



Air Conditioning TODAY



MARCH 2022 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 36, No 3

Mini Split March

Solar Supply Western Region Awards



Ray Dingler Award- Gerald Giesler Waco TX.
More on page 22.

AHR EXPO Las Vegas



Pictures on page B6.

Ferguson HVAC Grand Openings



Pictures on page B7.

HARDI Finalizes Agreement with SPARXiQ

Collaboration will Supplement HARDI Benchmarking Programs & Streamline Data Collection

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is pleased to announce a partnership agreement with SPARXiQ making them an endorsed HARDI partner for point-of-sale data collection and business analytics services. In partnering with SPARXiQ, HARDI will enhance its ability to service the analytics and market intelligence needs of its members. The partnership helps HARDI continue to develop robust market analysis tools that can be utilized by members to support their business decisions. Through this agreement, HARDI also aims to grow participation in its benchmarking programs which will improve report accuracy on industry trends and forecasts. SPARXiQ will be able to work with organizations interested

in improving their internal performance through various business intelligence tools that they offer. “The foresight of our Market Intelligence team and SPARXiQ to start exploring this partnership months ago is tremendous,” said Talbot Gee, HARDI CEO. “We know our members need better data but reporting it can be a challenge and we know our industry needs better channel visibility that helps manufacturers but doesn’t threaten distributors’ relationships with their customers and SPARXiQ’s technology positions HARDI to solve both problems for our members.” “SPARXiQ has been fortunate to work with many HARDI distributors and manufacturers over the last three decades to leverage analytics and increase profitability across pricing, sales, purchasing,

operations and expense management. Recently, we have expanded our analytical solutions to provide channel point-of-sale (POS) data exchanges for industry associations to augment their existing benchmarking programs. We live in a data-driven world and are proud to partner with HARDI to accelerate adoption.” – David Bauders, SPARXiQ CEO

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 supplier, manufacturer representative and service vendor members.

About SPARXiQ

SPARXiQ delivers analytics, software, and training solutions that help companies accelerate performance and profitability. We are committed to solving business challenges by enabling data-driven decisions and equipping frontline sales team with skills to accelerate results. As the marketplace has moved through its digital evolution, we help our clients grow revenue, optimize margins, build more effective sales teams, and improve operations.

Coburn Supply Dealer Meeting



Pictures on page B8-B9.

WHVACR Mixer at AHR



Pictures on page B12.

TACCA GSA HVAC Expo



Pictures on page B17.

INSIDE

- Consultants’ Corner6,10,21
- Product News..... 2,5,9,17
- TACCA- Trade Talk B2,B8,B16
- Software Programs / Classified..... B19
- Calendar B18
- HARDI News..... B16



WWW.AC-TODAY.COM

PSRST STD
U.S. POSTAGE
PAID
AC TODAY LLC

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

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



Product News

Advertisers Directory

Pro Charge Launches Innovative New Products for the HVAC Industry

Lebanon, Pa - Pro Charge Products is proud to introduce a new, innovative, and cost-effective way to do leak searches and repairs with our small 2-pound cans of refrigerant that are preblended with UV Dye and Sealant. Each can is perfectly sized to service equipment up to 6 tons of cooling and has a 1/4" service port on top with a Schrader valve so it can be used on multiple systems.

Our cans can easily fit on shelves in work trucks or tool bags and make leak searches/repairs in difficult to reach places, like drop ceilings in office spaces, easy. Having cans of Pro Charge on your truck or in your shop is also a much more cost-effective solution for leak searches and repairs than purchasing full sized cylinders of refrigerant and the other UV dye and/or sealant products.

We currently have Pro Charge in both R22 and R410A variants but can make our products with almost any commercially available refrigerants on the market today. Our UV Dye and Sealant combo does not react to air or moisture and wont gel up inside of equipment, filter driers, TXV's, or a technician's tools.

Pro Charge is currently saving HVACR contractors and their customers across the country time and money, especially during these times of ever-increasing costs. For more information on Pro Charge go to our website at www.prochargeproducts.com, check us out, and find a distributor near you.



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

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

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

ACES AC Supply	B20
AC Guard	2
AC Today	B18
Attic Tent.....	B15
Barsco	8
Century A/C Supply	3
Century HVAC Distributing	B3
Coburn Supply	21
Comfortstar Solar	7,B4
Construction Data	B11, B15
Curri.....	4
Duct Saddle.....	B19
Elite Software.....	B19
FTL Finance.....	B8
Friedrich.....	5
Gemaire.....	23
GREE	22
Insko Distributing	24
JB Industries	13
Johnson Supply.....	11
Johnstone Supply.....	B1,B11
Johnstone Supply South.....	19
Locke Supply.....	15
McDaniel Metals	B10
Mitsubishi Electric.....	10
MORSCO	16
Nexya	20
Olimpia Splendid.....	12
Pipe Prop	17
Pro Lift	B15
Rectorseal.....	9
Searco	B19
Standard Supply	18
TACCA	B2,B8,B16
TACCA Greater Houston.....	B13
Transtar AC Supply.....	6
United AC Supply	B10
WHVACR.....	B12
Yellow Jacket.....	14

Add-on ancillary parts



See new cage options at
ac-guard.com

Stocked by trusted wholesalers nationwide
407-578-8444  **AC-GUARD**

Covering line sets on metal buildings is easy with

COVER GUARD 



4-stage Adjustability

407-578-8444
accoverguard.com

WE GIVE YOU THE TOOLS TO BOOST YOUR BUSINESS

ASK YOUR SALES REP ABOUT THE EGIA
BUSINESS ANALYZER
and how you can get insights
into how your business operates

RUUD DEALERS: DON'T MISS OUT ON
**SPRING CASH BACK
AND OTHER PERKS!**



Spring CashBack Rebates



CenterPoint & Entergy
Utility Rebates



Extended
Warranty Program



0% Consumer Financing
with little to no dealer fee

Ask your sales rep for details.



ASK US ABOUT

**SPRING
PRESEASON
OFFERS**

VALID MARCH 1 - APRIL 30, 2022

USE OUR PICK UP LOCKER AND
GET A FREE GIFT
when you mention this offer

*Available at Winkler and Beltway locations only



CENTURY
A/C SUPPLY™

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



Angleton • Barker Cypress • Bay City • Beltway • Conroe • Lufkin • Gulfton • Humble • Katy • League City • Stuebner • West 43rd • Winkler

Shop Online 24/7 at CenturyAC.com



HVAC PARTS DELIVERY

Deliveries to customers have become essential yet harder to coordinate, which is why hundreds of HVAC distributors use **Curri** to move their products and parts.

Scan with your phone's camera

Sign up for a free account, and start with \$100 on us — give Curri a try!



Pay-as-you-use & subscription-free

Only pay when you need us, daily, weekly, or occasionally, while still having full access to our delivery management software — no subscription necessary.



A versatile fleet for your HVAC parts & products

Instead of being limited to a few vehicle options, enjoy the benefits of a versatile fleet with pickup trucks, cargo vans, box trucks, flatbeds, semis, and more!



Priority delivery options & customer support

Same-day, Rush or Scheduled deliveries. No matter what, a dedicated Delivery Ops Specialist and Customer Success Associate will be available during your delivery.



Delivery features that make a difference:

- Photos of pickup/drop-off
- Live tracking & driver ETAs
- Delivery notifications
- Team accounts
- Delivery reports & metrics
- Live chat & phone support
- 13 vehicle options
- Save pickup/drop-off contacts



curri

Any questions? Email us at sales@curri.com, call us at (877) 772-8774, or visit our website curri.com.

Product News

Room by Room, Friedrich Freshaire IAQ Tackles Airborne Pathogens and Pollutants

At AHR 2022, Friedrich Showcased its Range of Impressive Room A/C Accessory Solutions Designed to Ensure Safer, Healthier Indoor Air Quality

San Antonio, Texas—At AHR Expo 2022, Friedrich Air Conditioning Co. showcased the latest suite of available indoor air quality (IAQ) options and added capabilities for the company's wide range of room A/C products. Dubbed Friedrich FreshAir[™] IAQ, these accessory offerings deliver healthier indoor air quality and tackle serious issues such as the removal of pathogens and pollutants from the air.

With the launch of Friedrich FreshAir IAQ, Friedrich is the first company in the U.S. to offer complete and effective room-by-room A/C solutions based on scientific recommendations for how to achieve safer, healthier indoor air quality. Friedrich FreshAir IAQ utilizes an

arsenal of effective technologies to eliminate and reduce the quantity of microcontaminants in indoor environments, such as airborne bacteria, mold spores, pollutants and viruses. Friedrich's solutions are based not only on air purification and filtration, but also powerful dehumidification capabilities and a patented make-up air system.

A variety of Friedrich FreshAir IAQ options are now available for products designed for commercial and residential customers, including lodging and hotel properties, multi-family housing units, schools, assisted living and nursing home facilities. These options work in separate and multiple combinations—depending on product

configurations and specific IAQ needs—to address the essential aspects of how to deliver safer and cleaner indoor air quality, including:

- **Advanced filtration:** Filtration that removes microcontaminants as small as viruses is especially important in today's indoor environments. Friedrich FreshAir IAQ accessories include industry-leading MERV 13 filtration, which experts verify is more effective at reducing the quantity of airborne bacteria, mold spores and viruses. Leading authorities—including the CDC, EPA, and ASHRAE—recommend upgrading filters to MERV 13 or higher to help guard against the spread of infectious airborne particles, including COVID-19. MERV 13 filters are 85% or more effective at capturing particles down to 1 micron in size* (COVID-19 virus travels on particles and nuclei between 1 and 6 microns in size). Thanks to powerful performance capable of producing needed air pressure for effective filtration without sacrificing temperature accuracy or comfort, Friedrich now offers a variety of products compatible with ASHRAE-recommended MERV 13 filtration, including being the first and only window A/C manufacturer to do so.

- **Air cleansing:** Destroying harmful pollutants and pathogens is the ultimate goal for exceptional indoor air quality. Through a partnership with Fresh-Aire UV, an innovator of IAQ technology, Friedrich FreshAir IAQ options include UV light technology known to kill bacteria, mold and viruses. Additionally, Friedrich is offering advanced iWave air purification capabilities through a partnership with NuCalgon, a leading manufacturer of bipolar ionization equipment. iWave purifies air by creating negative and positive ions that attach to particles such as bacteria, mold and viruses and allow them to be better captured via filtration, while also safely reducing allergens, smoke, static electricity and controlling odors without creating ozone or harmful byproducts.

- **Make up air (MUA)/Friedrich's patented ventilation solution:** The delivery of fresh, outside air that helps dilute and replace stale, stagnant air is fundamental for improving indoor air quality. Friedrich's patented MUA technology is unlike other HVAC solutions that handle only heating and cooling or make-up air, necessitating an additional system. Many of Friedrich's products equipped with FreshAir IAQ integrate these functions, providing an all-in-one solution for fully conditioned, cleaner air while helping building owners meet ASHRAE 62.1 and 62.2 standards.

- **Dehumidification:** Improper moisture levels can contribute to the growth of organic matter and organisms, such as mold and fungus, causing unhealthy indoor air and uncomfortable conditions. If left uncontrolled, high interior humidity also can damage furnishings and interior spaces. Many of Friedrich's heating and cooling products with FreshAir IAQ offer sophisticated dehumidification capabilities designed to remove excess moisture and maintain proper humidity levels to help protect interior spaces and their occupants.

"These methods of purifying indoor air are scientifically proven as effective ways to solve the complete IAQ puzzle and help address the huge challenge and need for achieving healthier indoor environments," said TJ Wheeler, Friedrich Senior Vice President – Sales & Marketing. "As with all of the products Friedrich offers, we've made it easy for customers to customize the right solution depending on the specific needs of their space and occupants to ensure safer indoor air quality."

A range of FreshAir IAQ options that incorporate these leading technologies can now be found throughout Friedrich's product line up, including Friedrich VRP[®] (Variable Refrigerant Packaged) Heat Pumps, Friedrich FreshAir PTAC, Friedrich Vert-I-Pak, Friedrich ductless systems and Friedrich Kühl room air conditioners. For more information about specific FreshAir IAQ options available for individual Friedrich products and solutions, visit <https://www.friedrich.com/freshaire-indoor-air-quality>

**Based on ASHRAE Guidance for Building Operations During the COVID-19 Pandemic*

FRIEDRICH FLOATING AIR[®] PREMIER AND FLOATING AIR[®] PRO

THE EASIEST DUCTLESS TO INSTALL, CLEAN AND SERVICE

FastPro[®]
DESIGN



40%
FASTER*
TO INSTALL

45%
FASTER*
TO CLEAN

50%
FASTER*
TO SERVICE



FASTPRO[®] DESIGN

Friedrich FastPro design makes installation easier and gives you the fastest access to the parts and components that typically require cleaning and service. Available on Friedrich Floating Air[®] Premier and Pro Series wall-mounted models. Built-in Wi-Fi on wall-mounted and cassette models.

FRESHIRE[®] IAQ READY

FreshAir[®] IAQ is a suite of indoor air quality (IAQ) accessories for use with Friedrich Air Conditioners, all with one dedicated purpose - healthy indoor air.



Scan to WATCH VIDEO

FastPro[®]



FRIEDRICH

*Faster than similar installation, cleaning and service performed on standard ductless wall-mounted units.

If You Want to Grow, You Have to Let Go

Every salesperson knows they need to ask questions to learn about a prospect. Unfortunately, they often spend too much time asking the wrong questions or worse yet talking about their product before they even know if they are talking to the right person. This is particularly true for commercial sales, but these questions can also be modified for residential applications.

So, what should you be asking? Of course, there are the basic question which kick off the conversation. Why did you call me? What are you hoping we can do? What kind of time frame are you looking for? Why now? This is my favorite question because it helps me understand what has changed or what their pain point is. I use this information to match the right points in the service presentation to what they need.

Beyond the basics are the tough questions salespeople

are reluctant to ask because sometimes the answers make them uncomfortable. But these questions are critical to helping determine if you are talking to a qualified prospect, someone who has the resources, motivation and authority to buy from you. So today's blog post contains six sales tips. The tough, but important questions:

1. Do you have a budget for this project?

Many of us don't like to talk about money. It is a cultural thing. We were brought up to feel it wasn't polite to talk about money. If you fall into that category (and I do) *get over it*. If someone is calling to hire you, they know there is money involved. Asking this upfront may provide some surprising responses, including discovering they expect to pay significantly more than you might have quoted. In other cases, they may have no idea, and this gives you an

opportunity to give them a price range so see if you are in the ballpark before you spend a lot of time.

The next two questions deal with how important the issue is. Critical issues with serious bottom line consequences are more likely to get resolved sooner. If your product or service isn't on the critical list, you will need to work harder to keep buyers engaged and move them toward a decision

2. If you can't make a decision by the date you mentioned, what happens?

Connecting consequences with inactivity will give you a chance to talk to the customer about the cost of indecision and possibly create a sense of urgency around the decision

3. What priorities are higher than the one we are addressing today

It would be wonderful if what you sold was the most important thing in your

customer's life. However, that is rarely the case. A new website or a new roof is important, but it may not be the most important thing. Understanding your customer's priorities will give you valuable insight into all the areas of their business or their life where there are pain points. Again, if you can help them solve the problem with a referral or perhaps a different product or service you offer, which they might not be aware of, it will make it much easier to get them to decide to buy.

4. Who else are you talking with about this project?

It is easy to hide your head in the sand and delude yourself into thinking you are the only game in town, but you aren't. It is hard for me to ask this question because I don't want to bash competitors, but the information allows me to talk about relevant points of difference.

5. How will you choose

or what criteria will you use to evaluate proposals?

If price is number one on their list and you know you aren't the low-cost provider, you have some extra selling to do. Often customers don't really have criteria in mind. When this happens, you have a terrific opportunity to steer the decision. Kick off the conversation by saying something like this:

Can I tell you how other clients have made this decision?

As we talk to customers the 3 criteria we often hear are...

Now you focus the conversation on your strengths and the potential client will evaluate your competitors on the standards you have set.

6. What might prevent us from doing business together?

I know what you are thinking, why would you encourage potential clients to think about why they wouldn't hire you, but you need to know.



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.

If the owner has a brother in the business or there is someone who has done their work for years, you need to know that sooner rather than later.

These are my top questions. What are yours?



TRANSTAR

A/C SUPPLY, INC.

"We have the parts and equipment to do the job!"





Concord and AirEase are wholly owned subsidiaries of Lennox International Inc.

Switch to AirEase™ today and Earn up to

\$15K



New AirEase and Concord Dealer Programs!

Switch to Concord® today and Earn up to

\$10K





Rodeo Days Sale!

BUY 3 GET 1 FREE!

PRODUCT OF THE MONTH | Hydro Balance Coil Cleaners... "Made in Texas"

Limited Supply! Please ask one of our Transtar team members about availability and pricing. Offer valid while supplies last. Actual product images may vary from the selection. Promotion is subject to change. The offer expires on March 31, 2022.

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

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

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

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

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

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

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

VISIT OUR WEBSITE FOR MORE INFORMATION
www.transtaracsupply.com

NOW HIRING
SALES AND
WAREHOUSE POSITIONS



ComfortStar®

Air conditioning and Heating

CPR Series

19.5 SEER

1 1/2 up to 5 Tons

**THE NEW
Split
System**



Warranty Registration required except
California and Quebec, Canada



FEATURES:

- Sound level - As low as 56 DBA.
- 50% smaller foot print than a regular condensing unit.
- Self diagnostic.
- Gold fin protection.
- Can be matched with a standard air handler and A coil.
- Low ambient temperature 5F
- Copper + Gold fin aluminum

Distributed by

SOLAR
SUPPLY

www.solarsupply.us

• LOUISIANA
• TEXAS
• MISSISSIPPI

• ALABAMA
• NORTH FLORIDA

**Compact systems
INVERTER**



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

Comfort, it's in our name



PROFITABILITY^o

Achieve a whole new degree of profitability with LG Air Conditioning Technologies

- Easy to sell, install and service
- Strong brand recognition and consumer loyalty
 - Powerful marketing, training and incentives for LG Excellence Contractors
 - Flexible system designs with ducted and duct-free options
 - Rebates available on many energy efficient systems



Corporate Office
4309 N. Beltwood Pkwy
Dallas, TX 75244
(972) 934-1900

Arlington
3411 Ave D
Arlington, TX 76011
(817) 652-0026

Austin
9715-A Burnet Rd.
Suite 100, Bldg 6
Austin, TX 78758
(512) 485-2579

Denton
1210 Duncan St Bldg C
Denton, TX 76205
(940) 891-1909

Fort Worth
2100 Handley Ederville
Ft Worth, TX 76118
(817) 595-7922

Longview
1715 E. Young St.
Longview, TX 75602
(903) 753-7665

Plano
1401 Summit Ste 10
Plano, TX 75074
(972) 231-8206

Redbird
4660 Mint Way
Dallas, TX 75236
(214) 339-2125

San Antonio
10011 Broadway
San Antonio, TX 78217
(210) 822-3050

Tyler
1902 Capital Dr
Tyler, TX 75701
(903) 939-0826

Waco
700 Schroeder, Ste A
Waco, TX 76710
(254) 751-1125

Witchita Falls
106 Elm St.
Wichita Falls, TX 76301
(940) 767-2571

Product News

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

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

A significant nuisance and the source of many callbacks to HVAC installations, white slime, algae, fungus, and bacteria co-mingle and can cause failures in condensate drain lines. A simple one-time installation of a Drain Guard T-Body assembly and cartridge provides a slow-releasing formula that provides drain protection for up to six months. The unit's transparent design allows for a



quick view to ensure the Drain Guard unit is activated and when the next Drain Guard cartridge is needed. After the initial cartridge is exhausted, a kit that contains two cartridges allows up to 12-months of protection against condensate drain line failure.

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

Ritchie Introduces the Turborecover™ Recovery Machine

TurboRecover™ for Fast and Effective Refrigerant Recovery

Bloomington, Mn– Ritchie Recovery Machine. Engineering Company, Inc., the leader in service tools for HVAC/R and automotive professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the YELLOW JACKET® TurboRecover™

The YELLOW JACKET® TurboRecover™ Recovery Machine has all the features needed for fast and effective refrigerant recovery. A powerful twin-cylinder, oil-less compressor and 1.25 hp Brushless DC (BLDC) motor ensure fast system

recovery. Its dual-gauge design allows for monitoring of the system and tank pressures simultaneously and an integrated low-pressure switch automatically powers down the machine when recovery is complete. Integrated purge circuit clears residual refrigerant from the machine, preventing cross-contamination when changing from one refrigerant to another. The reusable mesh particulate filter is integrated into the suction port and can be easily cleaned or replaced. The TurboRecover™ is lightweight and includes a shoulder strap for easy transportation to any jobsite. Its single control valve and status indicator LED make it the simplest recovery machine on the market!

For more details, visit <https://yellowjacket.com/product/turborecover-recovery-machine/>





A CSW Industrials Company

LIMITED 3 YR

WARRANTY

NO REGISTRATION REQUIRED

Setting a new industry standard.

Minimum 3 Year
Limited Warranty on
RectorSeal® Products

5YR
LIMITED WARRANTY

30YR
LIMITED WARRANTY

10YR
LIMITED WARRANTY

Lifetime
LIMITED WARRANTY

rectorseal.com/NoRegistration

2601 Spenwick Drive • Houston, TX 77055, USA • 800-231-3345 • R50849-0921

It's On My Heart: A Real Legacy.

I recently had a trip where I spent a significant amount of time with Ron Strelke, the owner of Force Home Services in the Dallas area, he shared an amazing story of a unique legacy. I had been on his website and noticed he had photos of all his employees, in every division of all his company. After scrolling thru them all, there were two other photos, with dates above their names. Those dates were the years they had joined them, and the date they had passed away.

I asked about those two photos, they were employees who had made a difference in the business, and they wanted to memorialize them in a special way. One of those photos was of Zach, an installer. He was in the National Guard as well, served several tours overseas. He did an excellent job, installing systems for customers that many said

just couldn't be done. He will be missed.

The next was Lisa, she was amazing. She joined Force Home Services as a CSR, helping customers with hvac or plumbing problems. She was a caring, compassionate person who got to know the clients on a first name basis and followed up when needed to be sure they got excellent service. Here are the notes on their website:

As the first point of contact for our customers, Lisa's mannerism made them feel comfortable in what could be considered a stressful environment. They consistently described her as kind, patient, friendly and helpful. The local Denton County Charitable organizations knew Lisa's passion for serving the less fortunate and figuring out a way to help. A list of her most passionate organizations are shown on

our "Gives Back" page.

Lisa, you made us all want to dream a little bigger. Your love and compassion for others made a mark on our hearts that can never be erased. Your spiritual leadership and motivation helped transform Force Home Services into the company we are today.

Even though you are gone we will continue to honor the best and most beautiful parts of you by continuing your passion for serving others.

A legacy is something that a person leaves behind to be remembered by. Something they have touched in some way that when people see it, they are still there. Lisa, this will be the place we can visit to remember and honor your legacy of love, giving and respect.

When she passed in December 2019, the company sent out a note to all the maintenance agreement customers, letting them know

she was gone. Almost 100% of those customers texted, called or wrote back saying what a positive influence she had been. Ron Strelke was touched by how many lives she had touched, decided to honor her memory. He made a decision to give to a charity she loved, on his website you can see the many organizations she was involved in. Ron does maintenance agreements, he set aside about \$20,000 of his maintenance agreement payments to go to her charities each year. Asked the customers who they want that money to go to. The responses have been overwhelming, the total he gave to charities last year rose to about \$60,000, he decided to support many more than he thought, it just made sense. So both of these employees are remembered in a positive way on the website, something I had never seen before.

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!

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



CEILING CASSETTES NOW EASIER TO INSTALL EVERYWHERE

From installation through service, our sleek MLZ EZ FIT™ ceiling cassettes make it easy to provide your customers with multi-zone cooling and heating solutions that fit their lifestyle.



- Fits between standard 16" ceiling joists
- Built in condensate lift mechanism (21")
- Perfect for new construction and retrofits
- Sleek design panel complements any home style
- Serviceable from the bottom with no additional access panel required
- Can be installed on a home's first floor

Learn More At MitsubishiComfort.com





JOHNSON SUPPLY
OUR SUPPORT - YOUR SUCCESS HVACR DISTRIBUTORS SINCE 1953

Your Trusted HVACR Distributor Since 1953



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

Allen, TX

1307 North Watters Road
Suite 100
p: 469-270-5900

Austin, TX

9416 Neils Thompson Dr
Suite 100
p: 512-977-0100

Beaumont, TX

1110 Gulf Street
p: 409-838-5251

Bryan, TX

2616 S College Ave
p: 979-775-5554

Carrollton, TX

1401 Valwood Parkway
p: 972-277-9300

Clute, TX

406 S Brazosport Blvd
p: 979-265-0466

Corpus Christi, TX

1248 S Padre Island Drive
p: 361-808-9675

Deer Park, TX

1250 Clay Court
Suite 100
p: 713-477-0562

Forth Worth, TX

524 N Beach St
p: 817-834-9675

Garland, TX

1036 S Jupiter Rd
Suite 300
p: 972-494-0148

Houston, TX

3511 Jensen Drive
p: 713-869-3700

Houston, TX

6630 Roxburgh Drive
Suite 100
p: 713-849-2030

Houston, TX

10151 Stella Link Road
p: 713-830-2499

Houston, TX

3930 Stoney Brook Drive
p: 713-781-1100

Humble, TX

1515 East 1st Street
p: 281-548-0600

Huntsville, TX

676 IH 45 South
p: 936-291-6818

Lafayette, LA

4002 Cameron Street
p: 337-232-9862

Lake Charles, LA

2501 Ryan Street
p: 337-433-7100

Pharr, TX

801 W Mozelle Avenue
p: 956-702-3445

San Antonio, TX

1050 Arion Parkway
Suite 106
p: 210-495-9675

Stafford, TX

13255-B Murphy Road
p: 281-499-9000

Waco, TX

600 Esther Street
p: 254-755-7333

Webster, TX

611 N Texas Avenue
p: 281-338-6638

Woodlands, TX

604 Spring Hill Drive
Suite 170
p: 281-872-3454

call or text phone numbers listed

JOHNSON SUPPLY is a proud supplier of:

ALLIED
Commercial



ARMSTRONG
AIR
The Professional's Choice



Ducane
AIR CONDITIONING
AND HEATING



magicpak
All-In-One HVAC Systems



For more information



JOHNSON SUPPLY Dealer Program Benefits

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

visit johnsonsupply.com



NEW IN AMERICA



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

BEAUTIFUL OUTSIDE



COMFORTABLE INSIDE



MAESTRO^{PRO}

With no outdoor unit



Features:

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



Winsupply of Dallas - Chad Fink
cjfink@winsupplyinc.com | (972) 800-1553

Winsupply of San Antonio - CJ Hooper
cjhooper@winsupplyinc.com | (210) 481-8123

Winsupply of El Paso - Rene Tirres
rtirres@winsupplyinc.com | (915) 859-3817

Winsupply of Rio Grande Valley - Ernie Pena
epena@winsupplyinc.com | (956) 271-8066



www.olimpiasplendidusa.com
sales@olimpiasplendidusa.com

HINSHAW con't

My question is this: what is your legacy, what will you be remembered for? I realize the day-to-day business can be frustrating, some days you may think you got into the wrong industry. Ron Strelke had no experience in our industry, he bought the company from a church friend. Shortly the key service tech with great experience left him, he had to start over finding good people to be involved. He found such a person in Lisa.

When you go to their website, you can see what the other employees say about the company: a great place to work, the employees look out for each other, this is a family-type organization. Make your company a great place to work, where the employees look out for each other. At the Service Nation, we have lunch together each Thursday. Some weeks it is pizza, may be Chick-Fil-A

other days, but the neat thing is that even those who are working from home come in, to have a meal and check up on the team. We have valentine's day hearts we write messages on to other team members, that is going on now. Matt and David have created a caring atmosphere for the employees, the sort of atmosphere that makes it a place you want to work. Really helps when we are looking to hire a new member, they can sense the feeling of comradery in our building.

So work on the family, when an employee has a situation that is impacting them at work, let them know you are there to help. We still need to have team members who perform well, do the job they have to do, but if they are hurting in some way, be available. Let them know you care.

Thanks for listening, we'll talk later.

Mitsubishi Electric Trane HVAC US Welcomes Vice President of Marketing

Jason Rosenthal to lead marketing and product management

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, welcomes Jason Rosenthal to the team as vice president of marketing.

In this newly created role, Rosenthal leads the company's marketing and controls product management departments for both residential and commercial sectors. He drives market research and analysis to identify and capitalize on new opportunities for METUS products and services. Rosenthal and his team are also responsible for METUS' digital strategy, creating experiences around products, apps, and web services that connect and provide value for contractors and homeowners.

Before joining METUS, Rosenthal served in various marketing leadership roles where he strengthened market positions.

Rosenthal was most recently vice president of marketing for Phyn, a division of Belkin International, where he led marketing and customer advocacy, developed go-to-market strategies and oversaw channel implementation across e-commerce and retail. He brings additional marketing leadership experience in SaaS, connected home, consumer goods, home services and telecommunications.

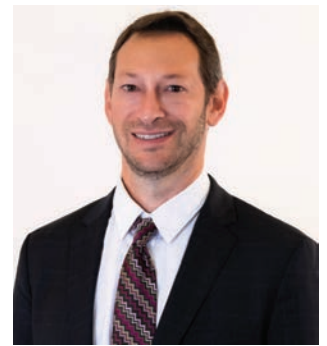
"We're pleased to welcome Jason Rosenthal as our new

vice president of marketing," said Mark Kuntz, chief executive officer, Mitsubishi Electric Trane HVAC US. "Jason's extensive knowledge in the digital space and lifestyle marketing will be a tremendous asset to our team and will contribute to the continued growth and success of our company."

"I'm excited to join the Mitsubishi Electric Trane HVAC team," says Rosenthal. "Our innovative, all-electric heat pumps provide superior comfort and user experiences while helping our customers improve sustainability. With our diverse product portfolio and the growing trend toward electrification, our phenomenal growth over the last few years is only the beginning. I'm looking forward to the creative journey we have ahead."

Rosenthal holds a Bachelor of Arts from New York University. He will be based out of the Suwanee, Georgia METUS headquarters.

To learn more about METUS and its mix of energy-efficient, high-performance Ductless and Ducted variable-capacity heat pump systems, visit www.methvac.com.



Jason Rosenthal VP of Marketing Mitsubishi Electric Trane HVAC US



PLATINUM FLEX

**EXTRA FREEDOM
EXTRA POWER
EXTRA CAPACITY**

AC/Battery Powered Vacuum Pump **NEW!** MADE IN USA

- Powered by JB's 9.0 Ah/18v lithium-ion battery or auto-switching dual voltage AC Adapter
- Available in 3 CFM and 5 CFM; 1/2 HP DC brushless motor
- Low battery warning light with audible alert
- 1 year OTC warranty; 2 year on vacuum pump



Accelerator® VL-200
Rapid Evacuation Kit

MADE IN USA



**20X
FASTER
EVACUATIONS**

A32525SV
Valve Core Removal Tool
with Slide Valve Side Port

MADE IN USA



2020
DEALER DESIGN
AWARDS
BEST TOOL

A32525SVT
Valve Core Removal Tool with Slide Valve
Side Port and Torque Setting

MADE IN USA



**AUTOMATICALLY
SETS TORQUE
3 to 5 in-lb**

Y-FORCE
QC-206 (3/8")/QC-208 (1/2")
Dual, High-Speed Coupler Connector

MADE IN USA



Increase speed of evacuation with the Y-FORCE Dual, High-speed Coupler Connector and two large diameter hoses.

JB INDUSTRIES

**JB INDUSTRIES Exclusively Supports
Authorized Wholesale Distribution Channels**

JBIND.COM
f in v t @

NTEA Releases 2022 Fleet Purchasing Outlook

Farmington Hills, Mich.— NTEA – The Association for the Work Truck Industry published its 10th annual Fleet Purchasing Outlook to showcase vehicle acquisition trends for the work truck industry. The insights provided by fleet professionals give the entire commercial vehicle community perspective on anticipated purchasing intent and areas of greatest interest to fleet managers.

“Responses to the 2022 survey indicate fleet purchasing activity will focus more on replacement than expansion,” said Steve Carey, NTEA president & CEO. “This is consistent with expectations, given the fleet purchasing cycle peaked in 2018–2019 and that fleets continue to be challenged by the ability to obtain chassis.”

NTEA gathers feedback from a wide variety of fleet professionals in mid- to high-level management with authority to make truck acquisition and vehicle specification decisions. Participants come from a wide range of fleet sizes, vehicle weight classes, and vocational truck applications across the U.S. and Canada. Primary sectors featured in this analysis include government/municipal, construction, delivery and utility/telecom

application markets. The report is based on Fleet Purchasing Outlook survey results, with data from previous years serving as a benchmark to establish trends and allow year-to-year comparisons.

Report findings showcase

- Average truck age and replacement cycles
- Macro-level buying tendencies
- Predicted change in fleet size
- Main factors driving purchase behavior
- Interest in advanced truck technologies and alternative fuels
- Approach to safety and automation
- Importance of financial purchasing incentives

Fleet respondents report their most important management focus areas continue to include safety, maintenance costs, idle reduction and uptime (keeping drivers on the road). Other than acquisition costs, funding and lead times are among the biggest challenges faced in purchasing new trucks.

Respondent feedback

- 49% — average truck age is increasing this year
- 29% — average truck age does not

exceed normal replacement cycle

- 75% — indicate an average truck age of 5–15 years (similar to levels reported last two years for this age range)
- 57% — report current funding for planned acquisitions (a 7-percentage point increase from 2021 levels; response from fleets planning to acquire trucks in 2022)
- 83% — purchasing decisions influenced by longer chassis lead times (response from fleets planning to acquire trucks in 2022)
- 89% — plan to make at least some acquisitions in 2022 (this is in line with 2021)
- 39% — anticipate procuring Class 7 vehicles in 2022 (response from fleets planning to acquire trucks in 2022)
- 39% — anticipate acquiring more trucks in 2022 than in 2021
- 32% — plan to replace more than 10% of their trucks in 2022 (response from fleets planning to acquire trucks in 2022)
- 39% — expect a fleet size expansion in the year ahead
- 62% — making specification changes to enhance fuel economy and reduce fuel usage
- 80% — do not expect a vehicle

platform shift (response from fleets planning to acquire trucks in 2022)

The 2022 Fleet Purchasing Outlook is a free report download available to NTEA members. Nonmembers can purchase for \$199. For additional detail and report access, visit ntea.com/fpo, or contact NTEA’s team (info@ntea.com or 800-441-6832).

ABOUT NTEA

Established in 1964, NTEA – The Association for the Work Truck Industry, a 501(c)(6) organization, represents more than 2,000 companies that manufacture, distribute, install, sell and repair commercial trucks, truck bodies, truck equipment, trailers and accessories. Buyers of work trucks and the major commercial truck chassis manufacturers also belong to NTEA. The Association provides in-depth technical information, education, and member programs and services, and produces Work Truck Week® and Green Truck Summit. The Association maintains its administrative headquarters in suburban Detroit and government relations offices in Washington, DC, and Ottawa, Ontario, Canada.

THE NEW STANDARD IS HERE



©2022 Ritchie Engineering Co.

TurboRecover.™

The performance you need from the name you trust.

Designed with a powerful 1.25 hp brushless DC motor and twin-cylinder compressor, the **YELLOW JACKET® TurboRecover™ Recovery Machine** provides fast refrigerant recovery. It features a low-pressure switch for automatic shut-off when recovery is complete and a purge function to prevent cross contamination.

- Compatible with Class III, IV and V refrigerants including 410A
- Designed for use with A2L systems
- Simple user interface with a single control valve and easy-to-read high/low gauges
- Lightweight design and shoulder strap ensures easy carrying and transport



in @ f

Connect at yellowjacket.com to learn more.



ALLIED DUCTLESS

Air Enterprises Inc.
A Lennox International Inc. Company

SINGLE- AND MULTI-ZONE DUCTLESS HEATING AND COOLING SYSTEMS

Make The Right Choice, For Your Business And Your Customers.

When your customers have a specific area that needs heating or cooling, Allied® ductless systems offer a smart, cost-effective solution. They install easily, without the hassle and expense of ductwork, so your customers can get comfortable quickly and you can complete more jobs in one day. Homeowners will also appreciate that they make minimal noise and blend in with their surroundings. With all these advantages and more, Allied ductless systems are the right choice to make any room feel just right.

Easy Installation

Every Allied product is designed with features to save you time on every installation:

- No additional ductwork required
- System includes outdoor unit and compact indoor unit
- Wall-mount, ceiling cassette and concealed indoor unit options offer installation flexibility

Residential Applications

Ductless systems work great for customers with room additions or uncomfortable spaces in their home, such as:

- Sunrooms
- Garages
- Workshops/sheds
- Master bedrooms
- Finished attics
- Finished basements



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

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

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

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

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

BARTLESVILLE
244 NE Washington Blvd.
918-333-1145

BEDFORD
512 Harwood Rd.
817-282-1365

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

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

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

CLAREMORE
1113 W. Will Rogers
918-343-1131

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

DENTON
2001 Fort Worth Dr.
940-484-4323

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

DUNCAN
1715 N. 81
580-252-5048

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

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

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

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

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

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

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

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

MESQUITE
4414 Gus Thomasson Rd.
469-917-1959

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

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

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

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

MUSTANG
420 N. Sara Road
405-682-2245

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

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

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

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

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

PLANO
2404 Avenue K
972-578-9688

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

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

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

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

SHAWNEE
530 Kickapoo Spur St.
405-275-4362

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

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

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

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

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

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

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

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

WACO
5526 Bosque Blvd
254-405-6827

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

WEST RENO
2600 W. Reno
405-235-6674

WICHITA FALLS
3164 5th Street
940-341-2080

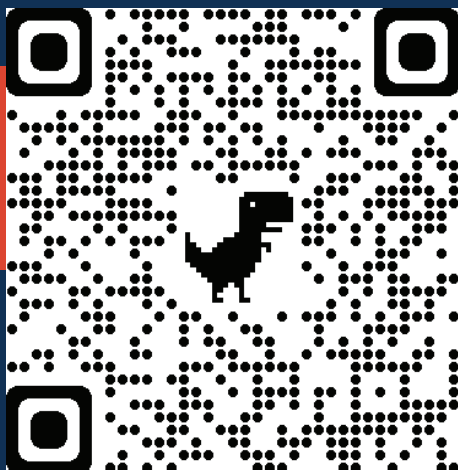
WOODWARD
1414 Oklahoma Ave.
580-254-2173

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

Locke[®]
SUPPLY CO.

Character, Customer Service, Employee Owned

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



The More Important the Work, the
More Important it is to have the
right tools for the job.

**We are your local distributor
for HVAC equipment and
supplies. We bring local
expertise to residential and
commercial HVAC customers.
Our specialized Technical
Service Advisors provide
detailed information and
advice to help get the job
done on time, every time.
Since 2018, we have been a
part of the Reece Group,
Australia's leading provider of
plumbing, HVAC and
waterworks products.**

Comfortmaker®

Air Conditioning & Heating

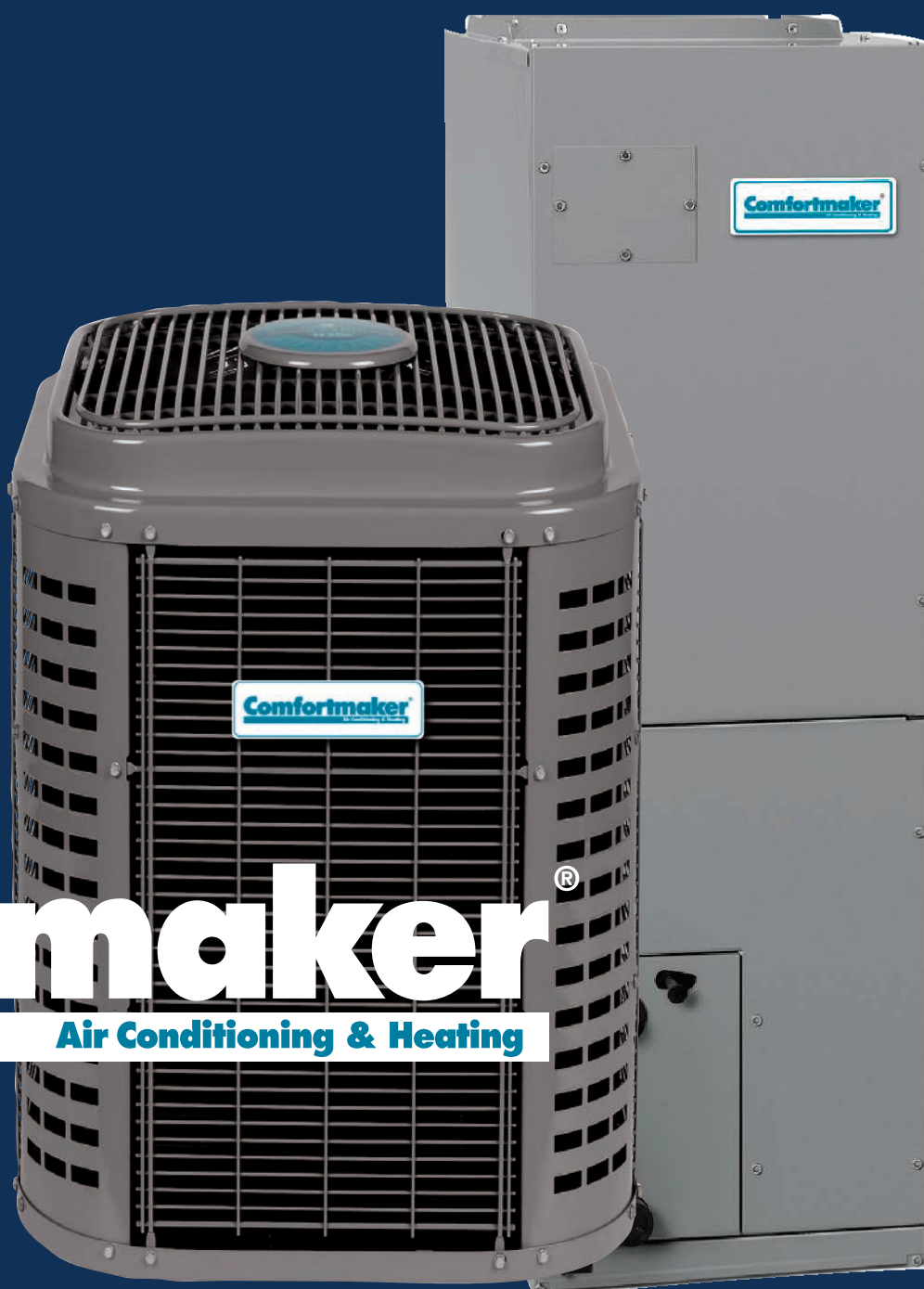
**We have 22 local branches with a
network of over 46 HVAC locations
nation-wide.**

**Austin, TX
Carrollton, TX
San Antonio, TX
Houston, TX
Longview, TX
Spring, TX**

**Columbus, TX
League City, TX
New Braunfels, TX
Stafford, TX
Houston Garden Oaks, TX**

**Arlington, TX
Plano, TX
Rockwall, TX
Frisco, TX
Garland, TX
Fort Worth, TX**

**Oklahoma City, OK
Mesa, AZ
Northwest Phoenix, AZ
Phoenix West, AZ
Charleston, SC**



Product News

Amerikooler Announces Significant Investments Aimed At Ramping Up Production Capacity and Shortening Lead Times

Miami, FL – Amerikooler, the fastest growing manufacturer of American made walk-in coolers and freezers, is making meaningful investments in its future growth by doubling down on production, personnel, and infrastructure.

Since 1985, Amerikooler has been a Family Founded and Operated business. It's success stems from their product with Technological Advancements which put them at the Top of the Refrigeration Industry.

The Passion and Pride drive them to be the best and inspire the Team to always reach higher.

A great example of this is how Instead of dialing back resources and running on reserves during the pandemic, Amerikooler kept its entire team employed and in-place; ready to restart operations as soon as restrictions lifted, and that's exactly what they did.

"Every crisis has opportunity," says Gian Carlo Alonso, Amerikooler CEO, "In the case of COVID-19, it was a massive opportunity to invest and seize market share while everyone else was terrified!"

In the past year, Amerikooler has consistently cranked out double digit sales growth, increased their Miami based factory production output by 73%, has added over 53 new members to their team, and they show no signs of slowing down.

Over the last quarter Amerikooler has made significant investments in their 200,000 square foot facility by adding new CNC machinery that will enable them to increase production to maintain some of the best lead time in the industry.

"I'm VERY excited about the new CapEx investments we've made," says Alonso. "These are high quality/output robotic machines that are proven to increase capacity and efficiency. In addition to almost doubling capacity last year, these investments will add another 33% to our output."

For more information on Amerikooler, their products, and the future of refrigeration please visit call 800.627.5665 or email agarriga@amerikooler.net You can also visit us at www.amerikooler.com



Thermostat Recycling Corp.'s Mercury-Containing Thermostat Collection Up Nearly 5%

New York, New York — Thermostat Recycling Corp. (TRC) collected 4.9% more pounds of mercury from thermostats in 2021 when compared with its efforts in 2020. As a result, it collected 937 pounds of mercury in 2021, compared with 892 pounds in 2020.

There were 93,045 mercury-containing thermostat units collected and recycled in 2021 compared with 85,351 in 2020, an increase of slightly more than 9%.

"Despite the impact of the coronavirus pandemic, our partners showed their commitment to recycling, resulting in an almost 5% increase in the pounds of mercury collected and recycled," said Danielle Myers, operations & compliance manager, TRC. "This increase at a time of turbulence in the business world and our personal lives is astonishing. I can only thank our partners in the field, who are persistent at removing the thermostats."

TRC's top 10 recycling partners by pounds of mercury are:

Partners	Mercury Volume (lbs.)
Johnstone Supply	172.3104
R. E. Michel Co.	107.7374
United Refrigeration	32.8724
Lennox	27.4474
Watsco	24.8992
Ferguson	20.8878
Refrigeration Supplies Distributor (RSD)	18.8542
F.W. Webb	18.4822
G.W. Berkheimer	15.8100
Geary Pacific	13.1378

The top three states in the United States for recycling thermostats are California, Pennsylvania and Minnesota.

The collection numbers reached a peak in 2014 with 203,346 units.

"TRC's partners are a marvelous example of persistence and grit during a pandemic that became overwhelming," Myers said. "They exhibited the highest standards of concern and follow through by keeping mercury out of the waste stream."

PIPE PROP
The Professional's Choice

PIPE PROP
8th Wonder of the World!

**Introducing the
NEW RUB Models**

**Drop & Go
No Adhesive
Required**

- > Made with recycled rubber
- > Features a low aerodynamic design for reduced wind resistance
- > Textured non-slip grip
- > No adhesive required
- > Plus all the quick adjustable features found in our standard Pipe Props

Well, maybe not, but it's pretty darn handy!

For more information, Visit www.pipeprop.com Call 1.888.590.0120 for a distributor near you.

Not all products depicted are Miami-Dade tested/approved.



North American Technician Excellence

NATE partners with Interplay Learning to launch new online training platform

Arlington, VA - North American Technician Excellence (NATE) is partnering exclusively with Interplay Learning to launch a new online training platform for HVACR technicians, NATE Training Academy.

NATE Training Academy is designed to provide technicians a way to train for NATE certification exams online at their own pace. The comprehensive online courses are all available on-demand and can be taken at any time. The interactive and immersive online courses powered by Interplay Learning’s leading skilled trades training platform include “field-like” 3D and VR simulations, videos, and knowledge checks.

NATE Training Academy currently includes courses to prepare technicians for NATE’s Certified HVAC Professional (CHP-5) certification exams. The CHP-5 is a NATE certification pathway where technicians can earn their NATE certification through a series of five 30-question exams, each on a different subject domain. NATE Training Academy’s CHP-5 courses cover each exam subject area: HVAC Fundamentals, Electrical and Controls, Comfort and Airflow, Installation, and Service.

Courses on the first two CHP-5 exam subject areas, HVAC Fundamentals and Service, are currently available. Courses on the remaining CHP-5

exams will be released in the coming months, and all CHP-5 courses will be available by early June 2022.

NATE and Interplay Learning plan to continue adding courses to help technicians prepare for other certification exams. In the future, NATE Training Academy will introduce courses to prepare users for NATE’s Low-GWP refrigerant certification.

NATE COO John Lanier explained the launch of the new online training platform is a part of an overall strategy change in the way NATE supports HVACR technicians. “In addition to certifying technicians and recognizing their excellence within the industry, we also want to help them get there, so we have shifted our model to create this training package for technicians.”

“We’re very excited for our partnership with Interplay Learning” said John Lanier. “Interplay is a recognized training provider that has registered its courses with NATE in the past. Many of our industry partners enjoy having their technicians and trainers use the training that Interplay creates, and we have received great feedback from technicians, contractors, and manufacturers that have used Interplay Learning’s courses.”

“The development of the new NATE Training Academy is a critical initiative that will actively address the shortage of skilled labor and help close

the skills gap in the HVAC industry,” said Doug Donovan, CEO of Interplay Learning. “Interplay’s job-relevant virtual technical training directly aligns with NATE’s goals and we’re pleased to contribute to that effort. At Interplay, we work everyday to make better careers and better lives for our customers, and this partnership is directly in line with our mission.”

Find more information at www.NATEX.org.

About NATE

Founded in 1997, North American Technician Excellence (NATE) is the nation’s largest non-profit certification organization for heating, ventilation, air conditioning and refrigeration technicians. As our business evolves to meet the growing demands of the HVACR workforce, the company’s vision - to be the leader in developing and recognizing professional HVACR technicians - remains clear. Headquartered in Arlington, VA, NATE is the certification organization that was developed by, and has been supported by the entire HVACR industry for over 20 years.

NATE tests represent real world working knowledge of HVACR systems. Developed by a committee of industry experts nationwide, our NATE certification exams represent HVACR topics pertinent to contractors, educators, manufacturers, and utilities alike. NATE tests are rigorous, multiple-

choice, knowledge-based tests which validate a technician’s knowledge.

About Interplay Learning

Since 2016, Austin-based Interplay Learning has been building better training, better careers and better lives for its customers and their employees. Its award-winning online and VR training for the essential skilled trades, including HVAC, Plumbing, Electrical, Solar, Multi-Family Maintenance and Facilities Maintenance workforces, is scalable and more effective than traditional training methods. By leveraging immersive learning technology, Interplay’s customers are able to train and practice hands-on learning from a desktop, phone, tablet or in virtual reality. The result is a highly trained employee who is job-ready in weeks, not years. Its digital experiential learning platform, SkillMill, conveniently turns any space into a training lab with its short video courses, 3D simulations, knowledge checks, coaching, community, and connectivity. Recent accolades include recognition by Fast Company’s World Changing Ideas Awards in the Education, General Excellence and On the Rise categories. Welcome to the next generation of the skilled labor workforce.

Visit <https://www.interplaylearning.com/> to learn more.



EST 1946

WE SET THE STANDARD



www.ssdhvac.com

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













<p>Alamo Downs - 20 6900 Alamo Downs Parkway Ste 120 San Antonio, TX 78238 Phone: 210.729.5050</p>	<p>Allen - 10 1305 N Watters Rd Ste 120 Allen, TX 75013 Phone: 214.383.8080</p>	<p>Arlington - 09 626 112th St Arlington, TX 76011 Phone: 817.855.6355</p>	<p>Athens - 07 700 Needmore St Athens, TX 75751 Phone: 903.675.5723</p>	<p>Austin - 06 3206 Longhorn Blvd Austin, TX 78758 Phone: 512.719.4002</p>	<p>Carrollton - 05 1520 Luna Rd Ste 140 Carrollton, TX 75006 Phone: 972.428.2218</p>	<p>College Station - 18 10129 State Highway 30 Colleg Station, TX 77845 Phone: 979.307.7244</p>	<p>Dallas - 01 DISTRIBUTION CENTER & CORPORATE OFFICES 1431 Regal Row Dallas, TX 75247 Phone: 214.630.7800 Counter: 214.379.7171</p>
<p>Denton - 08 2122 James Street Denton, TX 76205 Phone: 940.312.5242</p>	<p>DeSoto - 27 *COMING IN 2022* 711 E Centre Park Blvd DeSoto, TX 75115 Phone: 469.884.5941</p>	<p>Everman - 02 *COMING IN 2022* Everman Trade Center Building B Ste 360 Ft. Worth, TX 76111 Phone: 817.945.5247</p>	<p>Fort Worth - 03 501 N Beach St Ft. Worth, TX 76111 Phone: 817.831.2150</p>	<p>Garland - 04 2179 S Shiloh Rd Garland, TX 75204 Phone: 972.681.1350</p>	<p>Harlingen - 12 1805 N Loop 499 Ste 100 Harlingen, TX 78550 Phone: 956.202.0003</p>	<p>Houston - 13 8788 Westpark Dr Houston, TX 77063 Phone: 713.454.7407</p>	<p>Katy - 21 22370 Merchants Way Ste 140 Katy, TX 77449 Phone: 281.394.1246</p>
<p>Lubbock - 19 5625 FM 1585 Lubbock, TX 79424 Phone: 806.503.4320</p>	<p>McAllen - 14 1328 E Hackberry Ave Ste C&D McAllen, TX 78501 Phone: 956.215.7374</p>	<p>Paris - 16 2220 NE Loop 286 Paris, TX 75460 Phone: 903.783.1500</p>	<p>Rockwall - 17 1575 Technology Way Suite B Rockwall, TX 75032 Phone: 469.273.6014</p>	<p>San Antonio - 11 9311 Broadway St Ste 500 San Antonio, TX 78217 Phone: 210.488.9355</p>	<p>San Marcos - 29 *COMING IN 2022* 1600 Clovis R Barker Rd Ste 214 San Marcos, TX 7866 Phone: 737.214.3201</p>	<p>Spring - 15 620 Spring Hill Dr Spring, TX 77386 Phone: 832.447.1247</p>	<p>Tyler - 22 1216 S. Bennett Ave Tyler, TX 75701 Phone: 430.205.4425</p>
<p>Enid - 25 201 E. Elm Enid, OK 73701 Phone: 580.233.1600</p>	<p>Lawton - 26 9 Southwest I Ave. Lawton, OK 73501 Phone: 580.355.1155</p>	<p>Oklahoma City - 23 120 E Hill St. Oklahoma City, OK 73105 Phone: 405.525.8855</p>	<p>Shawnee - 24 211 W Main St. Shawnee, OK 74801 Phone: 405.275.3990</p>	<p>Tulsa - 28 *COMING IN 2022* 4118 S 70th E Ave Tulsa, OK 74145 Phone: 918.770.8732</p>			



March 2022 Training Calendar

To register for any of the trainings please visit our website training calendar! (scan qr code)

If you have any questions or need help registering please contact your local Territory or Branch Manager or jacqueline.gonzalez@johnstonesoutx.com



• 3/1/2022 •

**NuCalgon Whole
Home System
Protection and
iWave Training
Pharr**

• 3/3/2022 •

**NuCalgon Whole
Home System
Protection and
iWave Training
Laredo**

• 3/15/2022 •

**EcoEr
Equipment
Roadshow
Victoria**

• 3/16/22 •

**EcoEr
Equipment
Roadshow
Corpus Christi**

• 3/17/2022 •

**EcoEr
Equipment
Roadshow
Pharr**

• 3/21/2022 •

**Installation
Best
Practices
Laredo**

• 3/22/2022 •

**Installation
Best
Practices
Pharr**

• 3/29/2022 •

**NuCalgon Whole
Home System
Protection and
iWave Training
Victoria**

• 3/31/2022 •

**NuCalgon Whole
Home System
Protection and
iWave Training
Corpus Christi**

Corpus Christi- Laredo- Pharr- Brownsville- Victoria- La Feria

NEW IN USA

Our Nexya line of mini split air conditioning systems provide quiet, efficient cooling and heating for both residential and commercial applications.



Energy Efficient (up to 24 SEER/13.8 EER)

Reduce energy costs with a high-efficiency air conditioning system. Nexya systems use R410A refrigerant, which reduces the greenhouse effect by almost 70%.

Simple Installation

Choose from a variety of sizes, 9,000-36,000.

Remote Included

Use the provided remote to easily adjust temperatures to fit your comfort level.

Year-Round Comfort

Our reverse cycle heat pumps offer both heating and cooling to provide occupants with year-round comfort.

Inverter Compressor Technology

Permits the unit to vary from 40% to 115% of rated performance, providing occupants with unparalleled temperature and humidity control of their indoor environment.

Fan Only Mode

Adjustable three speed fan with fan only mode to optimize air circulation.

Dehumidification Mode

Reduces airflow to increase the amount of moisture removed from the space.

Sleep Mode

Gradually increases the temperature setpoint in cooling mode or decreases temperature in heating mode ensuring whisper quiet operation, greater comfort and energy savings while you sleep.



NEXYA

Cool More With Less



www.olimpiasplendidusa.com
sales@olimpiasplendidusa.com

cmpx Canadian Mechanical & Plumbing Exposition
Come see us at Booth # 931

OLIMPIA SPLENDID
HOME OF COMFORT

ITALIAN COMPANY
SINCE 1956

The Labor Gremlins!

We have just come out of the Christmas Season where visions of sugar plums danced in our heads, and strains of Tchaikovsky's "Dance of the Sugar Plum Fairy" have, by now, nearly nauseated us... but that's for another column.

I want to speak in this column about another kind of fairy—or actually, a gremlin (which is sort of an evil fairy). I speak of labor utilization.

In my experience as a consultant, I find that the Number One killer of an HVAC business is not cash flow (that's Number Two), nor even lack of sales (Number Three). It is lack of good control of field labor.

Think about it. Unlike a condensing unit or heat pump, or a contactor or fan motor, labor is not something you can put in the warehouse and store until you need it.

Time does not store very well! Either you use the billable hours of your installers and service technicians today, or you lose them. And if they are on the payroll either way, it's going to cost you—big time!

To make the point, let's consider how much unbillable time can cost in terms of an employee's hourly rate. Suppose you have an installer who draws \$25 an hour (not counting fringes and benefits, which add, on average, about 35% to the hourly cost). What is an hour of that installer's time worth overall?

To start, we compute the cost of his wages and benefits, which comes to about \$34 an hour. Now if we don't sell that hour, but he is on the payroll for that time, he gives us a net drain of \$34 for every hour of his that is not billed. If he averages just one hour

a day of unbilled time (which is actually a tad below the national average), he would cost us $\$34 \times 48 \text{ weeks} \times 5 \text{ days a week}$ (allowing for vacations, holidays, sickness, etc.) or about \$8,160 a year in wages and bennies.

But that's just the tip of the iceberg. 90% more lies beneath the surface! We also failed to absorb overhead for that hour. For a typical contractor, the ratio of overhead to wages for an installer runs about 2.3 to 1, so we also failed to recover about \$18,800 in overhead (which means we had to inflate our prices some on the sold hours to break even).

But most importantly, that hour per day of unsold time represents lost sales opportunities. For a typical contractor, sales runs about 5 times the cost of labor, so our one hour a day of

unbillable time actually costs us about \$41,000 in lost sales opportunities!

So what does an hour a day of unbillable installer time cost a year? Add the numbers up-- $\$8,160 + \$18,800 + \$41,000 = \text{about } \$68,000$ a year. This is 2,720 times the installer's average hourly wage! Let's just use a rule of thumb that that cost of an hour of unbillable time is 2,700 times the hourly wage of that position.

If you had 6 installers, each averaging just 1 hour a day of unbilled time, it could be costing you as much as \$408,000 a year!

It's worse for service techs. Service techs make more per hour than installers (in most cases) and average almost 2-1/2 hours a day of unbilled time. For a service department with four technicians averaging \$35 an

hour and 2.5 hours a day of unbillable time, the total hit to the company amounts to a staggering $\$35 \text{ per hour} \times 2700 \text{ cost factor} \times 2.5 \text{ hours a day unbilled} \times 4 \text{ techs}$ or \$945,000!

For a 10 field-person company, the total hit could be a \$1.4 million per year in costs, unrecovered overhead, and lost sales!

Do I have your attention now?

So what can you do to use your labor better?

First, there is not much you can do about the hourly costs. You have to pay a wage that is high enough to attract and keep high caliber talent, and that won't be cheap. (Check salary.com to see what the average service wages in your area actually are, counting benefits.)

But you can do something about recovering



Richard Harshaw

overhead and making sales. You can get better at selling (upping your closing rate, upping your average contract price, etc) and a whole lot better at managing your labor pool.

In next month's column, I will spell out a number of simple but effective things you can do that cost little or nothing but can slash your overhead cost factor from 2,700 times the hourly wage to less than 300 times the hourly wage.

Stay tuned! It only gets better!

If you have questions for Mr. Harshaw, send them to LLACKEY@AC-TODAY.COM

New HVAC Location Is Open

Our new Houston store is open and ready to serve your business! Come explore 50,000-square-feet of warehouse space that offers our widest selection of Sure Comfort and WeatherKing products in Texas. From order placement to delivery, our team will help you find just what you need to get the job done right.

VISIT US TODAY!

4915 New Cranswick Road
Houston, TX 77041
(346) 200-5441



Coburn Supply Company

TEXAS | LOUISIANA | MISSISSIPPI | TENNESSEE | ALABAMA

COBURNS.COM



FabricAir® Names DS Herron its Top HVAC/R Manufacturer’s Rep for 2021

Tulsa, Okla.-based DS Herron records best sales year in its 14-year relationship with the fabric duct manufacturer.

Las Vegas, Nev.-- FabricAir®, Lawrenceville, Ga., the original manufacturer of fabric HVAC duct, honored DS Herron Co. Inc., Tulsa, Okla. with its 2021 Top Manufacturer’s Representative Performance award at the AHR Expo 2022 (International Air-Conditioning, Heating and Refrigerating Exposition) Jan. 31 in Las Vegas, Nev.

FabricAir National Sales Manager, Charles Justice, presented the award to Rob and Julie Dixon, DS Herron’s president and vice president, respectively, who founded the manufacturer’s representative firm in 2000.

2021 was the best sales year of DS Herron’s 14-year relationship with FabricAir. The DS Herron team attributes the sales spike to concentrated efforts of showcasing FabricAir’s product line at trade shows throughout the company’s Oklahoma and Northwest Arkansas territory. Also, skyrocketing raw material metal prices during the pandemic helped convert many HVAC projects from spiral round metal to fabric duct as value engineering strategies, according to Rob Dixon.



(left to right) Brian Refsgaard, president, FabricAir, Lawrenceville, Ga., presents the 2021 Top Manufacturer’s Representative Performance award to Rob Dixon, president, and Julie Dixon, vice president of DS Herron Co., Tulsa, Okla., at the 2022 AHR Expo in Las Vegas on Jan. 31. Also pictured is FabricAir’s Tom Boothe, Oklahoma territory manager. (Photo Credit: FabricAir.)

Furthermore, Oklahoma has also been a hotbed of medical marijuana grow facilities, which prefer the antimicrobial and non-condensation characteristics of fabric duct. One DS Herron project in Northwest Arkansas was a grow facility featuring more than 500 linear feet of FabricAir’s Combi 80 antimicrobial fabric duct.

DS Herron was also recognized for its assistance in a challenging municipal indoor swimming pool project that featured an all glass retractable roof. The DS Herron team and the project engineer designed many

fabric duct solutions to circumvent structural obstacles, but still bathe the glass with conditioned air to prevent condensation.

“FabricAir’s Tom Boothe (territory manager for Oklahoma, Louisiana and Arkansas) helped us tremendously in 2021 with his diligent follow up on sales leads,” said Rob Dixon, who oversees three road sales and three inside salespeople.

For more info on FabricAir duct products and accessories, please visit fabricair.com; email sales-US@fabricair.com or contact customer and technical support departments at (502) 493-2210.

Solar Supply Western Region Awards Luncheon

These awards were presented by Jerry Clark and Quitman Moon at the Solar Supply Awards luncheon in Huntsville TX

- President’s Award- Paul Brame Lake Charles LA



- Western Region Most Improved- Chris Salinas Sherman TX



- Western Region Manager of the Year- Larry Taylor Leesville LA



- Most Improved Overall- Hollis Elder Conroe TX



I may be single... but I have plenty of options.







Wall Mount



Ceiling Cassette



Universal Floor/Ceiling



Slim Duct

G R E E C O M F O R T . C O M

GEM/IRE

D I S T R I B U T O R S

INTRODUCING

GREE FLEXX

COMFORT THAT YOU
CAN **FLEXX**

FLEXX

- 24 vac thermostat control
- Up to 20 SEER / 10.5 HSPF efficiency
- Ultra heating & cooling capabilities
- Quiet operation, optimal performance from -22°F to 129°F
- 2/3 and 4/5 ton outdoor unit options



NOW
AVAILABLE

Flexible. Comfortable. Efficient. Adjustable.



Houston N 281.821.7622	Haltom City.....817.916.1277	San Antonio 210.495.4933	Waco..... 254.751.7766
Houston NW 713.466.6261	Dallas..... 214.381.7899	Austin.....512.836.6646	Harlingen..... 956.423.8513
Galveston 409.741.9115	Arlington.....817.652.3272	South Austin.....737.931.0678	McAllen..... 956.668.1147
Houston Westpark. 713.787.6666	Plano 972.424.5222	Killeen 254.526.3028	Corpus Christi..... 361.854.7591
Pasadena..... 713.477.8292	Longview 903.758.3181	College Station.. 979.774.5390	Rosenburg.....346.843.8040
Carrollton..... 214.390.5076	Texarkana 903.832.3562	Temple.....254.773.0809	

GEM/IRE.COM





YOU'RE IN LUCK!

Ruud Contrator Cashback

Reward yourself for selling and installing qualifying Ruud equipment March 1st through May 31st.





Rebates Up To

\$625

HEAT PUMP SYSTEMS



Rebates Up To

\$600

A/C SYSTEMS



Rebates Up To

\$300

PACKAGE UNITS

SEE OUR FULL CALENDAR OF CLASSES AT WWW.INSO.COM/ACADEMY



Wednesday, March 16th
8am - 12pm
Grapevine



Friday, March 18, 2022
10am - 11am
Online



Wednesday, March 30th
8am - 12pm
Grapevine

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

INSO.COM

Need Help with Your Commercial Project? support@insco.com



BEST PRODUCTS. BEST SERVICE. BEST PEOPLE.



[@inscodistributing](https://www.instagram.com/inscodistributing)
[@inscohvac](https://www.instagram.com/inscohvac)



THAT'S THE POWER OF
JOHNSTONE™



START YOUR COOLING SEASON OFF RIGHT WITH JOHNSTONE SUPPLY.



**Ductless Mini Split 17 SEER,
Single-Zone Heat Pump, R410A**

**We Are Fully Stocked
Making it Easy to
Do Business**

Mini-Split March
Get Yours Today
PLUS
Check Out All The Add Ons!

- ✓ **Pro-Fit Quick Connects**
- ✓ **Surge Arrestors**
- ✓ **Line Sets**
- ✓ **Mini Split Wire 14/4**
- ✓ **Speedichannel Kit -
Line Set Covers**

Visit our website for more equipment and details.
www.JohnstoneSupply.com/39

**Call us at (713) 868-8967 or visit us at any of our 10 locations.
All Locations Open Saturdays from 8:00 a.m to 12:00 p.m.**



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

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

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

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

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

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

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

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

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

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



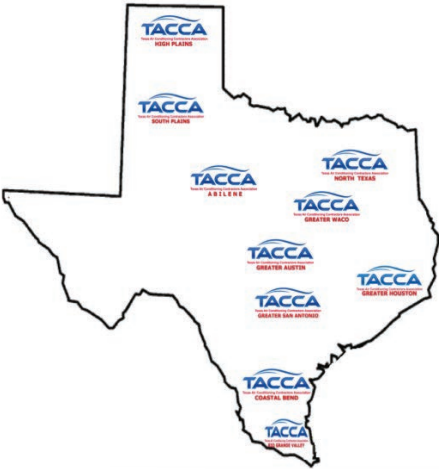
Texas Air Conditioning Contractors Association

13706 Research #214
Austin, Texas 78750

800.998.HVAC (4822)
www.tacca.org

TACCA Local Chapters

- Abilene
- Coastal Bend
- Greater Austin
- 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!

- All-A-Round Air Conditioning – Wills Point
- Always There Heating and Air – Fresno
- Reliable Heating and Air – Lubbock
- Trane Supply – Austin

Duct Systems for Zoning



Course Covers

- Fundamentals of Duct Design
- Refrigerant Delivery
 - Single-speed
 - Unloading
 - Inverter Variable
- Stand-Alone Support
- Understanding Building Science
- Law and Rules

\$159 –or– FREE in-person registration for TACCA members
Starts April 1 pending TDLR approval Provider #1126

Duct Systems for Zoning

TACCA’s 2022 continuing education class is set to begin April 1 and covers Duct Systems for Zoning. This course is pending approval for the 8 hours required for license renewal, including the mandatory hour for Texas law and rules. Duct Systems for Zoning will be available in cities across the state as well as online. TACCA is proud to offer its CE course free to members and all licensed contractors in the member company. To register for a TACCA class, visit www.tacca.org or call our office.

2022 AC Live Conference

We are excited to bring the 2022 AC Live Conference back to Lakeway Resort and Spa on October 27-28.

Contractors—Please save the date for this event that packs continuing education, vendor exhibits, networking, and fun into two days in a gorgeous setting.

Vendors—Exhibits will open for 2021 exhibitors this month and will open for all vendors on May 1. If you are interested in exhibiting or sponsoring the conference, please contact us at services@tacca.org



Chapter Meetings

In February, Executive Director Devorah Jakubowsky and Government Affairs Counsel Shannon Noble visited members in the Lubbock and Abilene areas, sharing information about TACCA activities, the 2021 Texas legislative session, and preparing for the 2023 session.



South Texas Expo

On February 10, TACCA Greater San Antonio hosted the 2022 South Texas Expo for Contractors, technicians, and students. The training sessions, “Handling Unhappy Customers—How to Make the Heroic Save” and “Unlocking the Inner Winner Within Your Teams” were well-attended and the hall was bustling with vendors and attendees. TACCA enjoyed the opportunity to visit with everyone, and especially to run into our friends at Federated Insurance, Service Roundtable, JB Warranties, and AC Today. We’re already looking forward to the 2024 South Texas Expo.



Contractors - Why Join TACCA?		
FREE classroom continuing ed.	Timely news, updates, alerts, and information	Reduced rates on conferences and training
Local updates, meetings, training, and events through local chapters	Grassroots representation for the HVAC/R industry in Texas	Affiliate-level membership in Service Roundtable
Discounted products and services through Affinity Partner Programs	Access to experts to answer your technical and code questions	Increased pass rates on the license exam

MINI BUT **POWERFUL**

York Ductless Mini Splits - a Small Package with Huge Benefits



EFFICIENCY AND COMFORT FOR RESIDENTIAL AND LIGHT COMMERCIAL CUSTOMERS



FLEXIBLE SOLUTIONS

Available in multiple capacities and efficiency ratings.



HIGH-EFFICIENCY

Eliminate energy losses that occur with ductwork.



OPTIMAL COMFORT

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



FIND THE RIGHT FIT

Available in single and multi-zone applications.

Call your sales rep or local branch today!



Shop online 24/7 at
CenturyHVAC.com



ComfortStar®

Ductless Mini-Splits, Light Commercial and Multi-Zone Systems

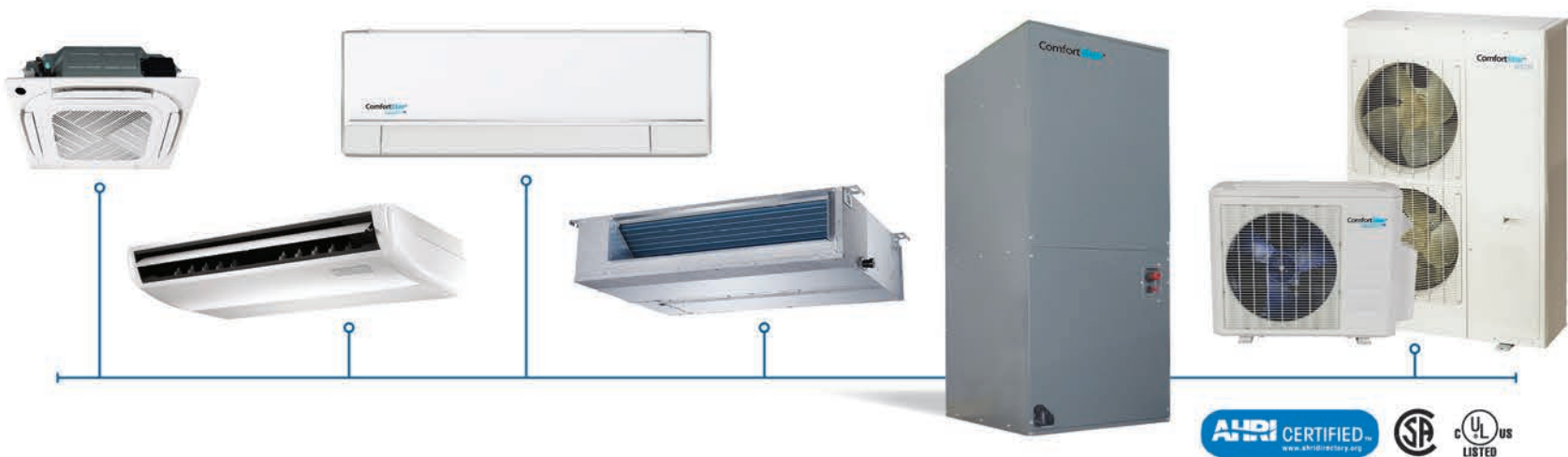
Comfort... *it's in our name.*



ALEGRIA SERIES

GOLD | PLATINUM | HI-HEAT SERIES

High Efficiency Heat Pumps and Light Commercial Systems



Distributed by

SOLAR

TEXAS

Angleton, Beaumont, Brenham, Brownsville, Bryan, Cleburne, Conroe, Corpus Christi, Galveston, Harlingen, Houston, Humble, Huntsville, Lufkin, Marshall, McAllen, McKinney, Nacogdoches, Orange, Paris, Port Arthur, San Marcos, Sherman, Temple, Texarkana, Victoria and Waco

Supply at the following locations:

LOUISIANA

Alexandria, Baton Rouge, Covington/Mandeville, Gonzales, Gretna, Harahan, Hammond, Houma, La Place, Lafayette, Lake Charles, Leesville, Monroe, Natchitoches, New Iberia, Opelousas, Ruston, Shreveport and Slidell

For more details visit www.solarsupply.us

12201 N.W. 107TH AVENUE • MEDLEY, FL 33178 • TOLL FREE: 1-866-524-9898 • FAX: 305-500-9896

info@comfortstarusa.com • www.comfortstarusa.com

Johnstone Supply Casino Night

Johnstone Supply held their Annual Casino Night at the Cadillac Bar in Houston on Thursday February 24th. Casino Night is an event that all Johnstone Employees benefit from. It is an annual celebration on a successful year. The employees are rewarded with poker chips, drinks, food, and prizes sponsored by vendors.



Coburn Supply Dealer Meeting

Coburn Supply held their Dealer Meeting at the Royal Sonesta in New Orleans on January 28-30th.
The weekend event had a vendor trade show, training classes, awards and great food.



Ferguson HVAC Grand Openings

Ferguson HVAC held their Grand Openings in Victoria TX and Corpus Christi TX on February 23rd and 24th.
The events had vendor trade shows, training sessions, lunch and door prizes.



AHR Expo Very Successful

The 2022 AHR Expo, held in Las Vegas January 31 through February 2, was a great success, drawing a verified crowd of more than 30,000 people to peruse the wares of 1,589 exhibitors over nearly 444,000 square feet of exhibit space. Even though the exhibit hall was some 60,000 square feet fewer than in the 2020 Orlando show, the attendance was only slightly less. The industry panel session in which AHRI President & CEO Steve Yurek participated was standing room only, and the AHRI sessions on the refrigerant transition and the M1 transition also were well attended. The 2023 Expo will be held February 6-8, 2023, at the Georgia World Congress Center in Atlanta. *From AHRI Update February Issue.*



ADDISON



AIRZONE



APEX SALES AND SUPCO



ARKEMA



ASPEN MFG



COVER GUARD AC GUARD



DIVERSITECH SOUTHWEST HVAC



DUST FREE

TACCA Exam Prep Course

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

Class Only \$575
TACCA members save \$100

Visit tacca.org/examprep

2022 EXAM PREP CLASS SCHEDULE

AUSTIN/ROUND ROCK February 12-13 May 14-15 Aug 20-21 Nov 19-20	RED OAK/DFW (FRI-SAT CLASSES) February 25-26 May 20-21 August 12-13 November 11-12
HOUSTON March 19-20 June 11-12 September 17-18 December 10-11	SAN ANTONIO January 15-16 April 23-24 July 16-17 October 22-23

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

GET MORE APPROVALS

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

Register online at FTLFinance.com/actoday or call 800.981.9032

FTL
FINANCE



ELITE SOFTWARE



FIELD CONTROLS



FRIEDRICH AIR COND



FULL GAUGE CONTROLS



GUNDER ASSOCIATES



JB INDUSTRIES



JOHNSTONE SUPPLY SOUTH TEXAS



MITCHELL ENTERPRISES



MITSUBISHI ELECTRIC



NU-CALGON



OLIMPIA SPLENDID



PECO CONTROL SYSTEMS



PRO 1



RGF ENVIRONMENTAL



ROBERTSHAW



SAUERMAN



SMART LOCK



SPECTRONICS CORP



TPG AND RGF



UNIWELD



VETO PRO PAC



VETTRUS SUPPLY



WOMEN IN HVACR



YELLOW JACKET

Johnstone Supply San Antonio Liberty Dealer Meeting

Johnstone Supply held their annual Liberty Dealer Meeting in San Antonio on Thursday February 17th. They had a vendor trade show, lunch and awards dinner.



UNITED SUPPLY

HVAC WHOLESALER

SERVING THE INDUSTRY FOR 33 YEARS

ONE STOP DOES IT ALL!



Everything's Right Here™

Proudly offering all sizes of ASPEN COILS



SPECIALIZED PARTS AND SUPPLIES

GRILLES • CONTROLS • MOTORS • COILS
ALL TYPES OF REFRIGERATION

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




Call, stop in, or visit us online today!

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


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

Commercials That Are Worth A Look



When the HVACR industry calls for more energy efficient commercial products including ERVs and Ultra-Low Leak, we respond. Visit our website to learn more.

- Ultra-Low Leak Economizers
- Seismic & Wind-Rated Curbs
- Modulating Power Exhaust
- Centrifugal Power Exhaust
- Isolation Rails



McDaniel Metals

Houston • Dallas • Phoenix
281.987.8400 • mcdanielmetals.com



CONSTRUCTION DATA

TEXAS HVAC/R TEST PREPARATION

3 DAY LIVE INSTRUCTED

SCHEDULE

IRVING	Mar 17 - 19
HOUSTON	Apr 14 - 16
IRVING	May 12 - 14

HELPING TEXANS SUCCEED
FOR OVER 20
YEARS

888-500-PASS

www.constructiondatainc.com

SPRING STOCK UP

BIGGER & BETTER THAN EVER!

- ✓ Parts
- ✓ Pieces
- ✓ Test Instruments

- ✓ Supplies
- ✓ Tools

*Excludes Gasses & Equipment

Orders of \$5,000 to \$10,000
receive 60 day dating.

Orders of \$10,000 or more
receive 90 day dating.

Shop 24/7 www.JohnstoneSupply.com/39 or Johnstone OE Touch App!

Offer valid on online orders only. Promotion valid from February 1st, 2022 - April 30th, 2022.

WHVACR Mixer at AHR Expo



Women In HVACR Scholarships

WHVACR is offering multiple scholarships to qualified applicants.

We Are Looking For:

Exceptional women headed to a technical college, trade school, or bachelor's degree program for a career in the HVACR industry.



Apply Today!



www.womeninhvacr.org/scholarships



TRAINING

MARCH 10TH



NATE Low GWP Refrigerants

Instructor: Joe Moarvek

Installation of equipment, servicing equipment, proper safety practices, types of flammable refrigerants, and tools used when serving flammable refrigerants.

MARCH 11TH

Copper Brazing & Flaring

Instructor: Chris Walters

Learn proper brazing of copper tubing using an air torch & service rig torches. See how to prevent oxidation inside the copper by the use of nitrogen flushing. Learn easy heat protecting techniques that prevent water from entering the system. Learn to cut, swag, flare and braze by completing it in class.

MARCH 25TH

HVAC Basics Explained - Full Day Class

Instructor: Chris Walters

Systems, Refrigerants, PT Charts, Components, Electrical Controls, Compressors, Humidity, Proper AC Unit Maintenance, Gas Furnaces, Electric Furnaces & more.

SPECIALIZED TRAINING

RESIDENTIAL LOAD CALCULATIONS

April 20st-22nd

3 Day Course

All books provided

Day 1 - Residential Load Calculations

Day 2 - ACCA/ANSI Quality Installation

Day 3 - Residential Duct Systems

*Space is limited - Registration Required
\$1000 members / \$1200 non-members



**21ST Annual BBQ
Cook-Off Competition**
APRIL 8TH - 9TH

Judging April 9th 8:45am- 4pm

Team Registration Required.

Go online for more details & rules.



HVAC Tool & Equipment Show
APRIL 9TH from 12-3PM

Vendor Giveaways from 12-3pm

Vendor Displays, Food, Music,
Park & Raffles.

**Free Food & Drinks for TACCA
Members & Employees.**

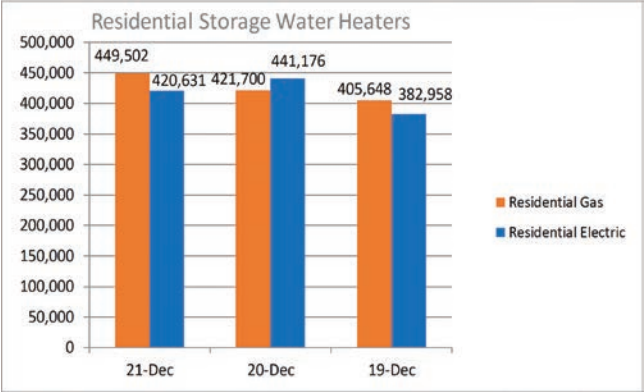
**Non-Members: Food & Drink Wristband
\$15.000 per person.**

Event Location for both:
Bayshore Park - Waterfront
5437 FM 646
Bacliff, TX 77518

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for December 2021 increased 6.6 percent, to 449,502 units, up from 421,700 units shipped in December 2020. Residential electric storage water heater shipments decreased 4.7 percent in December 2021 to 420,631 units, down from 441,176 units shipped in December 2020.

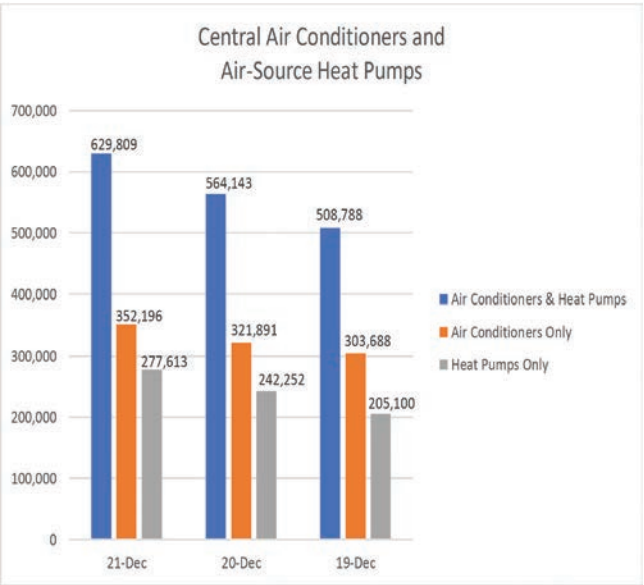


Year-to-date U.S. shipments of residential gas storage water heaters increased 8.3 percent, to 4,967,079 compared to 4,584,367 shipped during that same period in 2020. Residential electric storage water heater shipments increased 4.9 percent year-to-date, to 4,880,746 units, compared to 4,653,688 shipped during the same period in 2020.

Year-to-Date	Dec 21 YTD	Dec 20 YTD	%CHG. (From 2020-2021)	Dec 19 YTD
Residential Storage Gas	4,967,079	4,584,367	+8.3	4,377,001
Residential Storage Electric	4,880,746	4,653,688	+4.9	4,201,274

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 629,809 units in December 2021, up 11.6 percent from 564,143 units shipped in December 2020. U.S. shipments of air conditioners increased 9.4 percent, to 352,196 units, up from 321,891 units shipped in December 2020. U.S. shipments of air-source heat pumps increased 14.6 percent, to 277,613 units, up from 242,252 units shipped in December 2020.

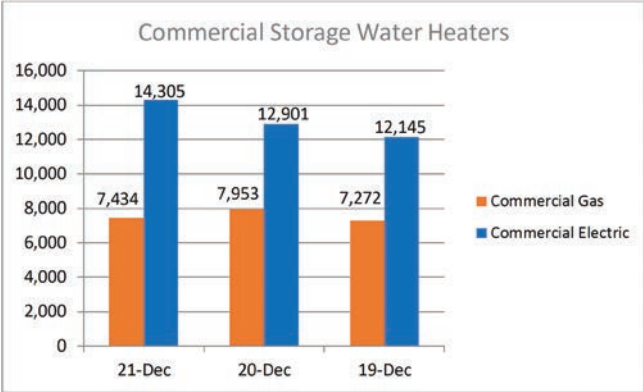


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 9.3 percent, to 10,199,051 units, up from 9,328,762 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 6.3 percent, to 6,282,285 units, up from 5,910,284 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 14.6 percent, to 3,916,766, up from 3,418,478 units shipped during the same period in 2020.

Year-to-Date	Dec 21 YTD	Dec 20 YTD	%CHG. (From 2020-2021)	Dec 19 YTD
Air Conditioners & Heat Pumps Combined Total	10,199,051	9,328,762	+9.3	8,469,615
Air Conditioners Only	6,282,285	5,910,284	+6.3	5,359,775
Heat Pumps Only	3,916,766	3,418,478	+14.6	3,109,840

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 6.5 percent in December 2021, to 7,434 units, down from 7,953 units shipped in December 2020. Commercial electric storage water heater shipments increased 10.9 percent in December 2021, to 14,305 units, up from 12,901 units shipped in December 2020.



Year-to-date U.S. shipments of commercial gas storage water heaters increased 12.6 percent, to 90,192 units, compared with 80,070 units shipped during the same period in 2020. Year-to-date commercial electric storage water heater shipments increased 9.7 percent, to 154,330 units, up from 140,666 units shipped during the same period in 2020.

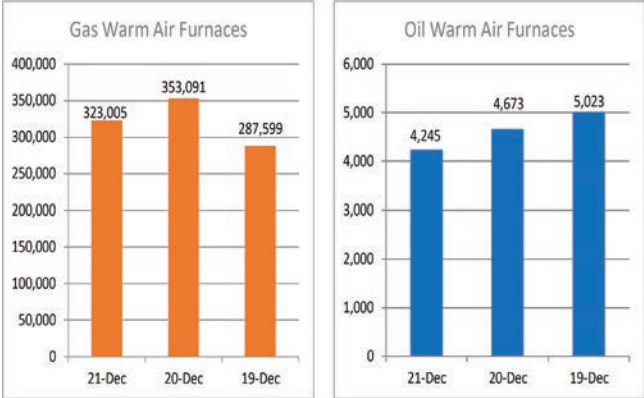
Year-to-Date	Dec 21 YTD	Dec 20 YTD	%CHG. (From 2020-2021)	Dec 19 YTD
Commercial Storage Gas	90,192	80,070	+12.6	88,548
Commercial Storage Electric	154,330	140,666	+9.7	150,667

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	31,716	+27.0	16,863
16.5-21.9	65,402	+1.8	49,644
22-26.9	115,014	+5.9	98,940
27-32.9	85,770	+4.2	80,234
33-38.9	127,282	+17.0	106,547
39-43.9	52,434	+19.5	37,751
44-53.9	72,933	+20.9	53,994
54-64.9	56,817	+11.4	42,908
65-96.9	8,176	+13.6	7,738
97-134.9	5,961	+15.7	5,858
135-184.9	3,742	+1.2	4,365
185-249.9	1,700	+14.0	1,513
250-319.9	1,587	+20.0	1,107
320-379.9	329	+24.2	357
380-539.9	316	-6.0	296
540-639.9	247	+10.8	225
640-799.9	118	-3.3	137
800.0-899.9	50	+31.6	72
900.0-999.9	61	+8.9	98
1,000.0-1,199.9	49	+6.5	44
1,200.0 & Over	105	+8.2	97
TOTAL	629,809	+11.6	508,788

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for December 2021 decreased 8.5 percent, to 323,005 units, down from 353,091 units shipped in December 2020. Oil warm air furnace shipments decreased 9.2 percent, to 4,245 units in December 2021, down from 4,673 units shipped in December 2020.



Year-to-date U.S. shipments of gas warm air furnaces increased 19.6 percent, to 4,008,894 units, compared with 3,351,176 units shipped during the same period in 2020. Year-to-date U.S. shipments of oil warm air furnaces increased 8.3 percent, to 39,548 units, compared with 36,505 units shipped during the same period in 2020.

Year-to-Date	Dec 21 YTD	Dec 20 YTD	%CHG. (From 2020-2021)	Dec 19 YTD
Gas Warm Air Furnaces	4,008,894	3,351,176	+19.6	3,441,872
Oil Warm Air Furnaces	39,548	36,505	+8.3	40,692

YTD			
Size Description (000) BTUH	2021 Total	% Change from 2020	2019 Total
Under 16.5	471,334	+31.7	303,733
16.5-21.9	923,568	+6.9	739,907
22-26.9	2,010,320	+9.8	1,635,292
27-32.9	1,593,104	+7.4	1,332,524
33-38.9	2,176,774	+9.7	1,792,901
39-43.9	774,881	+8.1	651,484
44-53.9	1,109,675	+6.6	948,054
54-64.9	854,472	+8.5	757,301
65-96.9	101,238	+9.1	109,606
97-134.9	79,196	+14.7	83,717
135-184.9	49,948	+7.1	56,986
185-249.9	21,450	+3.2	25,109
250-319.9	18,472	+7.0	16,054
320-379.9	3,979	+2.2	4,222
380-539.9	3,890	-6.1	4,393
540-639.9	2,649	-14.9	3,117
640 & Over	1,336	-5.1	1,631
800.0-899.9	543	-29.7	841
900.0-999.9	723	-16.6	824
1,000.0-1,199.9	431	-28.8	525
1,200.0 & Over	1,068	-0.3	1,394
TOTAL	10,199,051	+9.3	8,469,615

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>.

- How do my colleagues subscribe to the report?**
Go to <http://www.ahrinet.org/statistics> and click on *Subscribe*.
- 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.
- Do you provide U.S. data by state?**
That data is not available publicly.
- Is historical data available in Excel?**
It is available monthly reflecting exactly the data presented in the monthly public release.
- Can I purchase additional industry data from AHRI?**
No, AHRI Statistics data are not for sale.
- 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.



ASHRAE

NEWS

ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today. More information can be found at www.ashrae.org/news.

ASHRAE Wraps Up First Hybrid Winter Conference and a Successful AHR Expo in Las Vegas

Atlanta – More than 2,800 HVACR industry professionals, building systems engineers, architects, contractors and students, gathered in Las Vegas and virtually from January 29 – February 2 for the 2022 ASHRAE Winter Conference. Registered conference attendees were provided entry to the co-sponsored AHR Expo, held January 31 – February 2 at the Las Vegas Convention Center.

“This year’s conference and expo marked the first time that the Society has been together for our Winter Conference in two years and the return to the AHR Expo after last year’s cancellation,” said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. “While the numbers are expectedly lower than past conferences, in-person attendance still exceeded our expectations and our virtual attendees added a welcomed dynamic to our sessions. We are grateful to everyone involved in establishing a comprehensive health and safety plan for our attendees, which included guidance provided by the ASHRAE Epidemic Task Force.”

The Winter Conference featured over 50 technical sessions,

updates from Society leaders, tours, social events and livestreamed sessions for virtual attendees. Top sessions included Introduction of Building Decarbonization, HVAC Design, Control and Operation of Hospitals After COVID-19 Fiasco and CPS 21: Refining ASHRAE COVID Guidelines and Standard 100.

The AHR Expo offered a total of 1,573 exhibitors, with 281 international exhibitors, occupying 443,769 sq. ft. of exhibit space in the Las Vegas Convention Center. More than 43,000 people preregistered to attend the show, including 130 media representatives.

At the Winter Conference, Schwedler provided updates related to the Society’s current theme, “Personal Growth. Global Impact. Feed the Roots.” He focused on personal development and how the Society’s extraordinary global growth and impact to the built environment has nourished the roots of the global HVACR industry.

“When we concentrate on our mission and vision and talk about our impacts – we make the world more sustainable and resilient to future changes,” said Schwedler. “We reduce both energy utilization intensity and environmental emissions. We helped mitigate a global pandemic by keeping vaccines cold – and their efficacy high – 40% of the world’s food spoils between the field and consumption. We reduce that. And most importantly, we keep students and staff in schools, and occupants of the built environment safe and healthy.”

Schwedler’s State of Society address manuscript and presentation can be found at ashrae.org/president.

During the plenary session, Jeff Littleton, ASHRAE Executive Vice President and Secretary, reported on the Society’s current initiatives, as well as the dedication of ASHRAE volunteers during the pandemic.

“A Diversity, Equity and Inclusion Board subcommittee is focused on proactively driving diversity, equity and inclusion at all levels of the Society,” said Littleton. “Task groups have been formed to drive Society strategies on decarbonization and on international standards. We’ve released 14 new and 24 revised publications and standards. Examples of new publications include the ASHRAE Design Guide for Natural Ventilation and the ASHRAE Guide for HVAC in Hazardous Spaces. We’ve even released the children’s book Lucy’s Engineering Adventure. The commitment of ASHRAE’s entire global membership to the Society’s work has never wavered during the pandemic. I find that truly remarkable. When so much of our professional and personal lives has been disrupted, some 7,000 ASHRAE volunteers at the society, regional and chapter levels continue to drive ASHRAE forward.”

Experienced and emerging leaders in the industry were

recognized during an honors and awards ceremony. Record-breaking polar explorer, Ann Daniels, closed the plenary session with an inspiring presentation on good leadership, teamwork and self-belief.

ASHRAE Learning Institute (ALI) offered 17 courses. New courses were as follows: Advanced High-Performance Building Designs: Key Concepts for Lifelong Building Sustainability, V in HVAC – What, Why, Where, How, and How Much (includes Basic Requirements of Standard 62.1-2019), Best Practices for Installing DDC Systems, Save 40% by Complying with Standard 90.1-2019, Principles of Building Commissioning: ASHRAE Guideline 0 and Standard 202, Guideline 36: Best in Class HVAC Control Sequences, Changing Environments and Loads for Data Centers (High Density, Liquid Cooling, Edge Computing and Health Impacts of Indoor Air Extraction, Ventilation, and Filtration – Same or Different.

All registered attendees, both in-person and virtual, will have access to the virtual conference environment for 12 months post-conference. Registration is still open for access to the virtual conference until January 2023 at ashrae.org/2022winter.

ASHRAE remained committed to the health and safety of conference attendees. In addition to shipping all in-person attendees FDA approved rapid COVID-19 tests to administer prior to attending the conference, ASHRAE partnered with Vital Circle to provide access to medical assistance and testing for attendees while onsite. ASHRAE’s Commitment to Care details explains health and safety measures the Society implemented for attendees before, during and after the conference. The Commitment to Care document is available at ashrae.org/2022winter.

The 2022 ASHRAE Annual Conference will take place June 25 – June 29 in Toronto, Ontario, Canada. The 2023 Winter Conference will take place February 4-8, and the AHR Expo, February 6-8, in Atlanta.

CONTINUING EDUCATION

LIVE OR ONLINE



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

TDLR Provider #1142



(888) 500-PASS

www.airconditioningce.com

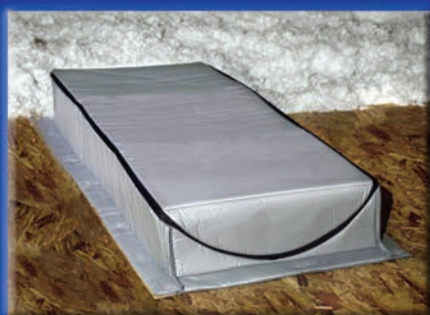
Want to SAVE on CRANE costs?



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

www.pro-lift.com

(972) 939-3231



Distributor Benefits:

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

Needs only 27" x 19" Floor Space

Contractor Benefits:

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

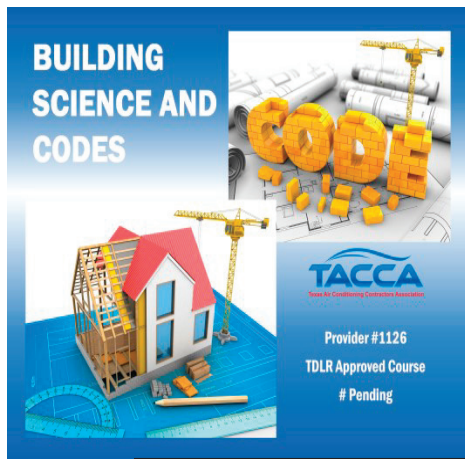


Sold at your local distributor!

If not, call:

(704) 892-5399 or www.attictent.com

Always get the best!



Quality TDLR- Approved CE for ACR License Renewal

TDLR Provider #1126

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

2022 REMAINING CLASS SCHEDULE

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

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

HARDI

HARDI Distributors Report 24.5% Percent Revenue Increase in December

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 24.5% percent during December 2021.

The average annual sales growth for the 12 months through December 2021 is 23.6% percent.



“The sales growth this year has been amazing, and this month was consistent with that performance,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The 24.5% sales growth this month was despite having one less billing day and while being compared to a very strong prior year. It has been quite a year.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 44 days at the end of December 2021. “The monthly DSO this month was comparable to last year at this time,” said Loftus. “The pre-pandemic norm for December was closer to 48 days.”

“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 14.7% through December 2021. The median PPI increase across the past ten or twenty pre-pandemic years was only 2%.”

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

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.



TEXAS DEPARTMENT OF LICENSING & REGULATION

TDLR has learned that Fluke Corporation has identified a potential safety issue affecting certain Fluke 83V, 87V and 88V Digital Multimeters (‘Fluke 8x V series DMMs’).

As a precautionary measure, Fluke has alerted customers to the potential safety issue, and request that users perform a simple check to verify the unit is not impacted by the safety issue.

According to the company, Fluke 8x V series DMMs in the following serial number range may have plastic material intrusion in the COM input terminal. In rare cases, the plastic has sufficiently covered the wall of the input terminal such that it can inhibit proper contact. This has been observed at specific orientations of the test lead plug within the input terminal when used with the “split core” TL75 test leads that shipped with certain regional variants of the product.

If using the Fluke 8x V series DMM for the purpose of confirming the absence of voltage this may result in a non-hazardous voltage reading when hazardous voltage is present, thereby creating a potential safety risk.

The following Fluke 8x V series DMMs are potentially impacted:

Model Name	Manufacturing Dates	Starting Serial No.	Ending Serial No.
FLUKE 83V			
FLUKE 87V	June 7, 2019 – August 26, 2021	46280001	55370001
FLUKE 88V			

The company has identified steps that customers should use to determine whether their meter is affected at <https://www.fluke.com/en-us/support/safety-notices/8x-v-safety-notice>

TACCA Greater San Antonio HVAC EXPO

TACCA Greater San Antonio held their Annual HVAC EXPO on Thursday February 10th at the San Antonio Shrine in San Antonio.

The EXPO provided attendees with the opportunity to learn about the latest technology solutions and services from the marketplace's suppliers to enhance business growth and success. There was also networking with other successful owners of all size companies and top consultants and speakers covering the timeliest topics affecting HVAC contractors today.



ACES AC SUPPLY



BOSCH



BREEZE



CENTURY HVAC DIST



CHOWDER



COMPLETE CURB



DIAMONDBACK



DIVERSITECH



EXPERT PANEL



FEDERATED INSURANCE



FERGUSON



FRIEDRICH AIR



INSCO



JB WARRANTIES



JOHNSON CONTROLS



JOHNSON SUPPLY



JOHNSTONE SAN ANTONIO



LENNOX



MILWAUKEE TOOLS



MITSUBISHI ELECTRIC



NEST PRO



PIPE PROP



RAPID RECOVERY



ROSENBERG INDOOR AND DAIKIN

CALENDAR OF EVENTS

		MARCH 2022 TRAINING CALENDAR						
For info call Juan Vilella at 210-761-3432 - or email to: juan.villela@johnstonesupply.com								
Broadway - 9311 Broadway Suite 200 210-829-1934 / Alamo Downs - 6900 Alamo Downs Ste. 140 210-680-6500								
DATE	DAY	TIME	LOCATION	CLASS	REG. CODE	ZOOM	Price	
2-Mar	W	8:00am - 4:30pm	Broadway	TDLR CE For License Renewal - Airflow Is Critical Test - Don't Guess	605-115	Y	\$135	
3-Mar	Th	8:30am - 11:30am	Broadway	Refrigeration Cycle - Part I - Heat Transfer, Pressures, Temperatures, Airflow	605-127	N	\$45	
8-Mar	Tu	9:00am - 11:30am	Broadway	Aprilaire Counter Day & Training	605-105	N	FREE	
9-Mar	W	8:30am - 11:30am	Broadway	Refrigeration Cycle - Part II - System Components, Superheat, Subcooling & Ops	605-127	N	\$45	
15-Mar	Tu	8:00am - 4:30pm	Broadway	ESCO EPA Section 608 Review & Exam	605-101	Y	\$175	
15-Mar	Tu	1:00pm - 4:30pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	N	\$95	
16-Mar	W	8:30am -11:00am	Broadway	Basic Electricity & Electrical Troubleshooting For HVACR	605-167	N	\$45	
17-Mar	Th	8:30am -11:00am	Broadway	AC System - Refrigerant Recovery & System Charging	605-138	N	\$45	
22-Mar	Tu	8:30am - 11:00am	Broadway	AC System Evacuation & Dehydration	605-137	N	\$45	
23-Mar	W	8:30am -11:30am	Broadway	Brazing For AC & Refrigeration	605-106	N	\$45	
24-Mar	Th	8:30am - 11:00am	Broadway	AC System Changeout Best Practices	605-153	N	\$45	
29-Mar	Tu	8:30am -11:00am	Broadway	ComfortBridge Heat Pump Installation & Startup	605-161	Y	\$45	
30-Mar	W	8:30am - 11:00am	Broadway	AC System - Gas Heat Installation & Startup	605-164	Y	\$45	
We recommend customers follow Covid-19 Safety Guidelines.								
Please do not attend if you are sick, coughing, sneezing or running a fever.								
Classes are limited to 15 persons for your protection as well as other attendees & employees.								
WE RECOMMEND ALL ATTENDEES WEAR MASKS AT ALL TIMES DURING TRAINING.								

Insco’s March Events Schedule

Training from Insco Academy	Grapevine	
Insco Academy offers some of the best training available in the HVAC/R industry. With over 100 years of experience, we provide hands-on instruction at our state-of-the-art training facilities located in Houston, Grapevine & San Antonio. We are also offering FREE Online training for your convenience! Visit: Insco.com/academy to see the complete schedule and enroll in an Insco training course.	Friday, March 11th – My Link Drive Overview located at our Grapevine Training Facility. From 8am – 10am \$25 Wednesday, March 16th – Ruud Next Level: EcoNet Stat and Zoning located at our Grapevine Training Facility. From 8am – 12pm \$50 Wednesday, March 30th – Mitsubishi Diamond System	Builder located at our Grapevine Training Facility. From 8am – 12pm FREE Wednesday, April 6th – Ruud 101: AC & Heat Pumps located at our Grapevine Training Facility. From 8am – 10am \$25 Online Friday, March 18th – Inverter Sales 101 Online Course. From 8am – 10 am FREE

One call can reach them all!

Call Lance (830)708-5646 to reserve your spot today!



Advertise in **T** Air Conditioning **TODAY**

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

Focus

Beneath the Stars of Liberty's Light

Poem by M.R. Sears (Owner of Searco).

No copyright on any of this with acknowledgement.
www.HVACcraft.com, www.biblewar.com, www.postpullers.com,
mikesears061@gmail.com, cell: 214-597-2067

Ideas of freedom planted within the minds of men,
Have now become liberty's mortal sin,
We must plead with every patriot,
For the republic, for every brave soldier to save it,
And rescue the blood of millions shed,
With you and me rests liberty's plight.
Vigilance turned to complacency,
Many forgot the great and rare price,
Of freedom bought by blood,
To stay those governments of steel whose grip now clinches,
To rip old glory from its pinnacle to throw it in the heap,
Beneath the trampling feet of those untaught,
And not told her great story or by those too evil to care.
The price of freedom is vigilance and sometimes blood and war,
To hold within our scared honor those Godly Biblical principles,
Embraced by prayer and supplication and acknowledgement,
Of the one creator of the universe,
Who allowed us this great, very scarce and precious treasure.
Let us not squander this rarest of gifts any longer,
Let us lift up our eyes out of blindness to see,
An olden light shining from this ensign bright,
And proclaim once again: Let freedom fight!
The flag and the constitution always in sight!
Let her red stripes of blood pave the way,
Let her white stripes of God's law purify the day,
And her freedom stars light the night,
Let every patriot carry on the fight,
By faith, by valiance, and by might
So that every totalitarian tyranny be entombed
And cast into the darkness of its deep blue sea,
Beneath the stars of liberty's light!

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

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



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

Always use with time delay relay to prevent short cycling.

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

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

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

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

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



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

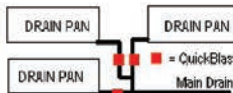
If you want locks that will actually **STOP someone from getting into the system**, get ours. If you are just trying to meet minimum code guidelines, get the cheap plastic ones that can be easily ripped off or opened with a common tool (Allen wrench, etc.). Lawyers will love those when litigating.

6. QB1: My product

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



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



BUY AT MOST QUALITY SUPPLY HOUSES! Request the best!

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



For questions or comments: mikesears061@gmail.com

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

It's Not the Off-Season

It's **DUCTSADDLE** Season!!!

Tis the Season to Work in Attics

Airflow Nightmare!



Increase Revenue by Offering the DS3 Energy Efficiency Upgrade

Stand Out from the Competition

Reduce Stress on Equipment Increase Efficiency
Reduce Condensation Efficiency = Lower Utility Bills
Reduce Breakowns Lower Utility Bills = Happy Customers

Looks Better ~ Performs Better

DS3
DUCT SADDLE SYSTEM



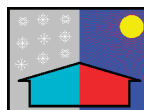
214-407-6100
DuctSaddles.com

Complies with UL2043 One SKU fits ALL Jobs RNC & Retrofit Applications

Elite Software

Over 20 Hvac Design Programs!

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



New!

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

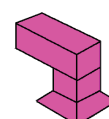


\$199/up To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing

Register for Free Trial Version!

www.elitesoft.com

800-648-9523



READ THE NEWEST ISSUE ONLINE!

AC-TODAY.COM

NOLAN RYAN WITH AMERICAN STANDARD

At ACES and American Standard Heating & Air Conditioning, we believe homeowners deserve an excellent experience from the initial sale, through installation, to ongoing service. That is why we hold ourselves to a higher standard to ensure everything we do is centered around providing the highest quality heating and air conditioning solutions through a dealer network with the utmost integrity. When it comes to developing relationships, it's important to establish genuine trust that goes beyond the sale. Just as you rely on high-performing and quality systems, customers expect the same dependability in service from their dealers.

We believe in offering the best products, the best training, and the best programs that benefit you, your business and your customers, now and for years to come.

With products like American Standard and Mitsubishi behind you, plus ACES and our people to support you, you can't go wrong. Call your nearest ACES location and ask us how we can help your business grow and prosper.



American Standard®

HEATING & AIR CONDITIONING



RATED
MOST RELIABLE
BRAND



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

ACESUPPLY.COM

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

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

CORPUS CHRISTI
1157 HENDRICKS ROAD
(361) 853-5050

FRIENDSWOOD
4021 ELLIS ROAD
(832) 481-1099

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

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

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

SAN ANTONIO
3835 STAHL ROAD
(210) 656-6900

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

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

STAFFORD
10155 MULA ROAD
(281) 977.6980

Texting now available. See your ACES™ for details.

A national product testing and research magazine found American Standard Central Air Conditioning Systems' Owner Satisfaction (based on the proportion of members who are extremely likely to recommend their central air conditioning system to friends and family) to be Excellent/Top Tier in a 2017 Fall Survey and 2018 Summer Survey of 21,770 central air conditioning systems, owned by members who purchased a new unit between 2007 and 2018.