do when there is a strange smell underneath the house that was home to my company.

It is good to know how to do all those things, but there is no way to grow my business if I spend my time doing all those things every day. The smart business strategy is to let go of some of these tasks so I could spend more time on things which added real value to the business.

In some cases, I hired people with specific expertise,

like Jenna my graphic designer. I know enough about what she is doing to give input, but she is much better at those tasks than I will ever be. The result is we have more bandwidth to do projects and the client gets a better product.

In other instances, I outsource the services. Sure, I could do payroll, taxes, and IT support, but it really isn't the best use of my time. Let's face it, I don't do those things regularly enough to be good at them, so the risk of a mistake is fairly high. Avoiding just one tax penalty or a half day of downtime due to computer failure more than covers the cost of the monthly service fee.

If you are still juggling all the balls in your business, ask yourself what the most profitable use of your time is. Is it making sales calls, working on something for

a client or running letters to the post office? Make a list of all the things you do which really add to your bottom line. How much time do you spend doing those things? Next, make a list of all the other things you do which take you away from revenue generating activities. Look for things on the list which can be delegated or eliminated. Just think about how much more time you would have for revenue producing activities if you crossed even one task off our list.

If you are like most business owners, you already know what you need to do. Every day you let the "good" (things that sound important) get in the way of the "great" (things that really move your business forward) is one more day you put off really growing your business. It's time to trust and pay others to do the



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.

things which have to get done to keep the business running. You must make investments, but that is part of running a business.

What will you cross off your list today?

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Product News

American Standard Heating & Air Conditioning and Trane Residential Join Global Connected Device Manufacturers to Form Home Connectivity Alliance

Organization aims to foster innovation and provide consumers with safer, simpler and more interoperable options for HVAC and other long-life appliances and systems in their connected home ecosystem

Davidson, N.C. – Trane Residential (Trane) and American Standard Heating & Air Conditioning (American Standard), two leading residential HVAC brands, today announced the launch of the Home Connectivity Alliance (HCA) with global manufacturers Arcelik, The Electrolux Group, Haier, GE Appliances and Samsung Electronics (Samsung) at Samsung's pre-show Keynote address at the 2022 Consumer Electronics Show (CES). HCA will provide consumers with safer, simpler and more interoperable options for their larger investment, long-life connected appliances and systems, focusing on HVACs, TVs and appliances. Katherine Shin, Secretary at Home Connectivity Alliance and Vice President of Customer Experience for the Residential HVAC and Supply business at Trane Technologies, joined the CES Keynote to discuss Trane's involvement as a founding alliance member and HCA's collective commitment to building a more intuitive and seamless smart home experience.

Through HCA, Trane and American Standard along with other founding alliance members will set out to develop guidelines for Cloud-to-Cloud interoperability across long-life appliances and systems like HVAC that consumers use and rely on every day. The alliance's efforts support compatibility across multiple manufacturers to provide consumers flexibility in purchasing multiple brand appliances and systems that will work together without being locked into a single platform or sacrificing privacy and data protection. HCA also aims to make consumer data more accessible to drive insights consumers can act on immediately that result in real savings and efficiencies.

"At Trane and American Standard, we continue to innovate and design residential HVAC systems and devices that are integral to the home," says Shin. "For instance, our smart thermostats can automatically adjust temperature settings based on whether homeowners are at home or away or homeowners can adjust the temperature

via the convenient app. Alternatively, they can grant our independent dealers access to remotely diagnose HVAC problems and order replacement parts in advance of an on-site visit. These smart home features offer both homeowners and dealers an invaluable layer of convenience and can reduce homeowner energy consumption and utility expenses while saving the homeowner and dealer time. However, our smart products and many other long-life systems on the market today collect a profound amount of data that must be utilized in a secure environment or otherwise risk consumer satisfaction and trust. Forming this alliance allows us to be the collective voice for home electronics data privacy, where we will agree upon industry standards to protect our consumers' data so that manufacturers like us can provide even more energy-efficient products that build a more sustainable future."

HCA invites other connected device manufacturers to join, as members will have the opportunity to innovate, influence industry

trends, share expertise across peers and become leaders in expanding the connected home ecosystem and in delivering simple and elegant consumer experiences. By collaborating with other standards organizations and governing entities, HCA will foster fair competition and drive innovation to provide consumers with the safest, most feature-rich and interoperable options in their connected home.

"Support from Home Connectivity Alliance member companies like Trane Residential and American Standard Heating and Air Conditioning gives us a strong foundation to deliver results," said Yoon Ho Choi, President of Home Connectivity Alliance. "With first-hand knowledge of appliance manufacturing and an emphasis on consumer data privacy, we are well-equipped to integrate HVACs and other large systems to improve consumers' experience in the home."

To learn more about the Home Connectivity Alliance, membership benefits and how to join, visit www.homeconnectivityalliance.org.



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It's On My Heart: Great company, Great company meeting.

Just got back from a trip back east, where I was asked to be the keynote for a company meeting. This is a meeting this company does each year, where they share where they have been last year, and where they are going this year. I have been here a couple of times, working with the sales team and techs, helping to improve business and morale. They are a company that did over \$8 million last year, going for \$9 this year at a healthy double-digit profit.

So the GM has responsibility for this meeting, it is a big event. The theme is a secret that is unveiled the day of. They meet off-site at a country club, everyone works half day at most, get there around lunch time, runs till 5. Last year the theme was “become an Everyday Hero”, and they had drawings made up of each employee dressed in a

superhero outfit, in their colors, holding an item that they used in their job. The accounting dept had calculators, installers had set of gauges, you see where this is going. The drawings were done by a guy in Brazil, they found him on Fiverr.com, he did an amazing job from 8000 miles away, at a really great price. While I was there, they commissioned him to do another drawing, he turned it out in 2 hours. In fact, he said it was no charge since they had paid him for the 50 or so he did the year before. They went ahead and paid him what they had the year before.

This year we discussed what a theme would be, came up with Commitment. They asked if I had material that demonstrated commitment. I did, and used the story of Sylvester Stallone writing the screen play for Rocky, and then selling it. Great

story, google it or reach out, will share. It was fun to be involved. We all got rocks engraved with the work Commitment on them, along with the company logo.

But here is what really made it a great meeting. They had each department manager deliver a presentation on how that department did last year, and goals for 2022. The install dept did over 600 installs last year, looking to add another set of crews, move to 800 this year. Less duct jobs, more ductless split systems. Looking at using sub-contractors for duct projects, other options. The Service dept shared their numbers, but here is one that stood out. They had a call-back rate of 1.7%. You heard that correct, 1.7%. Amazing job of quality control, and de-briefing, following up on repairs, they got it right.

Sales team got to see their numbers and statistics for

the year, all three guys saw their contribution. They were some of the few that got to see individual numbers. One new concept is they track NSPL (Net Sales per Lead) instead of close rate or average sale. NSPL rewards selling the higher dollar amounts, instead of trying to close everything you see. You could have 1 sale at \$20,000, and 10 leads. Your NSPL is \$2000. Your average sale is \$20,000. Close rate is 10%. Their NSPL was ranging from \$3-5,000.

They have a lady who manages the details, when did you arrive on the job, how long did it take, when did you last do service on your truck, all the things that contribute to a department running well. They reward on time arrival to the job if you do it consistently, a week at a time.

SEE HINSHAW PG.13



Jim Hinshaw

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

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.

Memberships start at \$50/month, where you can get access to a download center with thousands of pieces of collateral to improve business. We also have a best practices level, to improve financial performance and scale the business, or help owners set up a successful exit strategy, on their timeline.

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!

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2/22/2022**

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HINSHAW con't

They have a wall in the training room with small logo stickers with names on them, awarded when someone does anything above the call of duty. Got the idea from football, with stickers on the helmets for great plays. They elect a top performer from all employees, voted by their peers. Secret ballots and all, announced at the meeting. They do a lot to improve culture, make it a fun place to work.

At the meeting they also have a lot of awards and prizes. Awards go to individuals who are voted by their co-workers or management for doing an amazing thing. One who was singled out took a package of treats to a widow who had pets she really loved, she dropped them off one evening. She has pets herself, knows how special they are. The prizes ranged from gift

cards to Apple products, to an all-expense vacation: airfare, hotel and meal money. Lots of nifty gifts.

My question to you is simple: does your entire team know how they did last year, and what is required this year? Each department saw the numbers and understood how important it is to be on time, do what is needed, and think of how to do more next year. Installs, service calls, maintenance agreements (sold and run), collections, sales, everyone walked out of the meeting with a real grasp of how the company did and what is the goal for this year.

Set some time aside to share the results and goals with your employees, make sure they understand how important they are to the finished products you deliver to the market. Thanks for listening, we'll talk later.

Product News

Bosch Thermotechnology Debuts New Solutions at AHR Expo 2022

Bosch's exhibitor booth will feature three new HVAC solutions, soon-to-be available in 2022

Watertown, Mass. - Bosch Thermotechnology, a leading global source of high-quality heating, cooling, and hot water systems, today announced the lineup of products that will be featured at its 2022 AHR Expo booth #N9717. Debuting at the Bosch booth are two new versions within the IDS Family, IDS Premium Connected and IDS Light, and the third generation of the Climate 5000 ductless system mini-split heat pump. All three products are set to become available to the market in the first half of 2022.

"By expanding the Inverter Ducted Split (IDS) Family to include two additional versions by summer 2022, Bosch aims to extend accessibility to high-quality systems and boost

connectivity," said Goncalo Costa, Director of the AC Regional Business Unit at Bosch Thermotechnology. "We are excited to unveil the new game-changing IDS Light, the only 15-SEER inverter compressor solution on the market. It provides the comfort you expect from an IDS system at a more standard efficiency level and lower price point."

The IDS Premium Connected provides the same high-quality comfort as the IDS Premium but also includes connected technology through a mobile app. The connected system was developed after extensive market research as a solution for the pain points that contractors and homeowners experience and offers installation guidance, remote

monitoring, troubleshooting, easy warranty registration, and monthly energy usage monitoring.

As the market demand for ductless mini-splits continues to grow, Bosch will also showcase its newest mini-split heat pump, the Climate 5000 3.0. The highly efficient system provides ample residential heating and cooling up to 60,000 Btuh for single-zone and up to 48,000 Btuh for multi-zone applications. This inverter-driven heat pump is available in indoor and outdoor models and provides both regular and high heat solutions to suit any home. Additionally, it offers enhanced energy efficiency of up to a 28 SEER rating, which is a 6 point improvement from the 2.0 system, and improved

humidity control.

Additional high quality heating and cooling solutions for both residential and commercial spaces to be featured at the Bosch booth include:

- QV (Commercial) and WQ (Residential) Heat Pumps
- Singular Combi Boiler Series
- Bosch Connected Controls – BCC100, BCC50
- Inverter Ducted Packaged System
- Buderus SSB with Low Loss Header
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- Greentherm 9000

For more information about Bosch Thermotechnology and our participation at AHR Expo 2022, visit <https://www.boschheatingcooling.com/ahr2022>.

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Construction Firms Foresee Growing Demand for Most Types of Projects, as 74 Percent of Firms Plan to Hire in 2022 Despite Supply Chain and Labor Challenges

New Industry Outlook Shows Contractors Expect a Boost from the Bipartisan Infrastructure Bill and Broad-Based Private-Sector Demand, Except for Retail and Office Construction, If They Can Find Workers and Materials

Construction contractors expect increasing demand for numerous types of projects in 2022 despite ongoing supply chain and labor challenges, as most firms plan to add workers this year, according to survey results released today by the Associated General Contractors of America and Sage. The findings are detailed in *Expecting Growth While Coping with the Lingering Impacts of the Pandemic: The 2022 Construction Hiring & Business Outlook*.

“Contractors are, overall, very optimistic about the outlook for the construction industry in 2022,” said Stephen E. Sandherr, the association’s chief executive officer. “While contractors face challenges this year, most of those will be centered on the need to keep pace with growing demand for construction projects.”

The percentage of respondents who expect a market segment to expand exceeds the percentage who expect it to contract – known as the net reading – in 15 of the 17 categories of projects included in the survey. Contractors are most optimistic about the market for highway and bridge construction, which has a net reading of positive 57 percent. They are similarly optimistic about transit, rail

and airports projects, with a net reading of 51 percent, and water and sewer projects, with a net reading of 50 percent.

These segments all stand to see increased federal investments because of the recently passed Bipartisan Infrastructure bill. Contractors are also upbeat about demand for federal construction projects, with a net reading of 37 percent, and power construction, with a net reading of 29 percent.

The highest expectations among predominantly private-sector categories, with a net reading of 41 percent each, are for warehouses and other healthcare facilities, which includes clinics, testing facilities and medical labs. The outlook for hospital construction is also strong, with a net reading of 38 percent.

Contractors were also optimistic about multifamily residential construction, with a net reading of 32 percent, and manufacturing construction, with a net reading of 27 percent. Expectations were more subdued, however, for public buildings, with a net reading of 20 percent; kindergarten through 12th grade school construction, with a net reading of 19 percent; higher education facilities, with a 16 percent

net reading; and lodging, with a 6 percent net reading. Only two categories received negative net readings, both of -8 percent: retail and private office construction.

Optimism about growing demand for many types of construction projects is leading many firms to plan to hire workers this year. Seventy-four percent of respondents expect their firms will expand headcount in 2022, compared to just 9 percent that who expect a decrease. Forty-seven percent of firms expect to increase their headcount by 10 percent or less. However, 22 percent say their headcount will grow by 11 to 25 percent and 5 percent anticipate an increase of more than 25 percent.

Adding those workers will be a challenge, however. An overwhelming 83 percent report they are having a hard time filling some or all salaried or hourly craft positions, compared to only 8 percent who say they are having no difficulty. And three-fourths of respondents say it will continue to be hard to hire or will become harder to hire this year.

The pandemic continues to impact the construction industry, association officials noted. Eighty-four percent of respondents report costs have been higher than anticipated, while 72 percent say projects have taken longer than anticipated because of the pandemic. As a result, 69 percent have put higher prices into bids or contracts, while 44 percent have specified longer completion times.

Supply chain bottlenecks are also impacting construction. Only 10 percent of firms report they have not had any significant supply chain problems. Sixty-one percent have turned to alternative suppliers for materials and 48 percent have specified alternative materials or products.

Rising construction costs and slowing schedules have contributed to a significant number of project delays and cancellations. Forty-six percent of contractors report having a project delayed in 2021 but rescheduled, while 32 percent had a project postponed or canceled that has not been rescheduled.

“The last two years have become increasingly unpredictable, due in large part to the coronavirus and public officials’ varied reactions to it,” said Ken Simonson, the association’s chief economist. “But, assuming current trends hold, 2022 should be a relatively strong year for the construction industry.”

Officials with Sage noted that firms are being more strategic about information technology as they try to remain competitive in the current environment. Sixty-one percent of contractors indicate they currently have a formal IT plan that supports business objectives. An additional 7 percent plan to create a formal plan in 2022.

“Amid the challenges the industry faces, technology plays an essential role in keeping teams connected and projects moving,” said Dustin Stephens, vice president of Construction and Real Estate, Sage. “The past few years have highlighted just how crucial mobile and cloud-based solutions are, and we will continue to see these technologies play an integral role in helping construction firms bounce back.”

Stephens added that most firms plan to keep their technology investment about the same as last year. When asked whether they planned to increase or decrease investment or stay the same in 15 different types of technologies, the majority of respondents – ranging between 69 and 89 percent – said their investments would remain the same.

Association officials urged public officials to take steps to help the industry recover in 2022 and avoid measures that will undermine the sector. They noted that the Biden administration’s vaccine mandates will prompt many vaccine-hesitant workers to leave the relatively few employers covered by the orders and move to smaller firms that are not covered by the rule and employ over 60 percent of the industry’s workforce.

“Given how many firms are currently looking to hire, many vaccine-hesitant workers will be able to switch jobs instead of taking a shot they have already resisted for over a year,” Sandherr said. He added that the administration’s plans to increase tariffs on Canadian lumber and maintain existing ones on other key construction materials will make it harder for firms to accurately bid upcoming projects and complete them on schedule.

Sandherr said the association will continue to push for new federal investments in workforce development and make sure Congress keeps its promise to boost funds for infrastructure. He added the association would continue to encourage construction workers to get vaccinated, and is planning to release new Spanish-language public service ads on the subject later this month to accompany a series of ads encouraging vaccinations AGC released last year.

“Our ultimate goal is to make sure that contractors’ optimistic outlook for 2022 becomes a reality,” Sandherr said.

The Outlook was based on survey results from more than 1,000 firms from all 50 states and the District of Columbia. Varying numbers responded to each question. Contractors of every size answered over 20 questions about their hiring, workforce, business and information technology plans. Click here for *Expecting Growth While Coping with the Lingering Impacts of the Pandemic: The 2022 Construction Hiring & Business Outlook*.



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TSBPE Signs Reciprocal License Agreement with Louisiana

Louisiana Journeymen with Gasfitter Licensees in Good Standing are Now Eligible to Obtain the Equivalent License in Texas, No Exam Required

Austin, Texas – The Texas State Board of Plumbing Examiners (TSBPE) has completed an agreement with The State Plumbing Board of Louisiana (SPBLA) that allows Journeymen Plumbers from both states to register for a reciprocal license without an additional examination requirement. The new reciprocal license policy will increase the availability of skilled, licensed plumbers on both sides of the 130-mile border that divides the two Gulf Coast neighbors.

Reciprocal licensing, a long-requested licensure option in the plumbing community, has proven difficult for agencies to implement due to state-to-state variations in license requirements. “The plumbing skillset and licensing requirements in Louisiana are substantially equivalent to ours here

in Texas,” said TSBPE Board Chair Frank S. Denton, “this agreement makes good sense for both states.”

Extreme weather events like Hurricane Ida and the deep freeze that hit Texas in early 2021 highlight the unique way in which both states will benefit from a streamlined out-of-state license registration and approval process.

This arrangement is as much a message of support to working plumbers as it is a net positive for plumbing companies in either state who will now have more options when hiring a licensed plumber. Ultimately, the consumer stands to benefit most from the landmark deal; both agencies expect it to significantly increase the availability of trained plumbing professionals across the Gulf Coast and beyond.

Arlington Heights, Ill– This December, Brynn Cooksey, CMS, RCT became an Entrepreneur-in-Residence at Washtenaw Community College in Ann Arbor, MI. Cooksey, an adjunct professor at the college, will be offering coaching as an Entrepreneur-In-Residence (EIR) for the HVAC/R Entrepreneurship Partnership Pipeline Program through the school. The program was designed to help those in the community learn how to operate their own HVACR business or become a contractor in the field.

“We’re thrilled to be launching this new program,” said Entrepreneurship Center Director Kristin Gapske. “Brynn is the perfect person to be a coach for the HVAC/R Pipeline Program. Because he is both an instructor at the college and a small business owner he has this wealth of knowledge that he can give to others. He knows the industry inside and out and we are very happy to have him on board.”

RSES Board Member Spearheads HVACR Pipeline Program

Cooksey started his career young, working as an employee at his family’s business. currently owns Air Doctors Heating and Cooling based out of Detroit, MI. Over the years he has served as adjunct HVACR instructor with various community colleges and technical schools in Southeast Michigan.

Serving on the RSES Board of Directors for Regions 8 and 11, he has been instrumental in bringing HVACR training and education to everyone he meets. He also serves on the RSES Education and Examining Board (E&E) giving his expertise in training books and articles that run in RSES Journal. HVACR education is very important to him as he utilizes the RSES Certificate Master (CM) program for all of his apprentices.

“The program allows members of the community, they don’t have to be students, to set-up an appointment with me to talk one-on-one for an hour about how to open up their own HVACR business,” explained

Cooksey. “It’s a nice, intimate way for people in the area to utilize small business owners and entrepreneurs to learn about the industry.”

As part of the program, Washtenaw Community College will be offering a sponsored RSES Service Application Manual (SAM) Chapter called “Small Business Start-Ups” which will be available on their website. RSES is proud to partner with the college to help increase awareness of the HVACR trade.

The college is also hosting an HVACR Boot Camp for students on Feb. 24, 2022 that will bring in multiple speakers and business owners from the industry. The event will teach attendees about time management, pricing, legal considerations, marketing, networking for professional development, sales and other aspects of running your own business.

To learn more about the program, visit www.wccnet.edu.

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Carrier Announces Totaline Universal Parts and Supplies are Now Available to ICP Distributors

Indianapolis — Carrier announced today that it will make all Totaline universal aftermarket parts and supplies available to International Comfort Products

(ICP) distributors, effective immediately. This recognized brand of aftermarket parts and supplies allows distributors to easily order the parts and supplies they need, as well as access resources to help market and sell them to dealers. 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.

Finding the right parts for each job is critical when it comes to heating, ventilating and air conditioning (HVAC) repairs. Totaline parts and supplies are universal, which means they are compatible with almost any brand of equipment. In addition, Totaline can now be the destination of choice for ICP distributors looking for motors and accessories, electrical components and

accessories, indoor air quality products, semi-hermetic remanufactured compressors, heating and combustion components, tools and diagnostic equipment, even oils, chemicals, cleaners and more.

“We’re pleased to offer Totaline universal aftermarket parts and supplies to our ICP distributors,” said Nick Arch, General Manager, North America HVAC Parts, Carrier.

“Totaline parts provide the quality and breadth of offering that will help ICP distributors and their dealers be prepared for any HVAC job.”

With Totaline aftermarket parts and supplies, ICP distributors will have access to improved availability for even hard-to-find parts, an expanded line-up of available parts and supplies, improved ordering experience and expanded marketing and training resources.

To learn more about Totaline aftermarket parts and supplies, visit: www.fasthvacrparts.com/.

Rheem® Announces Retirement Of John Fitzgerald, Promotion Of Chee Wee Gan

Rheem® has announced the retirement of John Fitzgerald from his role as Executive Vice President of Operations. “Fitz” joined Rheem in 2016 and brought more than 30 years of diverse experience from several industries.

Fitz led many different teams and functions throughout his career at Rheem. His vision and leadership in Brand Strategy, Enterprise Marketing and Sports Marketing had a significant impact on Rheem’s brand awareness. He also oversaw business-critical functions including IT, Advanced Technology Integration, Controls Engineering, Procurement and Supply Chain Management, and Corporate Quality.

“Fitz’s contributions to Rheem have been many, but he is perhaps most passionate about launching Rheem’s ‘A Greater Degree of Good’ global sustainability initiative in 2019,” said Chris Peel, President and CEO at Rheem. “The initiative became embedded into Rheem’s culture worldwide and changed how our company develops, manufactures, sells and supports our products.”

“I absolutely consider myself fortunate to have had the ability to work on Rheem’s sustainability program,” said Fitz. “My Native American heritage has helped form many of my viewpoints and priorities that influenced my efforts. My tribe

has always believed that all things in nature have their own ‘essence’ of life. This belief clearly was tied to my passion for our ‘zero waste to landfill’ and greenhouse gas reduction goals.”


Fitz said that “circularity,” a key Penobscot philosophy, has influenced his viewpoints.


“This circular tendency was pivotal to our sustainability program, as you think about recycling initiatives and lifecycle analysis programs,” Fitz explained. “We are trying to understand the impact of activities and products from their raw materials through the disposition at the end of its life.”

Rheem also announced the promotion of Chee Wee Gan to a new role as Senior Vice President, Strategy and Sustainability. Chee Wee joined Rheem in 2018 and will continue to drive global strategic planning for the organization while advancing global brand and sustainability initiatives. Additionally, he will continue spearheading Rheem’s global licensing strategic initiatives in his expanded role.

Rheem’s sustainability initiative is on pace to meet or exceed 2025 goals, designed to coincide with the company’s 100th anniversary.

Fitz’s retirement became official January 1, 2022. He has planned a series of outdoor adventures such as climbing, rafting and hiking in destinations including Alaska, Utah, Colorado and Oregon.


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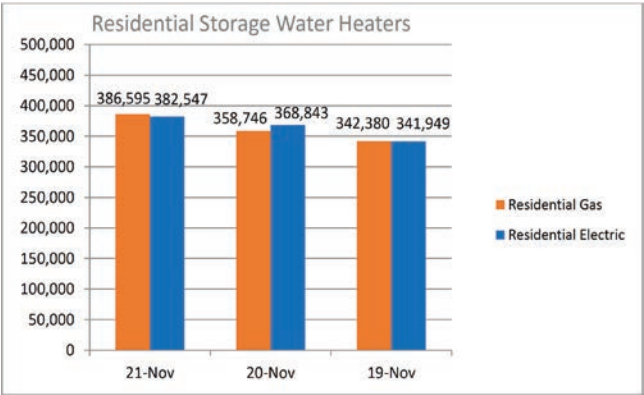
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AHRI Releases November 2021 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for November 2021 increased 7.8 percent, to 386,595 units, up from 358,746 units shipped in November 2020. Residential electric storage water heater shipments increased 3.7 percent in November 2021 to 382,547 units, up from 368,843 units shipped in November 2020.

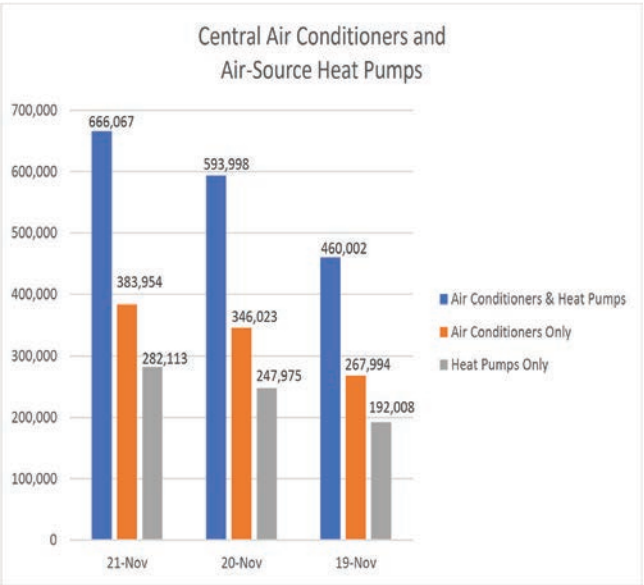


Year-to-date U.S. shipments of residential gas storage water heaters increased 8.5 percent, to 4,517,577 compared to 4,162,667 shipped during that same period in 2020. Residential electric storage water heater shipments increased 5.9 percent year-to-date, to 4,460,115 units, compared to 4,212,512 shipped during the same period in 2020.

Year-to-Date	Nov 21 YTD	Nov 20 YTD	%CHG. (From 2020-2021)	Nov 19 YTD
Residential Storage Gas	4,517,577	4,162,667	+8.5	3,971,353
Residential Storage Electric	4,460,115	4,212,512	+5.9	3,818,316

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 666,067 units in November 2021, up 12.1 percent from 593,998 units shipped in November 2020. U.S. shipments of air conditioners increased 11.0 percent, to 383,954 units, up from 346,023 units shipped in November 2020. U.S. shipments of air-source heat pumps increased 13.8 percent, to 282,113 units, up from 247,975 units shipped in November 2020.

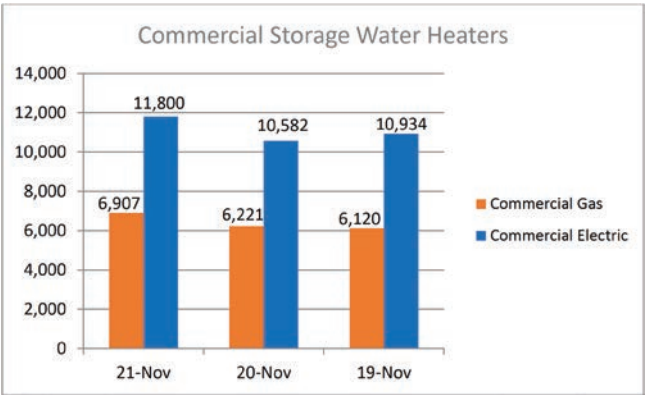


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 9.2 percent, to 9,569,242 units, up from 8,764,619 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 6.1 percent, to 5,930,089 units, up from 5,588,393 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 14.6 percent, to 3,639,153, up from 3,176,226 units shipped during the same period in 2020.

	Nov 21 YTD	Nov 20 YTD	%CHG. (From 2020-2021)
rs & Heat Pumps Combined	9,569,242	8,764,619	+9.2
rs Only	5,930,089	5,588,393	+6.1
nly	3,639,153	3,176,226	+14.6

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 11.0 percent in November 2021, to 6,907 units, up from 6,221 units shipped in November 2020. Commercial electric storage water heater shipments increased 11.5 percent in November 2021, to 11,800 units, up from 10,582 units shipped in November 2020.



Year-to-date U.S. shipments of commercial gas storage water heaters increased 14.8 percent, to 82,758 units, compared with 72,117 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments increased 9.6 percent, to 140,025 units, up from 127,765 units shipped during the same period in 2020.

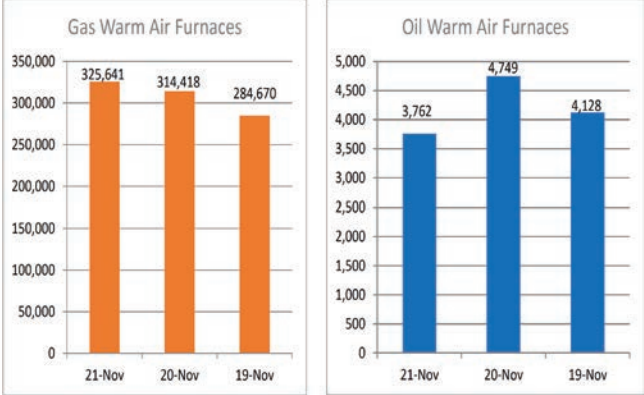
Year-to-Date	Nov 21 YTD	Nov 20 YTD	%CHG. (From 2020-2021)	Nov 19 YTD
Commercial Storage Gas	82,758	72,117	+14.8	81,276
Commercial Storage Electric	140,025	127,765	+9.6	138,522

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

Month			
Size Description (000) BTUH	2021 Total	% Change from 2020	2019 Total
Under 16.5	36,408	+42.4	23,415
16.5-21.9	65,998	+11.6	44,826
22-26.9	118,755	+7.3	86,240
27-32.9	93,634	+12.9	69,230
33-38.9	131,807	+8.5	92,554
39-43.9	55,319	+22.7	33,815
44-53.9	77,099	+7.1	48,624
54-64.9	65,407	+12.8	40,176
65-96.9	7,502	+12.9	7,472
97-134.9	6,133	+18.4	5,480
135-184.9	3,880	+19.8	3,984
185-249.9	1,551	+1.9	1,752
250-319.9	1,348	-6.6	1,045
320-379.9	324	+11.7	397
380-539.9	365	+9.9	329
540-639.9	239	+10.6	215
640-799.9	90	-19.6	152
800.0-899.9	40	+5.3	78
900.0-999.9	67	0.0	68
1,000.0-1,199.9	24	-40.0	35
1,200.0 & Over	77	-18.1	115
TOTAL	666,067	+12.1	460,002

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for November 2021 increased 3.6 percent, to 325,641 units, up from 314,418 units shipped in November 2020. Oil warm air furnace shipments decreased 20.8 percent, to 3,762 units in November 2021, down from 4,749 units shipped in November 2020.



Year-to-date U.S. shipments of gas warm air furnaces increased 22.9 percent, to 3,685,889 units, compared with 2,998,085 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 10.9 percent, to 35,303 units, compared with 31,832 units shipped during the same period in 2020.

Year-to-Date	Nov 21 YTD	Nov 20 YTD	%CHG. (From 2020-2021)	Nov 19 YTD
Commercial Storage Gas	82,758	72,117	+14.8	81,276
Commercial Storage Electric	140,025	127,765	+9.6	138,522

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.

What is a Customer Worth?

In this present economic thunderstorm, it might be wise if we paused between thunderclaps to remember what makes our businesses successful in the first place: customers!

Do you know what your average customer is worth to your business? Want to find out? Get a calculator out and a pencil and we'll figure it out together.

Let's assume that with diligence and care you can keep a customer happy for 30 years. If you think it's too high, use whatever number seems right to you. (My reasoning is that although the average customer today moves every seven years, the building does not move, and if you play your cards right, you'll be there to service the equipment for the new owners.)

Let's fill in a worksheet to see what can happen:

Component	Quantity	Retail Price	Sub-total	% Having	Total \$
Furnaces		\$			\$
CBUs ¹		\$			\$
Humidifiers		\$	\$	%	\$
EACs ²		\$	\$	%	\$
Svc Agree ³		\$	\$	%	\$
Svc Calls ⁴		\$	\$	%	\$
			Total Value		\$

Notes for abbreviations:

1) Compressor bearing units (condensing units, heat pumps, small package units)

2) Electronic or media air cleaners

3) Service agreements

4) Service calls

In 30 years, how many furnaces might a homeowner buy from you? I usually hear two furnaces when I conduct workshops. I also hear an average installation cost of about \$2,800, bringing the total furnace sales to \$5,600.

How many compressor bearing units? In workshops, I usually hear an average of

three. Let's say the average replacement runs \$2,500. That's a total of \$7,500 for CBUs.

Your typical customer might go through three humidifiers in 30 years, at \$300 per installation, for a total of \$900. Let's say 40 percent of your customers have humidifiers. Multiplying \$900 by 0.40 produces an average total humidifier sale of \$360.

Air cleaners? Two in 30 years (one installed with each furnace) at \$1,000 per job, amounts to a total of \$2,000.

Since only 20 percent of your customers may have air cleaners, the total sale is 20

percent of \$2,000, or \$400. (Use three or four air cleaners, if you prefer.)

Now for service agreements. If you sell two furnaces and three condensing units in 30 years, you'll have basically five years of the 30 under first-year warranty conditions. You could sell 25 service agreements at, say, \$180 each, for a total of \$4,500. Since only 20 percent of your customers may have service agreements, you have a total sale of \$900.

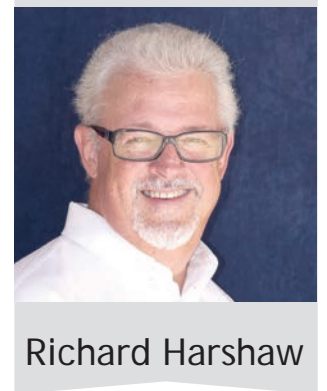
That means the 80 percent of your customers who don't have service agreements must rely on regular service calls. Suppose you run one service call every four years, which amounts to 8 service calls over 30 years at (let's suppose) \$250 per call. Multiplying the total of \$2,000 by 0.80 gives us a total sale for service calls of \$1,600.

What's a customer worth

over 30 years? The sum of these sales is a staggering \$16,360! And that's in 2009 dollars. If I run a future calculation using the historical annual rate of inflation over the last 30 years, I multiply that number by 2.879 to find the equivalent number of future dollars that this customer might spend with my company. In this case, it amounts to an unbelievable... **\$47,100!**

Therefore, when old Elmer Starchybritches walks through your door to raise a ruckus over that repair bill last week, what do you see tattooed on his forehead? \$47,100!

If, in my opinion, Mr. Starchybritches would be happy and sing the praises of my company if I would only give in and write off a disputed \$100 contactor charge, so what? If this keeps him happy and on my customer list, I'd be a fool to dig in my heels and hold my ground. I might win



Richard Harshaw

this battle, but I'd lose the war.

In fact, back when I ran a service department and had a complaint like this, I'd ask the customer what he thought would be fair. The customer almost always asked for less than I was willing to give!

If your business is more commercially-focused, run the numbers using rooftop units, large split systems, chillers, etc. and see how dizzy you become!

So whatever number YOU got when you filled in the worksheet with your numbers, start seeing that number tattooed on the forehead of every person you meet and see if that doesn't change how you approach and treat them!

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NOTICE OF PLUMBER, PIPEFITTER, HVAC APPRENTICESHIP OPPORTUNITY

Plumbers & Pipefitters Local 142 J.A.T.C. will accept applications for apprenticeship beginning February 21-March 04, 2022, M-F, from 8:00 -11:00 a.m. and 1:00 - 3:00 p.m. at the address listed below.

Apprenticeship is the Earn-While-You Learn training program. Attend evening school and work during the day. No tuition or fees required for training. No financial debt for your career training.

Benefits include Health Insurance, Retirement plan, defined wage advancements, continuing education and training opportunities. Receive 32 hours of college credit upon completion of our 5-year training program. Veterans may utilize their Montgomery or Post-911 benefits in this program.

MINIMUM QUALIFICATIONS: Must be 18 years of age when applying. Must have a high school diploma (or be a graduating senior in May 2022) or have a GED. A certified birth certificate and official sealed high school transcript or GED grades are required to complete the application. DD-214 needed for Veterans. Driver's License or Photo ID. All applicants under the age of 26 must register for Selective Service or provide proof of ineligibility or prior registration.

Equal opportunity will be offered without regard to sex, race, color or national origin.

www.local142.org/apprenticeship/

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Insko Sales Awards 2022

Insko’s 2022 Kick-off Event included our Sales Awards for the top performers in 2021. Both sales teams and individual territory managers were recognized for their continued sales growth in Texas and Oklahoma. This year was a record year for Insko and our sales team has worked hard to ensure our customers have the right products for the right projects.

We are proud to announce the winners of our Top Territory Manager, Top Branch, and Presidential Awards. Congratulations to all our 2021 Award Winners!

Top Territory Manager



Region 81 – Terence Carr – Presidential Award Winner



Region 82 – Gary Bartlett



Region 83 – Richard Lozano



Region 85 – Bryan Craven



Region 86 – Keith Tanner

Top Branch



Region 81 – Freedom – Presidential Award Winner



Region 82 – Grapevine



Region 83 – Laredo



Region 84 – Austin South



Region 85 – Houston Stafford



Region 86 – Oklahoma City



Mold Program: Texas Disaster Declaration Discontinued

During two Texas disaster declarations (for Hurricane Harvey and the 2021 winter storm), TDLR allowed companies and individuals to perform mold remediation without a TDLR-issued license.

Both disaster declarations were discontinued as of July 12, 2021, and now any company or individual performing mold remediation in Texas is required to have a TDLR-issued mold assessor or mold remediator license for all mold projects unless an exemption is met.

Please visit the Mold Program webpage for more information.

Boiler Program: Rule and Variance Updates

On Sept. 1, 2020, TDLR began enforcing Rule 65.206, which requires that a carbon monoxide detector be installed in all boiler rooms equipped with (new installation) equipment that can produce carbon monoxide (CO).

During the past year, TDLR has approved some requests for variances in situations where boiler shutdown can result in a substantial financial loss to stakeholders. However, companies requesting a variance must take additional measures to ensure that protection from boiler emissions is maintained in boiler rooms before TDLR will approve a variance.

Conditions for granting a variance include:

- A 24-hour monitoring system installed in conjunction with the CO detector. The monitoring system shall alert owner/operator(s) of presence of Carbon Monoxide, allowing corrective action to avoid boiler shutdown.

- With the remote monitoring system installed, the CO detector may send an alarm to the owner/operator at 50 ppm and shall disable the boiler burners at 200 ppm.

To request a variance, complete TDLR form 010BLR and email it to boilers@tdlr.texas.gov. You can also make the request via the TDLR online permit portal.

ACR Program: New Law/Rule Regarding Municipal Fees

A new state law that went into effect on Sept. 1, 2021, explicitly prohibits municipalities from charging heating, ventilation, air conditioning, and refrigeration (HVAC/R) contractors a registration fee. H.B. 871 also explicitly states that municipalities are not prohibited from charging fees for building permits.

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

Here’s the text of the new rule:

Sec. 1302.304. MUNICIPAL FEES. (a) A municipality may not charge a registration fee to a person who holds a license issued under Subchapter F for:

- (1) work performed in the municipality; or
- (2) notice provided under Section 1302.262.
- (b) This section does not prohibit a municipality from charging a building permit fee.

Published by TDLR ON THE LEVEL Volume 6 January 2022

Product News

Mitsubishi Electric Trane HVAC US Announces Updates to the P-Series Wall-mounted Indoor Units (PKA) Lineup

Two new models, 12 and 18, added to the PKA lineup

Suwanee, Ga. – Mitsubishi Electric Trane HVAC US (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, announces updates to the P-Series Wall-mounted Indoor Units (PKA) lineup for residential and commercial single-zone applications. Two new PKA models, 12 KBTU/H and 18 KBTU/H, are now available.

PKA Wall-mounted Indoor Units provide consistent, reliable zoned comfort for a variety of spaces. Engineered to provide peace of mind to the building owner and its occupants, the new models operate at nearly whisper-quiet sound levels as low as 34 dB(A). They offer a sleek, compact design with simple installation ideal for light commercial spaces, including churches, classrooms, daycare centers, small offices or equipment rooms.

“We’re pleased to unveil the latest advancements to the PKA lineup,” said Chris North, senior specialist, product marketing, Mitsubishi Electric Trane HVAC US. “The units have always been quiet, but the 2 dB(A) reduction in sound levels in the new 12 and 18 KBTU/H models makes a big difference to those spending time near the equipment every day.”

Additionally, the new PKA 12 and 18

KBTU/H models are available in selectable high sensible or high latent modes. High latent mode offers enhanced moisture removal in the conditioned space. High sensible mode suits spaces where enhanced moisture removal is unnecessary and the unit runs constantly.

PKA 12 and 18 KBTU/H models are compatible with PUY, PUZ and PUZ Hyper-Heating (H2i®) INVERTER® outdoor units. Other key system details include:

- Reduced sound levels, now down to 34 dB(A)
- Increased efficiency (models offer a SEER rating of up to 21)
- ENERGY STAR® certification for PKA-A12LA
- UL 60335-2-40 compliance
- Many controller options for easier operation
- kumo cloud® app
- kumo touch™ wall-mounted wireless controller
- Wired models (Simple MA, Deluxe MA, Touch MA) or handheld wireless (PAR) controllers
- Third-party interface options

For more information on P-Series heat pump systems and other residential heating and air-conditioning solutions from METUS, visit MitsubishiComfort.com.

Nu-Calgon Launches New ULTRA Concentrate Coil Cleaners

St. Louis, MO – Nu-Calgon has launched a new ULTRA Concentrate line of coil cleaners. These quart-sized cleaners provide the quality and value of the classic formulas, while taking up less space on the shelf and contractors’ trucks.

We are introducing Nu-Brite ULTRA Concentrate, Tri-Pow'r HD ULTRA Concentrate and Evap Pow'r ULTRA Concentrate as the newest additions to our coil cleaning lineup. The ULTRA Concentrate quart bottles can be shipped “Limited Quantity” via UPS/Fedex, which provides wholesalers with significant cost savings when shipping it to their customers. They are also easy to carry on rooftops, and they can be used in Nu-Calgon’s Coil Gun and other sprayers.

One quart of Nu-Brite ULTRA Concentrate or Tri-Pow'r ULTRA Concentrate can be diluted to make up to

8 gallons of effective cleaner, while Evap Pow'r ULTRA Concentrate can make up to 9 gallons.

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.



Ritchie Introduces the BULLET®DC Vacuum Pump

BULLET®DC...Light in Weight, Heavy in Value.



Bloomington, MN – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the BULLET®DC Vacuum Pump. The Brushless DC (BLDC) Motor incorporated in the next generation BULLET®DC vacuum pump provides key advantages over existing AC technology vacuum pumps. High torque and high efficiency define the ultimate performance in the most reliable vacuum pump. Able to function in extreme low voltage conditions and field rated to 25 microns, the BULLET®DC is the perfect combination of quality and value. The easy to carry, lightweight design is

available in 7 cfm to handle most residential and commercial applications. Pulling down to less than 25 microns, BULLET®DC protects the system from contaminants and non-condensable gases, which can damage components, reduce efficiency and cause system failure. Visit www.yellowjacket.com for details.

About YELLOW JACKET®

The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand’s roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers’ representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1950. Since then, the company has been engineering, manufacturing, and continuously improving the YELLOW JACKET® hose while adding new products to its portfolio. Today, YELLOW JACKET® products are sold worldwide through a network of authorized HVAC&R and automotive wholesalers. For more info, please call (952)943-1333 or visit our website at www.yellowjacket.com.

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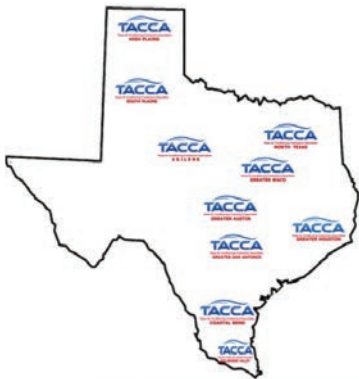
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www.tacca.org

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- Greater Houston*
- Greater San Antonio*
- Greater Waco*
- High Plains*
- North Texas*
- Rio Grande Valley*
- South Plains*



**TACCA welcomes the
following new members.
Thank you for your support!**

- Advanced Refrigeration & Air – Cedar Park
- Archie's Electrical & AC Mechanical Services – Houston
- Austin Star Services – Austin
- Stark Air – Haltom City

The Texas Air Conditioning Contractors Association (TACCA) is a contractor-focused organization committed to a strong HVAC industry in Texas. With more than 50 years' experience helping contractors benefit from programs that include technical training, state-approved continuing education, and advocacy at state and local levels, TACCA continues to set the standard for the HVAC/R trade in Texas.

TACCA 2022 Board of Directors

TACCA's Board of Directors elected new officers on January 21, 2022. We are excited for this group of volunteer leaders and are looking forward to great things in 2022! Congratulations and thank you for all you do for the HVAC industry!

President Roland Arrisola with Stan's Heating, Air & Plumbing
Vice President Mark Gatewood
Treasurer Allison Hale with SOS Mechanical
Secretary Rob Elolf with Environmental Air Systems, Inc.
Immediate Past President Nick Watkins with Abilene Air-Tech Heating & Air Conditioning
Region Directors: Ricky Cox – Texas Total Comfort Systems Air Conditioning & Heating, Matt Cyphers – Cytech Heating & Cooling, Roy Jones – Armstrong Mechanical, Justin Lauten – Total Air and Heat, Robin Saunders – Chilly Air Services
Associate Directors: Richard Lockard – INSCO and Brad Merchant – Standard Supply

Getting to know TACCA's 2022 President Roland Arrisola

We are always interested to learn more about our volunteer leaders. Newly elected 2022 President Roland Arrisola with Stan's Heating, Air & Plumbing shared with us a little information to help us learn a little more about the contractor who will lead our organization this year.



TACCA: Tell us about the Arrisola family.

Roland Arrisola: We are a small family that lives in Round Rock. My beautiful wife Michelle has helped me be a better person, look at life through a different lens and brought me two wonderful boys, Lucas (15) & Zackary (6). Work and the boys keep us both very busy. Wouldn't want it any other way.

TACCA: What started your pathway to become a licensed contractor?

RA: Right out of high school I began to work for my former father-in-law in the residential HVAC industry. It did not take long for me to see that this is a great industry and would make a great career. I put everything I had into becoming a licensed contractor. The choice I made way back then has proven to be the right one for my family and my work family.

TACCA: As a career HVAC contractor, what are the biggest challenges that you face today that you never expected to encounter early on in your career?

RA: The workforce is much different than when I started in this industry in the early 1990s. Our biggest challenges recently have been keeping the equipment and material flowing to keep our daily schedule moving in the right direction. We have all seen these challenges in our industry and in our personal daily life when it comes to buying vehicles, groceries, and we could go on and on...

TACCA: What is something interesting/fun/unique about you that most people wouldn't expect to learn?

RA: My wife and oldest son Lucas love the city life; my son Zackary and I like outdoors. In my spare time you will find me acting the role of a "Weekend Rancher." We have an 80-acre property in Elroy where we run a small amount of cattle and are fortunate to be able to fish and hunt on the property. Zackary and I can spend the entire weekend there, which is a great stress reliever.

TACCA: What makes TACCA membership valuable to you as a contractor?

RA: Being on the forefront of legislation, helping to keep codes in our industry in the favor of the contractor, working directly with city inspectors, the comradery and friendship that I have been fortunate to develop with other leaders/members, hearing different views of what makes business in our industry successful, great training programs and free continuing education for my license. Since I have been fortunate to be part of the local TACCA Greater Austin Chapter and on the Board of Directors for TACCA State, I feel we are on the biggest platform to have our voices heard to make a positive difference for the Texas HVAC industry.

TACCA: What objectives do you hope to see TACCA accomplish in your year as President?

RA: I would love to see the membership grow. The license numbers on the side of trucks I see are proof there is a growing number of licensed contractors every year, yet our membership is not increasing in the exact trend. I get that everyone's time is valuable. I understand that many contractors have no idea what TACCA is doing for them since much of the work happens behind the scenes. TACCA is the largest platform and loudest voice in our industry that has helped keep the contractor's best interest front and center in Texas. Please understand our volunteer leaders are working just like you as a full-time contractor and donating time in between to make sure Texas HVAC contractors are protected from laws, codes and firms that want to negatively change our industry. The advocacy TACCA provides is the greatest, and most overlooked, benefit of the work that TACCA accomplishes on behalf of Texas contractors.

The other goal on my plate is to bring more training and focus for the commercial contractors in Texas. For the years I have been with TACCA, I have felt our programs have focused primarily on residential contractors, and we have not given the commercial contractors the same benefits, especially when it comes to training and education. My vision is to see both residential and commercial contractors benefiting equally through training and programs for their trade provided by the TACCA organization.

TACCA: Complete this sentence. My year as president will be successful if...

RA: ...we can fill the bus. Have you ever heard the saying, we have a vision, the road is paved, there are folks like us that want the organization to succeed, we just need them to help us fill the bus so we can start the journey toward success? If I can make a positive impact to a contractor this coming year, or a person that wants to be in our industry, by using the TACCA platform, I will complete the 2022 year in my mind a success.

TACCA Training and Exam Prep Opportunities

Need an HVAC CE course or license prep course? TACCA has been the leader in education for the HVAC industry in Texas for more than 50 years. We offer eight (8) hours of state-approved continuing education for contractors. Our instructors are knowledgeable and consistently receive high ratings from our course attendees. See page B8 for the next continuing education opportunity for each area.

Upcoming License Exam Prep classes: February 12-13 in Round Rock, February 25-26 in Red Oak (DFW area), March 19-20 in Houston, and April 23-24 in San Antonio.

Mission: To promote quality and professionalism, help our members become more profitable, and enhance the HVAC/R industry's image with the consumer

Visit us at www.tacca.org or call 800/998-HVAC (4822) to learn more about TACCA membership, register for a class or sign up to receive news and information.

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ASHRAE Courses Coming to the HVACR Learning Network

The American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) online courses will soon be available on the HVACR Learning Network (HLN).

With more than 57,000 members worldwide in 132 countries, ASHRAE has been advancing human well-being through sustainable technologies since 1894. Its membership base is made up of building services engineers, architects, mechanical contractors, building owners, equipment manufacturers' employees, and others involved in the design, construction, installation, and maintenance of HVACR systems in buildings.

While E-learning is not a new concept, it is to many of those who work in the HVACR industry. As a result of the pandemic, seemingly overnight, the HVACR industry adopted new learning models and strategies, which include digital content, simulation, gamification, augmented reality, virtual reality, video learning, and microlearning.

To make their digital content accessible to



new markets, industry leading organizations, authors, and publishers have made their digital offerings available on the HVACR Learning Network (HLN). HLN is a singular source for HVACR professionals to access digital content, confident that they are getting reliable, up-to-date, and relevant material, directly from trusted sources. This warehouse of digital learning will soon host 100 PLUS courses from ASHRAE.

Whether one is seeking to learn the basics, continue their learning, earn continuing education units, or adopt industry standards, industry professionals find what they are looking for at hvacr.elearn.network.

CALENDAR OF EVENTS

NADCA to Host In-Person 33rd Annual Meeting and Exposition

Registration Now Open for March 20-22 Event

Mt. Laurel, New Jersey — The National Air Duct Cleaners Association (NADCA) — also known as the HVAC Inspection, Cleaning, and Restoration Association — announces that its highly anticipated 33rd Annual Meeting & Exposition will take place March 20-22, 2022 at the Gaylord Rockies Resort in Aurora, Colorado.

This must-attend event will bring together HVAC system cleaning professionals offering insight into best practices for business growth and the latest in industry equipment, tools, and technology. Attendees will learn new techniques, methods, and advancements for HVAC inspection, cleaning, and restoration, with conference sessions designed to offer education like no other.

NADCA's 2022 Annual Meeting and Exposition is scheduled for March 20-22. Due to continuing COVID-19 restrictions, registration may be limited, and onsite registration will not be available. To register or learn more about the event, including a detailed program agenda, visit <https://annualmeeting.nadca.com>.

Refrigeration Association of San Antonio

MEETING PLACE: The Refrigeration Association of San Antonio for many years, has met on the third Thursday of every month at the Beethoven Mannerchor Hall, 422 Pereida and South Alamo Streets. We will continue our monthly meetings throughout 2022 at 7pm.

There will be an education session for everyone in attendance after the business meeting. We will still practice social distancing and suggest you bring a mask if you feel it to be necessary. Anyone in the HVAC/R 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 Mannerchor, 422 Pereida.

2022 CALENDAR - Save the Dates!

JANUARY

Membership Meeting: January 18th

FEBRUARY

Membership Meeting: February 15th

Events:

February 10th San Antonio Expo

MARCH

Membership Meeting: March 15th

APRIL

Membership Meeting: April 19th

Events:

April 8th & 9th
BBQ Cook-Off & Tool Show



MAY

Membership Meeting: May 17th

Events:

May 13th Annual Clay Shoot-Out



JUNE

Membership Meeting: None

JULY

Membership Meeting: At the Event

Events:

July 15th Bay Bash Fishing Tournament



AUGUST

Membership Meeting: None

SEPTEMBER

Membership Meeting: September 20th

Events:

September 30th Golf Tournament
Blackhorse



OCTOBER

Membership Meeting: October 18th

NOVEMBER

Membership Meeting: November 15th

DECEMBER

Membership Meeting: December 13th

Events:

Christmas Party

TECH TRAINING - HANDS ON

FEBRUARY 4TH

**Upselling Services
Don't Leave \$\$\$ on the table**

Instructor: Chris Walters

Location: Johnson Supply on Stella Link

Time: 8:30am - 10:30 am

FEBRUARY 18TH

Dehumidifiers & Solving Humidity Issues

Instructor: Chris Walters

Location: Johnstone Supply on Shepherd

Time: 8:30am - 11:00 am

FEBRUARY 25TH

**Diagnosing,
Troubleshooting Furnaces & Furnace Circuit
Cards**

Instructor: Chris Walters

Location: The Training Center of Air Conditioning & Heating

Time: 8:30am -11:00 am

COMING IN MARCH

**-Load Calculations
-Duct Design
-Code Class for Techs**



TACCA
Texas Air Conditioning Contractors Association
GREATER HOUSTON

www.TACCAGH.org
info@taccagh.org
(281)781-4822

Johnson Supply Customer Appreciation Days

Johnson Supply held two Customer Appreciation Days in Houston on Wednesday January 12th and January 13th. The events were held at the Webster TX and Humble TX branches. A food truck with catfish and shrimp lunches were at both locations. A game truck with the latest video games was also there for everyone to enjoy.



HARDI

HARDI Members Raised \$134,550 for Homes for Our Troops in 2021



Photo courtesy of Tropic Supply

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) members raised \$134,550 in 2021 for Homes for Our Troops, the association’s philanthropic partner.

In addition to the cash donations raised in 2021, HARDI members committed to donating the HVACR equipment to 19 specially adapted homes for injured military veterans across the country.

Since the partnership began in 2011 HARDI members have raised over \$1.3 million in cash donations for Homes for Our Troops and have committed to or already donated the HVACR products to over 50 homes.

“Our partnership with Homes for Our Troops is perhaps the most rewarding thing HARDI members do each year and it’s such a great organization that devotes nearly every dollar donated directly to building mortgage-free, specially adapted homes for wounded veterans of our Middle East wars,” said HARDI CEO, Talbot Gee. “Our members have built a way to donate systems and parts to nearly every new build, and enabled distributor members outside of areas where builds are taking place to provide equipment through other local distributor partners which has further grown our total, annual donations.”

For more information about HARDI’s philanthropic partnership with Homes for Our Troops visit <https://hardinet.org/pages/hardi-gives-back>.

ABOUT HOMES FOR OUR TROOPS

Homes For Our Troops (HFOT) is a privately funded 501(c) (3) nonprofit organization that builds and donates specially adapted custom homes nationwide for severely injured post-9/11 Veterans to enable them to rebuild their lives. Most of these Veterans have sustained injuries including multiple limb amputations, partial or full paralysis, and/or severe traumatic brain injury (TBI). These homes restore some of the freedom and independence our Veterans sacrificed while defending our country, and enable them to focus on their family, recovery, and rebuilding their lives.

HARDI Distributors Report 35.1% Percent Revenue Increase in November

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 35.1% percent during November 2021.

The average annual sales growth for the 12 months through November 2021 is 23.3% percent.



“During the past ten years there have only been four months when sales growth was in the 30s and all four were this year,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “This month was helped by being compared to a prior year that was unusually warm, it had an extra billing day, and was passing through the extraordinary price increases on top of the strong underlying market demand. It’s been quite a year”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 43.5 days at the end of November 2021. “The monthly DSO this month was a bit better than last year,” said Loftus. “The pre-pandemic norm for November was in the 48 to 49 day area.”

“The record sales growth is a result of strong end market demand and the pass through of the extraordinary price increases,” said Loftus. “The Producer Price Index for Primary Air Conditioning, Forced Air Heating and Refrigeration products has increased by 12.6% through October 2021. The median PPI increase across the past ten or twenty pre-pandemic years was only 2%.”

“COVID and inflation concerns have slashed consumer sentiment, but it is not showing up yet in end market demand,” said Loftus. “Inventories for our industry, whether you look at the TRENDS report or the Wholesale Trade report, are improving and that is probably helping with the continued strong current demand, and getting an early start on preparing for next year.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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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.

ACCA Urges Congress Against Tax Increases, Inflationary Spending Amid Historic CPI Report

Alexandria, VA– The Air Conditioning Contractors of America (ACCA) has strongly urged Congressional Leadership against passing Build Back Better in its current state.

If passed into law, the Bill would spend over \$1 trillion, and target small and independently owned businesses through higher taxes in order to pay for it. ACCA’s message to Congress comes amid the most recent Consumer Price Index (CPI) report from the Department of Labor, which showed inflation rose 7 percent over the past year—the highest since 1982.

“ACCA members across the country have voiced their concern to us about the challenges they’re facing from the ongoing labor crisis, the supply chain challenges, and rising inflation,” said Barton James, ACCA president and CEO. “These issues won’t be fixed through raising

contractors’ taxes and spending more money, and we think Congress should know that.”

ACCA also highlighted the need for Congress to prioritize addressing the supply chain issues, labor shortages, and inflation through policies that make it easier for contractors to do business as part of its continued commitment to promoting contractors’ best interests in Washington.

For more information about Build Back Better or ACCA’s government relations and advocacy efforts contact Chris Czarnecki, ACCA Government Relations Manager at chris.czarnecki@acca.org.

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

Coburn Supply Company Announces Leadership and Personnel Changes in Southwest Louisiana and Texas Markets

Beaumont, TX – Coburn Supply wants to thank Bill Geyser for the almost 50 years of service and dedication to our Company. Bill has been an integral part of the success of Coburn's and his leadership and friendship will be truly missed.

Next, with Bill's retirement and with the continued growth of Coburn's, we are pleased to announce the following changes. These changes will allow our company to continue operating efficiently while providing outstanding service to our valued customers and partners.

Coburn Supply Company has made changes to its personnel and leadership in the Southwest Louisiana and Texas markets. These changes take effect immediately.

In addition to his current branches of Galveston, Houston, Conroe, Conroe A/C, Baytown, New Caney, and John Moore, **Jim Fuller's** territory has expanded to include Huntsville, Liberty, Beaumont, and Groves. **Matt Hebert** has taken on a new role as sales manager for all of Jim Fuller's branches. **Matt McKenzie** will become the Regional Operations and Inventory Specialist in Fuller's branches and will work on the Warehouse Management System until the project is complete. **Mike Smith** has taken over commercial sales for the Southwest Texas market. **Brian McNeely** assumes

the role of Branch manager for Beaumont and will serve as Regional Manager for Beaumont, Groves, and Liberty.

Darren Tramel has added Athens, Tyler, Lufkin, and Jasper to his Longview, Alexandria, Ruston, Pineville, West Monroe, Shreveport, Natchitoches, Texarkana, and Bossier City branches. **Randy Weaver** maintains his role as Branch Manager for Tyler and is now the regional manager for Tyler, Athens, and Longview. **Bubba Howell** will continue to manage the Alexandria branch and is now the Regional Manager for Alexandria, Natchitoches, and Pineville.

Chris Bilello adds Lake Charles and Deridder to his General Manager duties while maintaining the GM role in New Iberia, Houma, Opelousas, Morgan City, Thibodaux, Eunice, and both Lafayette locations. **Nick Morrison** assumes the role of Regional Manager of DeRidder and Lake Charles. He will continue to manage the Lake Charles branch.

Coburn's president Patrick Maloney believes these moves will put the company in a position to better serve its customers. "With these new assignments," Maloney says, "Coburn's can streamline activities and increase efficiencies, all of which make us more nimble and responsive."

All Coburn's Regional Managers will report to the General Managers of their respective regions.

Corey Rench Named WPD Sales Representative for Continental Fan

Buffalo, NY- Jud Alexander, Executive Vice President of Continental Fan, is pleased to announce the appointment of Mr. Corey Rench to the position of US Sales Representative for the company's Wholesale Products Division. Corey brings with him a genuine desire to deliver Continental Fan's superior products to its customers. His high level of drive coupled with his sales experience will lead to positive growth in the wholesale distribution segment of our business. Mr. Rench's prior experience includes a sales and support role with Johnson Electric. He holds a degree in Business Administration from Bowling Green State University in Ohio. He will be based at the company's Dayton, Ohio location, and be responsible for providing application and technical support to our customers and for seeking new areas of business. "As this is a new step in my career, I am very excited to be a part of the Continental Fan team! I plan to bring a positive attitude and solid work ethic while developing close relations with our representatives and customer base. I want to further expand and market our superior products, focusing on our Wholesale Product Line. I am looking forward to learning more about the air movement business. My goal is to make sure all customers are more than satisfied with our products!" says Mr. Rench. Continental Fan has been manufacturing and distributing quality ventilation products since 1986.

Coburn Supply Company Honors Long-Serving Retiree

Beaumont, TX -- In October, Coburn's honored General Manager Bill Geyser who retired after 46 years of service with the company.

After receiving his MBA from TCU, Bill started as an outside salesman at the Galveston, Texas, branch. With hard work and dedication, he became the Galveston branch manager before taking over the Beaumont distributorship. From there, Bill went on to become the first general manager for Coburn's East Texas region and a member of the executive team.

Executive Vice President Michael Maloney says, "Bill traditionally leads the company in sales, but that's not what we value most about him. Bill's colleagues say that he always shows his fellow employees love, commitment, and dedication. It's especially touching to me that so many use the word 'mentor' to describe him. After 46 years, it's hard to say goodbye, but we are grateful for all his service to Coburn's."

He will enjoy his free time with his wife, Susan, his family and grandchildren.







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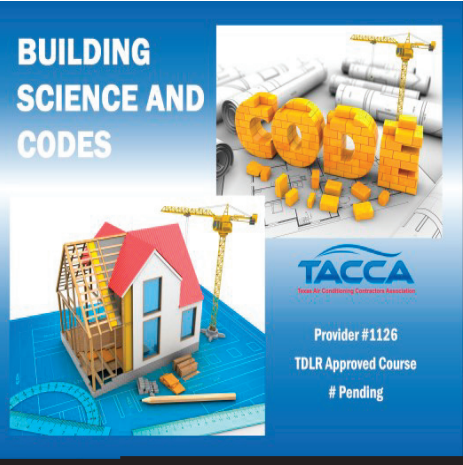
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TACCA’s 8-hour courses are developed around top requested topics from class participants.

2022 CLASS SCHEDULE

Abilene	Aug 20
Austin/RR	Apr 2, Jul 16, Nov 12
Beaumont	Feb 11, Sep 9
Burleson	Mar 12, Aug 27
Corpus	Apr 9, Aug 27
Denton	Oct 1
Harlingen	Apr 23, Oct 1
Houston	Feb 19, Mar 19, Apr 9, May 14, Jun 11, Jul 16, Aug 13, Sep 17, Oct 15, Nov 19, Dec 3
Hurst	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	May 7, Aug 6
Waco	Jun 11, Oct 1

In-person
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)

New course in
April

Duct Systems
for Zoning



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

HVAC Excellence

HVAC Excellence is pleased to announce eighteen HVACR educational programs joined the ranks of nationally accredited HVACR programs in 2021. The schools granted accreditation of their Heating, Ventilation, Air Conditioning, and Refrigeration programs in 2021 are:

- Chesapeake Career Center, Chesapeake, Virginia
- Chippewa Valley Technical College, Eau Claire, Wisconsin
- Eastern New Mexico University, Roswell, New Mexico
- Greenville Technical College, Greenville, South Carolina
- Ivy Tech Community College, Evansville, Indiana
- Ivy Tech Community College, Kokomo, Indiana
- Johnston Community College, Smithfield, North Carolina
- Lincoln Technical Institute, Mahwah, New Jersey
- New Horizons Regional Education Centers, Newport News, Virginia
- North Georgia Technical College, Clarksville, Georgia
- North Montco Technical Career Center, Lansdale, Pennsylvania
- Scott Community College, Bettendorf, Iowa
- Southside Virginia Community College, South Hill, Virginia
- Sullivan University, Louisville, Kentucky
- Triviss Technical Center, Lakeland, Florida
- United Association of Steamfitters Local 449 Technology Center, Harmony, Pennsylvania
- Valley Career and Technical Center, Fishersville, Virginia
- York County School of Technology, York Pennsylvania

While third-party accreditation of programs has always been important, aligning programs to national standards is more important today than at any time in recent history. When COVID-19 was declared a pandemic, most people, including HVACR educators, were told to stay at home to flatten the curve.

While most HVACR programs are once again offering face-to-face training, they have often transitioned to a hybrid or blended format, modifying their delivery methods, how students are being evaluated, how student progress is being tracked, and how hands-on skills are practiced and verified.

To make certain that their HVACR programs were keeping aligned with these changes, and what the industry requires from successful field technicians, these schools voluntarily pursued accreditation of their programs. Now that they are accredited, the schools can reap the many benefits of accreditation and are listed in the official directory of HVAC Excellence Accredited Programs.

Learn more about programmatic accreditation, the standards, process, and the people who lead these accreditation visits, by visiting escogroup.org and clicking the accreditation link.

Rheem® Acquires Dejong
from Nordian Capital

Acquisition will Accelerate Growth and Expansion for European
Manufacturer and Expand Product Offerings for the Rheem
Family of Brands

Atlanta – Rheem has acquired DEJONG, a leading, independent manufacturer and supplier of stainless-steel hot water tanks, from Nordian Capital. Founded in 1859 and based in Gorredijk, the Netherlands, DEJONG produces hot water tanks for multiple applications including solar, heat pump and boiler configurations.

“Rheem and DEJONG are aligned on many fronts, including our commitment to sustainability,” said Chris Peel, President and CEO at Rheem. “Together, we will continue to lead through innovation and develop products that reduce dependence on carbon fuel sources while expanding DEJONG’s presence beyond Europe and North America.”

“This partnership provides significant opportunity to support market expansion by

pairing hot water storage tanks with sustainable energy sources, creating an integrated system that will appeal to our customers,” said Rich Bendure, President Rheem Global Water. “Together we will develop a category of products that provide value and meet the needs of our end users.”

DEJONG will operate as a stand-alone business unit within Rheem’s Global Water Division. Arno La Haye, Managing Director of DEJONG, will continue in his leadership position.

“Our growth potential requires substantial investments that only a company like Rheem can make,” said La Haye. “Rheem brings us a true industrial partner who knows our business, has a strong market presence and makes strategic decisions based on long-term goals.”

CALENDAR OF EVENTS



at Kalahari Resort
Round Rock | April 4-6

PHCC-TX's Annual Conference is Back!

Join us in Round Rock, Texas at the Kalahari Resort to hear from experts on industry and business-related trends, visit with vendors, and connect with colleagues at this can't miss event specifically designed for contractors and industry leaders.

Bring your family to enjoy [all the resort has to offer](#), including America's largest indoor water park, live entertainment, diverse shopping/dining and a thrilling indoor adventure park.

PHCC members will receive exclusive, discounted pricing, and the early bird rate will provide additional savings through March 4, 2022.

REGISTER NOW @ <https://phcc-tx.org/page/conference>

Member Pricing: \$349* | Non-Member Pricing: \$399*
***Registration will increase by \$50 after March 4, 2022.**

Social Events Only: \$200 | Kids (Ages 3-12) Social Only: \$100

Insco's February 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](https://insco.com/academy) to see the complete schedule and enroll in an Insco training course.

Stafford

Wednesday, February 16th - Mitsubishi Service Essentials located at our Stafford Training Facility. From 8am – 4pm | \$95

Grapevine

Wednesday, March 2nd – Ruud Next Level: Inverter Systems located at our Grapevine Training Facility. From 8am – 4pm | \$50

San Antonio

Thursday, March 3rd – Ruud 101: AC & Heat Pumps located at our San Antonio Training Facility. From 8am – 4pm | \$25

Online

Friday, March 4th 2021 – EcoNet Technician Diagnostic Tool Online Course. From 8am – 10 am | FREE

COMPLIMENTARY ADMISSION FOR LICENSED CONTRACTOR COMPANIES*

REGISTRATION REQUIRED

REGISTER TODAY!

Space is Limited

SCHEDULE OF EVENTS

9:30 AM Registration & Networking

10:30 AM Breakout Session – Technicians, Sales Team, CSRs
Make a Heroic Save: Handling Unhappy Customers
Presented by Business Development Resources (BDR)

10:30 AM Exhibitor Showcase – EXPO HALL

11:30 – 1:00 PM BBQ Lunch – FREE*

2:00 PM Breakout Session – Owners, Principals, Managers
Unlocking the Inner Winner Within Your Teams
Presented by BMS Consulting

3:45 – 4:00 PM Closing Remarks – EXPO HALL



THURSDAY, FEBRUARY 10, 2022

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*REGISTRATION REQUIRED BY FRIDAY, FEBRUARY 4

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CALENDAR OF EVENTS

				FEBRUARY 2022 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 / <u>Alamo Downs</u> - 6900 Alamo Downs Ste. 140 210-680-6500									
DATE	DAY	TIME	LOCATION	CLASS	REG. CODE	ZOOM	Price		
1-Feb	Tu	8:30am - 11:30am	Broadway	NATE AC/HP Specialty Exam Review - Day 1	605-125	Y	\$285		
2-Feb	W	8:00am -4:30pm	Broadway	TDLR CE For License Renewal - Airflow Is Critical Test - Don't Guess	605-115	Y	\$135		
3-Feb	Th	8:30am - 11:00am	Broadway	Carbon Monoxide & Gas Leak Testing Procedures & Instruments	605-192	Y	\$45		
8-Feb	Tu	8:30am - 11:30am	Broadway	NATE AC/HP Specialty Exam Review - Day 2	605-125	Y	Incl.		
9-Feb	W	9:30am - 11:30am	Broadway	RECTORSEAL CounterDay	605-105	N	FREE		
10-Feb	Th	9:30am - 4:45pm	Shriners	TACCA EXPO - Alzafar Shrine Temple - 901 N Loop 1604	N/A	N	FREE		
15-Feb	Tu	8:30am - 11:30am	Broadway	NATE AC/HP Specialty Exam Review - Day 3	605-125	Y	Incl.		
22-Feb	Tu	8:30am - 11:30am	Broadway	NATE AC/HP Specialty Exam Review - Day 4	605-125	Y	Incl.		
23-Feb	W	8:00am - 4:30pm	Broadway	ESCO EPA Section 608 Review & Exam	605-101	Y	\$175		
23-Feb	W	1:30pm -4:30pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	Y	\$95		
28-Jan	M	8:00am - 11:30am	Broadway	NATE AC / HP Specialty Exam	605-104	N	\$185		
<u>We are following Covid-19 Safety Guidelines. 6 ft. distancing. MASKS REQUIRED AT ALL TIMES DURING TRAINING.</u>									
		Please <u>do not attend if you are sick, coughing, sneezing or running a fever.</u>							
		Classes are limited to <u>10</u> persons for your protection as well as other attendees & employees.							

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Focus

NOTICE OF PLUMBER, PIPEFITTER, HVAC APPRENTICESHIP OPPORTUNITY

Plumbers & Pipefitters Local 142 J.A.T.C. will accept applications for apprenticeship beginning February 21-March 04, 2022, M-F, from 8:00 -11:00 a.m. and 1:00 - 3:00 p.m. at the address listed below.

Apprenticeship is the Earn-While-You Learn training program. Attend evening school and work during the day. No tuition or fees required for training. No financial debt for your career training.

Benefits include Health Insurance, Retirement plan, defined wage advancements, continuing education and training opportunities. Receive 32 hours of college credit upon completion of our 5-year training program. Veterans may utilize their Montgomery or Post-911 benefits in this program.

MINIMUM QUALIFICATIONS: Must be 18 years of age when applying. Must have a high school diploma (or be a graduating senior in May 2022) or have a GED. A certified birth certificate and official sealed high school transcript or GED grades are required to complete the application. DD-214 needed for Veterans. Driver's License or Photo ID. All applicants under the age of 26 must register for Selective Service or provide proof of ineligibility or prior registration.

Equal opportunity will be offered without regard to sex, race, color or national origin.

www.local142.org/apprenticeship/

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

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

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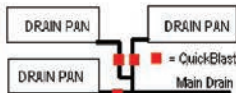
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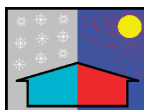


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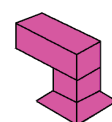
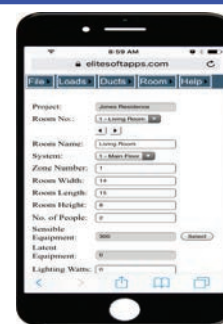


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