



Air Conditioning TODAY



TRANSTAR A/C Supply Open House



Pictures on page 9.

ACES AC Supply 2022 Dealer Appreciation Meeting



Pictures on page B4.

Johnson Supply Deer Park Open House



Pictures on page B5.

Daikin Announces Name Change, Organizational Realignment and Major Environmental Mission for Unitary, Ductless and Light Commercial Sales and Operations in North America



Houston, Tx – The Daikin unitary, ductless and light commercial (including VRV) products organization in North America, part of the world’s largest heating, ventilation, and air conditioning (HVAC) company– is unifying its core Daikin, Goodman and Amana HVAC brands under a new top level corporate name and structure. This name change and new structure aligns brand sales efforts with the mission to enhance customer experiences and become North America’s #1 indoor comfort solutions provider. The name

change and new organization structure become effective April 1, 2022.

“We are uniting under a single name – Daikin Comfort Technologies – capturing a culture and identity that reflects one vision that will create an even stronger and more unified Daikin,” explains Satoru Akama, Chief Executive Officer for Daikin. “By fusing Daikin’s strengths, core technologies and environmental solutions with Goodman’s robust, extensive sales and distribution network we will enrich our customer experience, improve

organizational efficiency and transform the North American HVAC market by promoting environmental solutions that impact people where they live, work, and play,” follows Takayuki “Taka” Inoue, Chief Sales and Marketing Officer for Daikin.

“Daikin, Goodman, Amana and Quietflex® will remain and play an important role in our brands for products in the future,” Inoue says. “Aligning our structure into a single business unit allows for collaboration, innovation, and agility internally,

and very importantly, meets the needs of our customers.”

Doubling Down on Daikin’s Environmental Commitment

Within Daikin Comfort Technologies there is a newly formed group, the Environmental Promotion Office, led by Nathan Walker, SVP, reporting to CEO Satoru Akama. The team will intensify Daikin’s focus on becoming the industry leader as an advanced environmental company. “It’s both an ambitious and attainable objective,” Akama says.

SEE DAIKIN PG.2

Hunton 2022 Dealer Meeting



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DAIKIN con’t

“We are leveraging Daikin’s leadership in environmentally friendly indoor comfort technologies, such as our inverter and heat pump solutions,” says Akama. Daikin has already introduced low global warming potential (GWP) R-32 products ahead of competitors and taken a leadership role in environmental stewardship. This new unit will facilitate wider usage of inverter, heat pump and R-32 products throughout North America.

Organizational Realignment

“Our operation in North America has more than doubled in revenue since the acquisition of Goodman and is now the largest of any Daikin entity in the world, making North America one of Daikin’s top priorities to invest in and grow,” explains Inoue. “It also comes with a tremendous sense of responsibility to execute as one company and one culture.”

A more unified sales strategy can ensure that Daikin, Amana, or Goodman brand equipment can each be a compelling offering for major contractors to serve both premium and value customers.

The Daikin realignment also seeks to create an even stronger customer experience across its business, including transformation through digital solutions and tools, differentiating logistics and inventory deployment capabilities, and more advanced service and support.

Current Daikin and Goodman sales and marketing functions will be consolidated into a single business unit, led by Chief Sales and Marketing Officer (CSMO) Taka Inoue.

Senior Vice President Ardee Toppe will manage all company sales of all brands. Toppe will report to CSMO Inoue and lead four U.S. sales divisions in the U.S. and one in Canada. Ardee will also be responsible for

company owned distribution now called Daikin Comfort Technologies Distribution, Inc., formerly known as Goodman Distribution, Inc.

Senior Vice President Doug Widenmann will lead all areas of marketing, including channel strategy and development; traditional and digital marketing; product marketing; data and analytics; and warranty and pricing. Doug will also report to CSMO Inoue.

“By drawing upon the strength and skills of our incredible people, we can become ‘One Daikin’ under a single, focused vision featuring a core of powerful brands,” says Inoue. “We look forward to further sharing our mission to become the most environmentally advanced HVAC company in North America.”

For more about Daikin, its environmentally friendly technology and indoor comfort solutions, visit northamerica-daikin.com.

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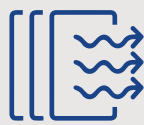


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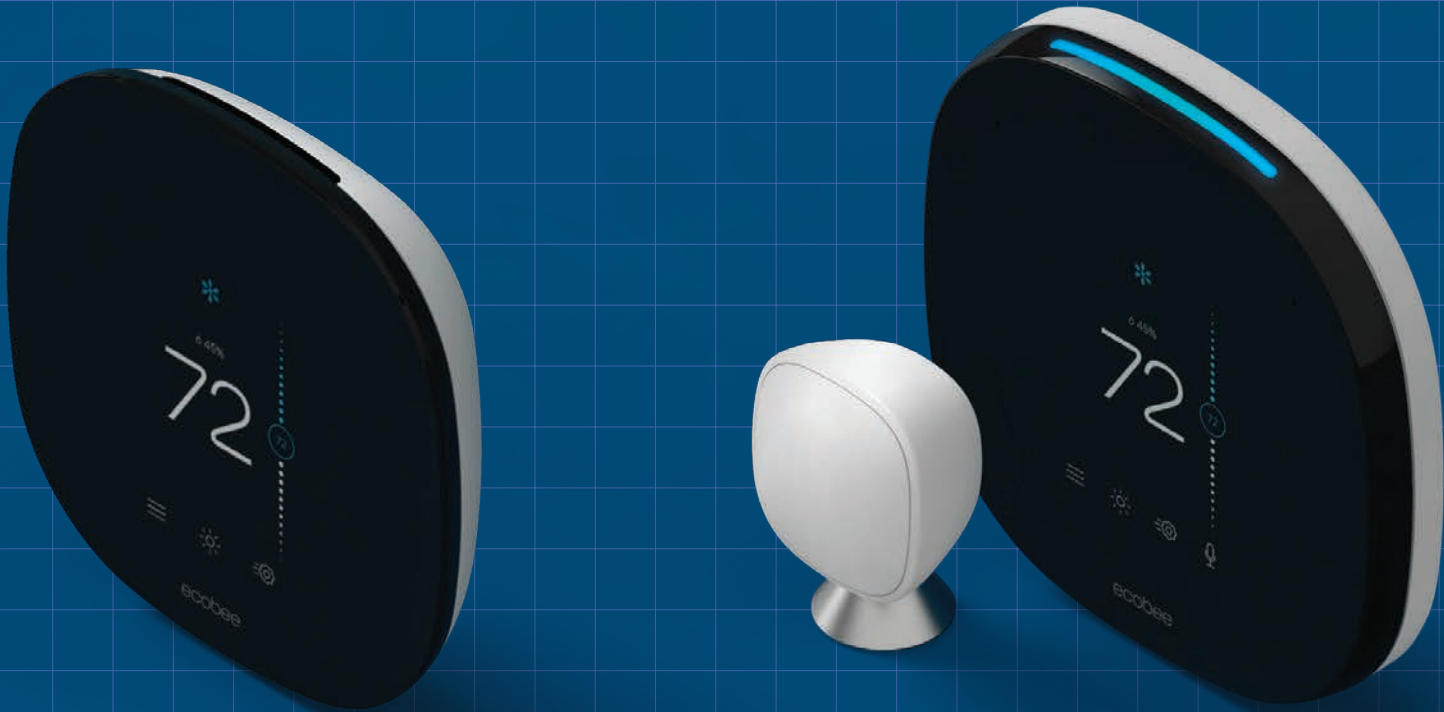


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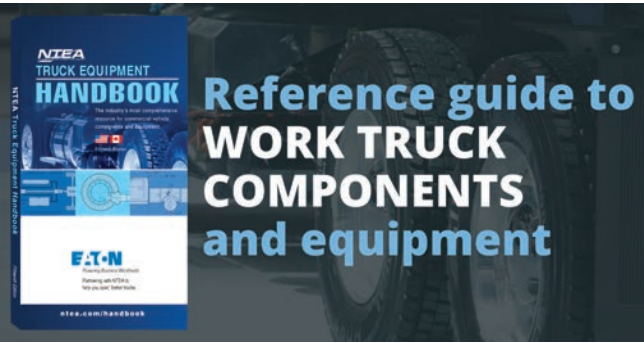
NTEA Releases New Edition of Truck Equipment Handbook

Farmington Hills, Mich. — NTEA – The Association for the Work Truck Industry released the 15th edition of its Truck Equipment Handbook, the work truck industry’s most comprehensive pocket guide for commercial vehicle components and equipment. The new version includes updates to U.S. and Canadian regulations, along with an expanded set of industry definitions. This edition also covers the vehicle certification process and regulatory standards applicable in Canada.

“Work truck industry professionals have relied on NTEA’s Truck Equipment Handbook as a valued resource since 1989,” said Steve Spata, NTEA senior technical assistance director. “It’s an indispensable guide for distributors, manufacturers, truck dealers, sales representatives and end users.”

- Topics addressed
- Application and installation considerations and requirements
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The new Handbook is available for \$15 NTEA members and \$29 nonmembers. Contact us (800-441-6832 or info@ntea.com) to order in bulk. Find more details at ntea.com/handbook.



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.

David Collins to Retire from ACES AC Supply



David Collins started in the HVAC business in 1966 when he was 13 years old. He started by sweeping floors and loading trucks during the summers at his dad’s distribution company, Comfort Supply.

In 1977, Mr. Collins had the great fortune of meeting Mr. Bill Davenport, who would later become his boss and mentor for the next several decades.

In 1983, Mr. Collins was fortunate enough to join a small team of very special people, led by Mr. Davenport, to form ACES AC Supply. People were very skeptical at the idea that they could survive, given the state of the economy at that time. Mr. Davenport’s incredible ability to connect with people, his honesty, his sense of right from wrong and always taking care of their customers created the culture that lives on today through his company and sons. The company is in the beginning of its third generation, an impressive achievement in today’s business world.

As much as Mr. Collins hates to leave such an incredible place and company, he feels it is the right time. “There just comes a time and you know it when it gets there. I know, without a doubt, the company will continue to grow and thrive with our current leadership and our team members. ACES is an incredible place to work, and to do business.”

It has been a remarkable career for Mr. Collins. During his forty plus years he has made many life friends and watched as their dealers’ children have grown up and many have taken over their family’S businesses and continued to partner with ACES. The ACES team members and great customers are an important part of Mr. Collins’ life now and they will continue to be for the rest of his life.

David and his wife Michele will be retiring to Elgin, Texas, where they have a small ranch and close to their beautiful grandchildren.

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Tell Me a Story

I love a good story

If you hang around me for any length of time, you are going to hear a story. It may be about an adventure, my kids, a former boss, or a current client, but there is always a story. I rely on stories as a way to bring someone into a conversation, start a blog post, open a presentation, or explain a complex idea.

So I feel right at home as everyone these days is talking about using storytelling in marketing and sales conversations. But what does that really mean? When asked to tell their own story, their personal story or the story of their business, we all too often see individuals give a list or resume.

The problem? Human beings aren't wired to listen to lists. The simple, unrelated inventory of facts in chronological order is not a story. Storytelling is not just listing random facts that

are loosely connected. There is an art and a process to good storytelling.

A good story has a beginning, a middle, and an end.

The Opening

A good story opens with something to capture the attention of the listener. It may be the familiar "Once upon a time" format which drops the listener into a place in time:

It was a cold winter morning. I was on my way to a networking event, and I was late

Or it may open with a surprising statement that will need a bit of context.

- I probably don't look like the type of person who would jump out of a moving vehicle.

- The neighborhood looks different when you are floating about 1,000 feet above it.

However you choose to open, the next few pieces of information shared should be

key details that give context to the rest of the story. This is first place many novice storytellers get bogged down. They share too many details. Remember, you are not writing a novel in the style of James Michener, who can easily spend an entire page describing a chair. Your goal is to give enough detail for the story to make sense.

The opening portion of the story should end with the inciting incident. This is the spark, the event that made this day different. The moment where the adventure begins.

The Middle

This section is often called the narrative arc. This is a series of events typically told in chronological order that moves your story plot forward. Again, editing is critical. It may be true that five things happened in a particular time frame, but if two of those five things didn't impact the outcome, you can omit those details.

As you build your story remember you are moving toward a climax so a bit of drama and a sense of motion is helpful.

The End

Eventually you come to the climax of the story. This is the moment all the pieces come together. A story is satisfying if there is a change at the end. Somewhere along the journey you did something or learned something that allows you to move forward in a different way.

Why tell stories?

Storytelling can help you establish trust and credibility. Instead of telling people you are good at something, you can use a story to demonstrate that skill. A success story about another client can help a prospect visualize what you might do for them.

Stories allow people to make a personal connection. And when you realize people do business with people, it is

that connection, that can help you make the sale.

Good stories are everywhere

The most interesting stories come from things that went right or went terribly wrong, how the issue was resolved and what you learned along the way. Look back on your life and think about the following conversation starters. They may not all apply, but at least one will probably generate the beginnings of a great story.

- A moment you will never forget ...
- A time you made a great escape from a bad habit, job, or relationship
- A time that things changed for you.
- If your life was a movie, what would be the most memorable scene?

The trick is to pay attention to events that happen every day. When an event changes how you think or



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.

feel, motivates you to action, or makes you smile, stop and think about the events that led you to that moment. Why do you feel differently and what will you do differently? We all have great stories, what's yours?

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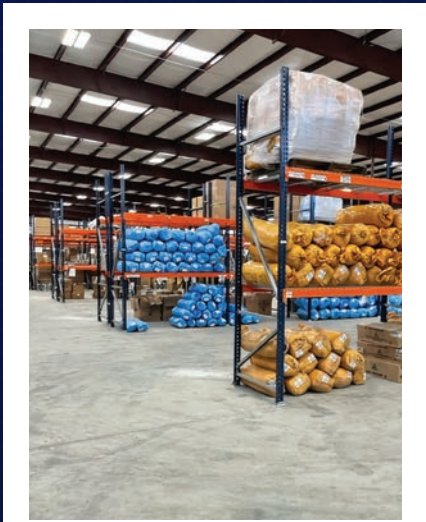
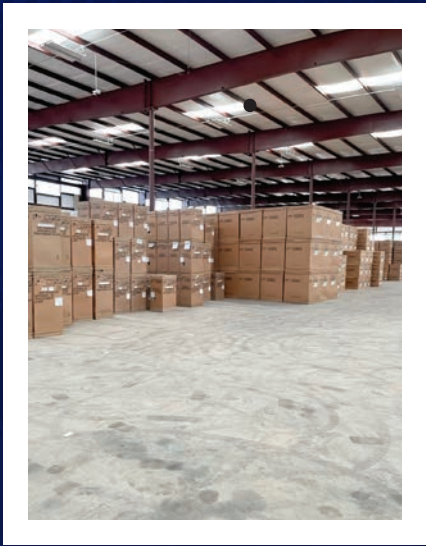
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To register for any of the training please visit our website training calendar! (scan QR code)

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

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TRANSTAR A/C Supply Open House

TRANSTAR A/C Supply held a two day Open House at their Airline location in Houston, and their Stafford location. The two-day event was March 15-16 from 11am to 2pm. The events featured food, vendors and prizes.



Stafford Emerson Winner



Airline Emerson Winner



Airline Pro1 Winner



Photos courtesy of Transtar AC Supply



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It's On My Heart: Winter Storms are Coming

Excuse the title, winter is almost over in most of our markets. But what isn't over is the government getting into our business. Here are some specific details that impact our industry.

First, the new energy efficiency standards will be effective Jan 1st, 2023. What is unusual is that certain areas of the country will be treated differently. The North will have the advantage: you can install any products that meet existing standards and were built prior to Jan 1st. We call that sell-thru, you can install your units in inventory. The South and Southwest are in a different category, you cannot install any products that don't meet the new standards after Jan 1st. So you will need to keep a careful watch on your inventory.

Additionally, part of the new energy efficiency standards (according to ACCA) for the South and Southwest is to log your purchases by date and install address, distributor purchased from and customer contact info. For up to 4 years. This will be another level of record keeping that will require some money and time from the selling contractor.

All this leads me to the following conclusion: time to update your pricing and watch your inventory. I realize the message this last couple of years has been to stock up, since we have no idea when products will be available. That is still the case but be very careful what you are stocking up on. If in the South/Southwest,

I would increase stock on high efficient systems only, the entry level may not pass the new standards.

What this means is that you must have a great relationship with your partner who sells you stuff (also called your distributor). They can give you guidance as to the information needed to record for the new energy standards, as well as what their equipment can achieve, what can work in your market. Remember, they will be under the mandate as well, cannot sell old products that fail to meet the new standards in some areas of the country. Increases the reason to have a great working relationship.

We are facing the new energy standards, that will take some concentration, but we also have another

opportunity for growth in the next few years. There is new federal legislation coming up requiring us to move away from R-410. A couple of solutions are on the table, Daikin has R-32 available soon, and Carrier has brought R-454B to the industry. There may be more, too soon to say. These will both be in systems starting in 2023, at least that is the current time frame.

How will this affect us? We will need additional training, may need new gauges, and certainly train our service staff on how to answer questions about the new products and refrigerants. I can recall a few years ago having a conversation with my dermatologist about efficiency. He had a

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.

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

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rental property that he had installed a new heat pump air handler on a 20-year-old outdoor unit. Had trouble with the system every year. Surprise. I told him it did not have a chance to work correctly, and if it ever needed refrigerant he would be in for a nasty surprise.

He asked me why. I replied that the refrigerant used in that system (R-22) was being phased out, it was already out of production, soon there would be none available. He asked what he should do then. I said he would need to replace the system, not just part of it. Why? Cause the new products are not compatible with that old refrigerant, our government has made that decision to help solve the environmental concerns with chlorine-based refrigerants.

He just could not wrap his head around the fact that

his system was obsolete. He is a doctor, and certainly had more schooling than I did, and more than most people alive. I am confident that you have customers in your market that may not believe you when you say you can’t get a certain part or refrigerant, or even a system these days. So help your team be confident with some skills enhancement. We like that term more than role-playing. That is how adults learn, by working thru an objection they may find in the marketplace.

Is there anything you can do to help work thru this opportunity? Yep, go to the ACCA Government relations page, send a message to your representatives, tell them to vote for allowing “sell thru”.

www.acca.org/advocacy/government-relations

Thanks for listening, we’ll talk later.

Air Pros USA Continues its National Growth Into 8th State with Acquisition of Louisiana-based Doug’s Service Company

Thibodaux, LA – Fort Lauderdale-based Air Pros USA announced the acquisition of Doug’s Service Company, a leading HVAC and home services business that has been proudly serving home and business owners in Lafourche Parish, Louisiana since 1988. Doug’s Service Company will continue operating under its existing brand name.

Doug’s Service Company provides heating and air conditioning, plumbing, electrical, refrigeration and generator services with more than 20 vehicles, and 40 plus technicians and staff, all of which are being retained under the agreement. The acquisition adds to the Air Pros USA’s national footprint, giving the company more than 450 vehicles, 500 technicians and staff, and a customer base of nearly half a million. Its first acquisition in Louisiana, Air Pros USA will now operate in seven states and more than a dozen metro areas including Miami, Orlando, Dallas, Atlanta, Colorado Springs, Mobile and Spokane.

“Doug’s Service Company’s strong market presence and one stop for all home service needs will bring added value to Air Pros USA. The company’s positive reputation in Louisiana makes them a perfect fit to join our family as we continue to expand and acquire additional HVAC/home service companies across the U.S.,” said Anthony Perera, founder of Air Pros USA. “They are innovative and on top of the latest technology solutions with great customer satisfaction.”



Jeff Tauzin, Owner of Doug’s Service Company

“We are thrilled to join the Air Pros USA family as we continue to grow Doug’s Service Company throughout the region,” said Jeff Tauzin, Owner of Doug’s Service Company. “Air Pros USA is nationally recognized for its rapid growth as well as its quality service and dedicated technicians. We knew Air Pros USA would be a great fit as they share the same culture and commitment to ‘wow’ their customers and take care of their employees.”

For more information, visit AirProsUSA.com and Calldougs.com.

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Hunton Distribution Hosts “Focus on the Fundamentals” - 2022 Dealer Meeting at The Golden Nugget

Houston, TX - On February 28th, Hunton Distribution along with its local and national Trane and Mitsubishi partners offered HVAC dealers an informational, in-person experience at The Golden Nugget hotel & casino in Lake Charles, LA. This meeting provided industry support, tools, market and product knowledge, as well as a review of trends and best practices to set their businesses up for success in 2022.

In the opening session, Charlie Hunton, President of Hunton Distribution, thanked customers for their continued support through the Covid pandemic and outlined what it means to “Focus on the Fundamentals” - a forward-thinking approach to improving each dealer’s bottom line by concentrating on the ideas of pre-planning and innovation. “It is refreshing to see everyone in

person this year! It is great to be back!” he said. “I just want to say thank you for sharing your time with us and trusting Hunton with growing your business.” John Hofmann, Trane’s Vice President of IWD Sales, then took the stage highlighting Trane’s newly constructed factory opening in Tyler, TX and thanked the dealers for the role they have played to help Trane secure the title of

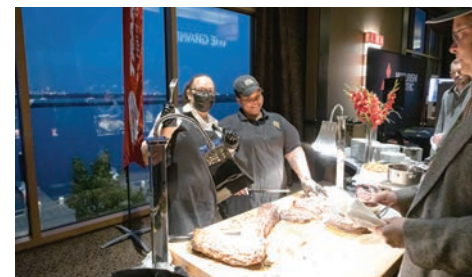
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Erik Gray, Mitsubishi’s Regional Manager, discussed the expansive market opportunities for ductless in Houston and its surrounding areas. Other highlights of the event: FSR Supervisor Angelo Cilie’ discussed the capabilities of future communicating Trane products; Tim Lane, General Manager, of Hunton Distribution outlined key upgrades being made to operations,

shipping, as well as parts and supplies. Charlie Hunton ended the day’s meeting with awards and toasted champagne with his “Top Gun” Award Winners: “We look forward to a great 2022 and wish all of you success, health, and happiness.”

To learn more about Hunton Distribution and its locations, please visit www.huntondistribution.com.

**Trane received the highest numerical score in the proprietary Lifestory Research America’s Most Trusted® HVAC Brand study for years 2015, 2016, 2017, 2018, 2019, 2020, 2021 & 2022. Study results are based on experiences and perceptions of people surveyed. Your experiences may vary. Visit www.lifestoryresearch.com. For more information on Glasfloss and its products, please visit: www.glasfloss.com*



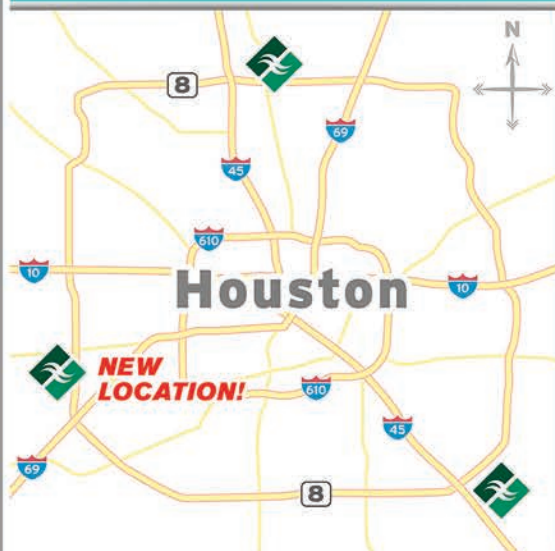
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It’s important to recognize that there is **no “one-size-fits-all” solution** for every application, and often the best solution might include multiple IAQ devices working in tandem to achieve the desired result. **And remember, you’re never just selling products or equipment. You’re prescribing the solution.**



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Product News

New Ruskin® CD450 and CD450V Control Dampers Improve Energy Savings

Designed for commercial buildings with medium- to high-velocity HVAC systems, the high-performance dampers provide a “light-tight” sealing effect

Grandview, MO – The new CD450 and CD450V control dampers from Ruskin® are extruded aluminum models that use a 4-inch-wide frame design with finger-style jamb seals for a “light-tight” sealing effect. The CD450 and CD450V – which have horizontal and vertical blade orientations, respectively – are ideal for any HVAC application that requires high, energy-efficient performance.

Both models were designed to control and regulate air movement in medium- to high-velocity and pressure HVAC systems. The CD450 and CD450V include airfoil blades with mechanically-fastened blade seals that offer low pressure drop – and less noise – when open and achieve Class 1A leakage (3cfm/ft² at 1” w.g.) performance when closed. Acetyl copolymer blade end caps enhance sealing against finger-style jamb seals.

“These new, high-performance control dampers will help building owners, facility managers, contractors and engineers improve energy savings in commercial buildings, including data centers, hospitals and office buildings,” said

Mike Coyazo, product manager, Air Control Solutions, Ruskin. “Energy-efficiency is one of the greatest concerns in commercial buildings right now, and the CD450 and CD450V minimize energy loss.”

Additional features add ease during installation and maintenance, and also extend the life of the damper. A telescoping shaft provides up to an eight-inch extension for offset actuator mounting, while a coupler option allows two damper sections to be joined and operated by a single actuator on the outside of the frame. This space-saving option provides a narrower profile in tight areas. The durable designs include positive lock axles and non-corrosive bearings, as well as shake-proof linkage that minimizes service needs.

Ruskin offers the CD450 and CD450V with a 5-year product warranty. For more information about the CD450, visit <https://www.ruskin.com/model/cd450>. For more on the CD450V, visit <https://www.ruskin.com/model/cd450v>.

For more information about Ruskin, visit www.ruskin.com.

Westinghouse Offers Multi-Position Air Handler

Westinghouse has added a new multi-position, quiet operation air handler to competitively-priced line of mini-split heat pump systems for the U.S. and Canadian markets. They can be operated with many different types of 24V controllers.

Their modular design of the air handlers permits discharge air directly up, or horizontal to right or left. They also provide up to 0.8 inWC static pressure. A filter base/rack is available.

The new, high efficiency air handlers are available in 24,000, 36,000, 48,000 and 60,000 BTUh sizes and are designed to accept extended refrigerant piping lengths. They offer heating operation down to -13°F and come complete with a built-in base pan heater. Optional electric heat kits are available.

To learn more, visit www.WestinghouseAC-USA.com

Milwaukee® Delivers 18V Air Speed with the M12™ Mounting Fan

Milwaukee, WI – Milwaukee Tool provides 18V air performance with the M12™ Mounting Fan, the highest performing 12V jobsite fan. This versatile, ergonomic personal air movement solution gives users the ability to work in a breathable, more comfortable environment. Delivering 18-volt air speed, the compact cooling solution can adapt to various situations with the durability to withstand jobsite conditions.

The new M12™ Mounting Fan joins the M12™ Cordless System, the largest sub-compact system on the market, focused on delivering industry-leading durability and power in the

tightest spaces. Currently, the M12™ System is made up of more than 100 solutions.

Specifications:

- M12™ Mounting Fan (0820-20)
- Voltage: 12
- Max Air Speed: Up to 14 MPH
- Max Air Volume: Up to 400 CFM
- Weight (lbs.): 4.57
- Dimensions (LxWxH): 8.85”x 7.23”x 13.10”
- Warranty: 1 Year



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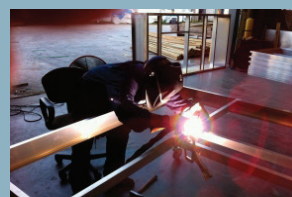
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Johnson Controls Prepares Channel Partners for DOE 2023 Efficiency Regulations

- As the largest energy-saving policy measure in U.S. history, the new Department of Energy minimum efficiency standards for residential and commercial HVAC equipment go into effect January 1, 2023
- Johnson Controls is committed to helping its dealers, contractors and partners address challenges these new regulations bring to make the transition as smooth as possible

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings is preparing distributors and contractors for the new U.S. Department of Energy’s (DOE) appliance standards for residential and commercial equipment, which take effect January 1, 2023. The standards set new minimum heating and cooling efficiency requirements for

residential and commercial central air conditioners and heat pumps, as well as commercial gas furnaces. Additionally, new test procedures will also take effect, impacting how systems are tested and rated. These changes are part of the Department’s ongoing efforts to reduce the United States’ energy consumption and greenhouse gas emissions. Combined with the first phase of

efficiency upgrades which took effect in 2018, it’s considered the largest energy-saving policy initiative in U.S. history.

To meet the requirements and help customers reduce energy use, Johnson Controls is committed to helping its distributors, contractors and partners address the challenges these new regulations bring to make the transition as smooth as possible. Johnson Controls is offering in-depth resources, ongoing webinars and in-person training on the DOE 2023 efficiency transition.

Training for the DOE 2023 regulations focuses on the following key areas:

- New minimum product efficiency levels
- New testing and measurement changes (ex: SEER vs SEER2)
- Residential vs commercial regulations
- Differing regional regulations for residential AC equipment (North, Southeast, Southwest)
- Inventory sell-through differences between for “date of installation” versus “date of manufacturing” to avoid stranded inventory
- Understanding residential system matches (old to new) when creating a solid “phase-in, phase-out” strategy
- DOE enforcement and how to avoid noncompliance

“These new regulations, which go into effect on January 1, 2023, create intricate compliance requirements for contractors and distributors of HVAC equipment,” said Chris Forth, vice president of regulatory, codes & environmental affairs, Ducted Systems, Johnson Controls. “It’s absolutely imperative that contractors and distributors alike thoroughly understand how this will impact the industry and their business, and how to properly prepare before these new regulations go into effect. As a leader in HVAC, we’re continuing to take significant steps to serve as a resource to our channel partners to help ensure a smooth transition.”

Johnson Controls has made several investments in recent years to improve product quality and launch new products to meet and exceed these energy efficiency regulations. Within the last three years, Johnson Controls significantly expanded both its Wichita, Kansas, testing laboratory and Rooftop Center for Excellence in Norman, Oklahoma. The Norman facility now features nearly 400,000-square-feet of incremental laboratory and manufacturing space – including a two-story, 52-foot-high testing lab roughly the size of one-and-a-half football fields – and the Wichita testing facility now features 100,000 square feet of laboratory space and advanced equipment. These extensive upgrades have enabled Johnson Controls to efficiently execute the new mandatory compliance testing while also improving the efficiency, safety, serviceability and reliability of its Ducted Systems products for the following brands: Johnson Controls, YORK®, Luxaire®, Coleman® Heating and Air Conditioning, Champion®, Fraser-Johnston®, TempMaster®, Evcon™ and Guardian®.

To learn more about DOE 2023 energy efficiency regulations and view collateral created to support channel partners, visit www.johnsoncontrols.com/doe.

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Residential Applications

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- Workshops/sheds
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Three-Fourths of Metro Areas Add Construction Jobs from January 2021 to 2022; Soaring Job Openings Indicate Lack of Workers Kept Employment Totals Down

Cheyenne, Wyo. and Houston-The Woodlands-Sugar Land, Texas Score the Largest 12-Month Increases; Sierra Vista-Douglas, Ariz. and New York City Experience the Worst Year-over-Year Declines

Construction employment totaled 384,000 at the end of January, an increase of 81,000 or nearly 27 percent from January 2021, according to the government’s latest Job Openings and Labor Turnover Survey. That figure exceeded the 259,000 employees that construction firms were able to hire in January, implying firms would have added over twice as many workers if they had been able to fill all openings, Simonson pointed out.

“Construction employment is now increasing in most areas after a rough first year of the pandemic,” said Ken Simonson, the association’s chief economist. “But contractors recently have had more unfilled positions at the end of each month than they have been able to fill.”

Job openings in construction

totalled 384,000 at the end of January, an increase of 81,000 or nearly 27 percent from January 2021, according to the government’s latest Job Openings and Labor Turnover Survey. That figure exceeded the 259,000 employees that construction firms were able to hire in January, implying firms would have added over twice as many workers if they had been able to fill all openings, Simonson pointed out.

Construction employment rose in 261 or 73 percent of 358 metro areas in 2021. Houston-The Woodlands-Sugar Land, Texas added the most construction jobs (10,300 jobs, 5 percent), followed by the Dallas-Plano-Irving, Texas metro division (7,600 jobs, 5 percent); Atlanta-Sandy Springs-Roswell, Ga. (7,100 jobs, 6 percent); and the Los Angeles-

Long Beach-Glendale, Calif. division (4,700 jobs, 3 percent). Cheyenne, Wyo. had the highest percentage gain (47 percent, 1,400 jobs), followed by Lake Charles, La. (21 percent, 3,100 jobs); Weirton-Steubenville, W. Va.-Ohio (21 percent, 300 jobs); and Bloomington, Ill. (20 percent, 500 jobs).

Construction employment declined from a year earlier in 58 metros and was flat in 39. New York City lost the most jobs (-8,100 or -6 percent), followed by the Oakland-Hayward-Berkeley, Calif. division (-3,400 jobs, -5 percent) and Northern Virginia, Va. (-2,400 jobs, -3 percent). The largest percentage declines were in Sierra Vista-Douglas, Ariz. (-31 percent, -900 jobs); Danville, Ill. (-17 percent, -100 jobs); Tuscaloosa, Ala. (-9 percent, -600 jobs); and San Luis

Obispo-Paso Robles-Arroyo Grande, Calif. (-9 percent, -900 jobs).

Association officials said firms would have likely added more workers during the past year if they could have found qualified candidates to hire. They urged federal, state and local officials to create more programs to expose learners and adults to construction skills and career opportunities to ensure more workers benefit from increasing federal infrastructure investments.

“Now that Washington is boosting infrastructure funding, public officials should take steps to encourage more people to pursue high-paying careers in construction,” said Stephen E. Sandherr, the association’s chief executive officer. “This industry has the capacity to put many more people into the American middle class.”

ACES AC Supply Opens New Location



ACES AC Supply has announced the opening of their new location in Pearland. This new location will also serve as their new corporate headquarters.

Following the announcement of the retirement of David Collins, ACES has also announced three new Vice-Presidents for ACES: Doug Larkins, VP-Sales Houston, Brandon Collins, VP-Sales Southwest Division, Mike Williams, VP Product Management. Their new location will be at 4021 Ellis Rd, Friendswood, Tx 77546 Ph. (832) 481-1099.

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“Playing Whack-a-Mole With Labor Gremlins”

Have you ever seen that arcade game called “Whack-a-Mole?” In it, you have a sledge hammer and you try to bop moles on the head as the game pops their heads up above the game board for a second or so. The more you bop, the higher your score.

In this month’s column, I want to show you how to play “Whack-a-Mole” with labor gremlins—those things that rob you of productivity and engorge your unapplied time like a rattlesnake bite makes your hand swell up. Most of these tips cost nothing to do (but some time), and can save you thousands (maybe even tens of thousands) of dollars a year in labor productivity recovery.

Installation Sledge Hammers

There are several hammers you can use on the installation labor moles.

To reduce unapplied time,

count your overhead doors. If you have more installation crews than doors, you have a bottleneck. Either add some doors (if you can), or, better yet, don’t let your installers load their own trucks in the morning. Instead, hire a part-time loader to come in early (say, 5:00 AM) and load each crew’s truck with its materials for the day before the crews arrive. Then, they show up, clock in, get their job assignment, hop into their trucks, and drive off. Letting a crew load its own truck is pure insanity! Why pay a crew \$50 an hour or more (plus bennies) when you could pay a part-time retiree \$20 for the same job? (And if you have several crews but only 1 or 2 overhead doors, your costs skyrocket as crews await their turns at the loading bays.)

To reduce callbacks due to installer errors, make the installers fix their own

callbacks, and then make it painful. Are you aware that U S labor law allows you to pay installers minimum wage for time spent on callbacks?

Have a supervisor (you or a hiring) check every crew on every job every day. Make sure they are staying on track with the job labor plan.

Service Sledge Hammers

For service labor improvements, there are a lot of things you can do. First, make sure you dispatch service techs by radio (or cell phone if you want greater privacy). Make sure that every tech has a tool belt or tool case with commonly used hand tools on it to reduce time needed to run back and forth to the truck.

Review how service techs are dispatched and see if you can find a more efficient way to assign them to their tasks, with a view towards minimizing drive time and mileage.

If you are not already using

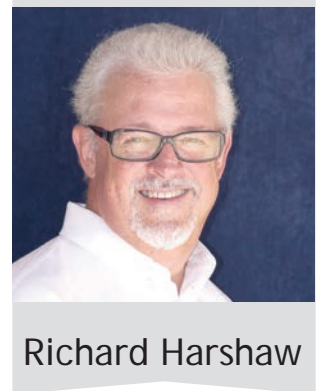
it, convert to flat rate pricing. (Don’t gouge your customers, but it is a brutal fact that in our current market, you cannot charge what you need on an hourly rate—and keep your customers. You need to charge at least 3 times the hourly rate of your highest-paid tech (with bennies) to make any money at service, and that puts most rates over \$100 an hour.)

Sell service agreements like your survival depends on it (because it does). Not only do they generate revenue—they can fill in those slow times of the year when unapplied time normally piles up like snow in the corner of a porch in Syracuse. And if you don’t want to do service agreements, promote the bat snot out of pre-season clean and checks.

To reduce callbacks (which should not eat up any more than 2% of labor costs), try these simple steps: have the dispatcher ask the customer a

few questions to be sure there is not something the customer can do to avoid a call (like making sure the thermostat is on and calling for action!). Do an analysis of your callbacks, looking for patterns. If there are obvious skill problems, set up remedial training. Review the daily call volume to be sure you are not rushing your service techs. Usually, 5 calls a day is a pretty strong volume. Dispatch calls one at a time and never let the tech know that there is a big backlog of calls to run that day. Let the tech do his job without pressure to hurry up. Cause pain for callbacks—paying minimum wage for the time spent on them.

And to reduce warranty waste (the cost of which should not run more than 2% of installation sales), measure the types of warranty calls you have and take appropriate action. If the problem is a shoddy equipment line, get a



Richard Harshaw

better line (even if it does cost more to buy—you’ll probably save it in warranty waste right off the bat, to say nothing of having better customer satisfaction ratings). If the problem is installer or service tech errors, get them trained (or make the available to your competitors). And educate your customers on what to expect of their new jobs. (How many warranty calls have been run because a customer unfamiliar with heat pumps has their first defrost cycle....?)

Meanwhile, whack your labor gremlins before they eat your lunch!

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

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TOPIC	DATES	TIME
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Residential Inverter Sales 101	Wed, Apr 13, 2022	8AM-11AM
Joblink Wireless System Troubleshooting	Wed, Apr 27, 2022	8AM-10AM
EPA Testing	Wed, May 4, 2022	8AM-11AM
EPA Testing	Wed, June 1, 2022	8AM-11AM

www.JohnstoneSupply.com/store39/training-calendar

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HVAC Excellence Education
Conference is Back Live!

HVAC Excellence’s National HVACR Education Conference returned to a live event, March 21-23, 2022 in Las Vegas, Nevada. The question, “Would people return to live, face-to-face training when the dust settled?”, was answered with a resounding YES, as the house was packed with nearly as many attendees as their last live conference in 2019.

In speaking with conference attendees about why they attended, Bill Brown, owner of Brownson Technical School in Anaheim, CA, put it best, “While webinars are easier to attend, those in a hands-on industry such as HVACR need live, hands-on demonstrations that show us the technologies, and how to integrate them into our training programs.” Eugene Silberstein, lead author of Cengage Learning’s Refrigeration and Air Conditioning Technology title stated that “You simply can’t learn to become a phlebotomist from watching online videos, nor can you learn to braze refrigerant lines on YouTube. We must physically interact with the technologies.”

Firsthand Knowledge

Every day we read about new equipment, technologies, and codes. However, reading about something and hearing about it firsthand from the source are two different things. One key reason educators and trainers attend this event is to get information directly from the source. This conference allows attendees to get data, often before its published, learn from those on the front line of product, standard, and code development, understand the thinking that drives industry changes, and gain insight as to where our industry is headed.

Saying Goodbye to R-410A

The wait is over, new equipment that runs with refrigerants other than R-410A is here! To help the industry transition, attendees learned firsthand about R-32, R-454B, N41(R-466a), and other Low GWP refrigerants with presentations by members of organizations involved in the AHRI Safe Refrigerant Transition Task Force. Armed with a better understanding of Low GWP Refrigerants (A2L and A3), attendees learned about the equipment that operates with them during a full-day, R-32 ductless system installation program.

Lecture and Hands-On Training

The conference offered over seventy lecture and hands-on classes, from industry leading manufacturers, associations, authors, and other subject matter experts. During these lively presentations, attendees learned about new technologies, codes, and teaching strategies, and how best to incorporate them into their programs. Equally important, attendees had the opportunity to learn more about hybrid learning strategies and digital resources available for plug-and-play into their training programs.

Comfort Zone

After a long period of teaching online and social distancing, it became increasingly difficult to cultivate new ideas. The conference provided a fresh new perspective on how attendees can

reinvent the training they offer, consider and implement new ideas, get out of their comfort zone, break old ways of thinking, and discover new ways to approach their jobs.

Exhibits

The exposition provided attendees the opportunity to see things they cannot find traversing the isles of a local supply house, or their website. They got their hands dirty with system components, witnessed hands-on product demonstrations, asked questions of those involved in the development of these products and interacted with many technologies not yet released on the market.

Networking

How often do you get to meet your hero or idol? With so many authors, and social media influencers in one place, the conference allowed attendees to meet the authors of their books, the voices of the podcasts they follow, while taking selfies with them, and discussing new ideas with colleagues and other conference participants.

Lessons from a COVID-19 World

A common question posed by some younger instructors was, “What can we do to recruit more people into the HVACR industry?” However, some attendees quickly pointed out that the pandemic actually helped reshape the public’s perception of the HVACR industry and helped invigorate their recruitment initiatives.

“The HVACR industry is a much larger and important sector than most perceive. The pandemic, while horrible, allowed us to bring to light the issues of airborne infection isolation rooms used to contain the spread of infectious diseases, data centers used to run online meetings and internet services, cold storage used for vaccine distribution, and refrigeration used to keep our food safe are all made possible by highly specialized HVACR service personnel.” Howard Weiss, ESCO Institute

Continue Online

While the in-person portion of the event has concluded, the training continues. Conference attendees will now be able to learn from online courses offered in April, May, June, and July. These sessions hosted on the HVACR Learning Network “HLN” will enable attendees to watch classes on their schedule each month as new courses are released.

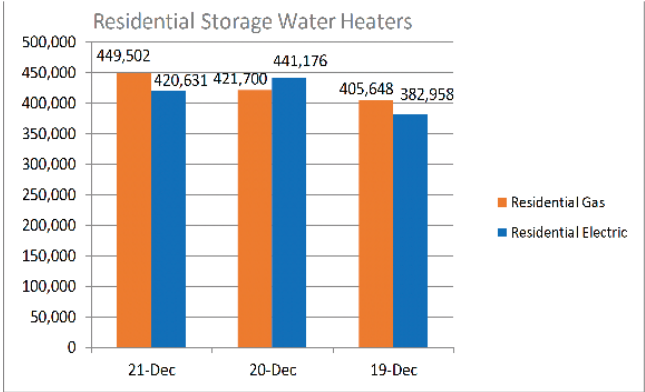
Future Forward

As the in-person portion of 2022 National HVACR Education Conference has concluded, preparation is underway for the next event, March 20-22, 2023 in Las Vegas, Nevada. The HVAC Excellence Conference provides an opportunity to learn about new and emerging technologies, get answers from, and be inspired by industry leaders, exchange ideas with industry peers, while gaining a better understanding of the future of the HVACR industry. Together, we can reshape the future of the industry, for the next generation of HVACR service technicians. People serious about being part of the solution can sign up at escogroup.org.

AHRI Releases January 2022 U.S. Heating and Cooling Equipment Shipment Data

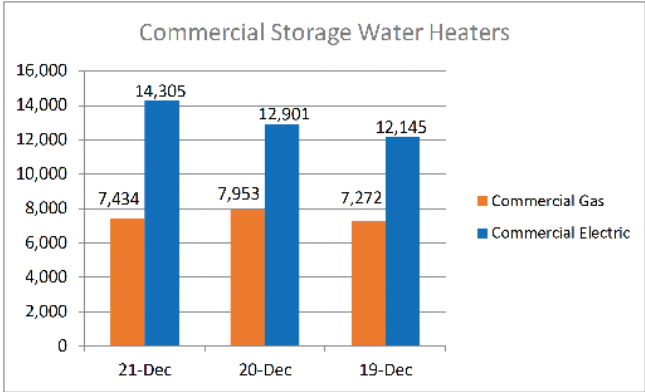
Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for January 2022 decreased 10.7 percent, to 355,010 units, down from 397,342 units shipped in January 2021. Residential electric storage water heater shipments decreased 1.2 percent in January 2022 to 391,003 units, down from 395,640 units shipped in January 2021.



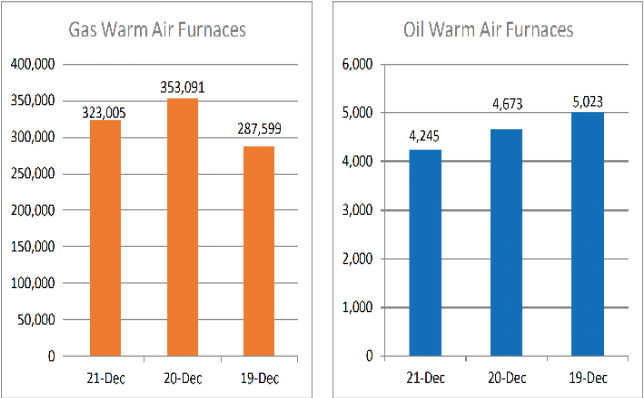
Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 20.6 percent in January 2022, to 5,273 units, down from 6,642 units shipped in January 2021. Commercial electric storage water heater shipments decreased 43.8 percent in January 2022, to 6,591 units, down from 11,737 units shipped in January 2021.



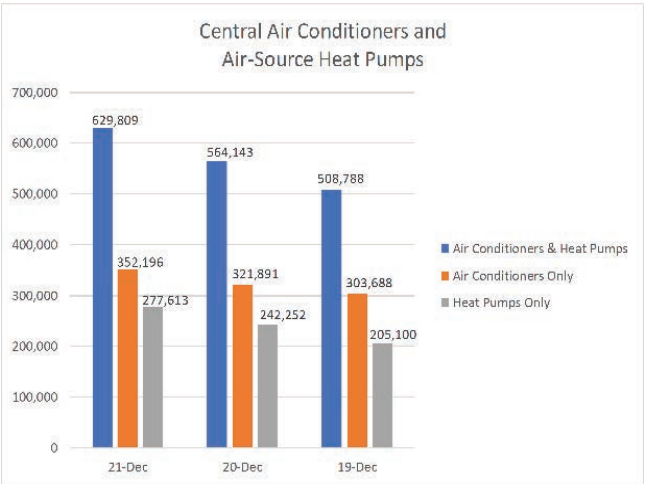
Warm Air Furnaces

U.S. shipments of gas warm air furnaces for January 2022 decreased 13.6 percent, to 306,853 units, down from 355,097 units shipped in January 2021. Oil warm air furnace shipments decreased 22.4 percent, to 2,791 units in January 2022, down from 3,595 units shipped in January 2021.



Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 757,278 units in January 2022, up 10.4 percent from 685,926 units shipped in January 2021. U.S. shipments of air conditioners increased 5.6 percent, to 431,835 units, up from 408,831 units shipped in January 2021. U.S. shipments of air-source heat pumps increased 17.4 percent, to 325,443 units, up from 277,095 units shipped in January 2021.



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

Size Description (000) BTUH	Month		
	2021 Total	% Change from 2020	2019 Total
Under 16.5	31,716	+27.0	16,863
16.5-21.9	85,402	+1.8	48,644
22-26.9	115,014	+6.9	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	53,954
54-64.9	58,017	+11.4	42,909
65-96.9	5,176	+13.6	7,739
97-134.9	5,961	+15.7	5,658
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	+10.6	225
640-799.9	118	-3.3	137
800.0-899.9	50	+31.6	72
900.0-999.9	61	+8.9	69
1,000.0-1,199.9	49	+6.5	44
1,200.0 & Over	105	+0.2	97
TOTAL	629,809	+11.8	508,788

Size Description (000) BTUH	YTD		
	2021 Total	% Change from 2020	2019 Total
Under 16.5	471,334	+31.7	363,733
16.5-21.9	923,568	+6.9	739,907
22-26.9	2,010,320	+9.6	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	+6.8	940,054
54-64.9	654,472	+0.5	757,301
65-96.9	101,230	+9.1	109,806
97-134.9	79,196	+14.7	83,717
135-184.9	49,940	+7.1	56,906
185-249.9	21,450	+3.2	25,109
250-319.9	18,472	+7.0	18,054
320-379.9	3,879	+2.2	4,222
380-539.9	3,890	-6.1	4,363
540-639.9	2,610	-14.9	3,117
640 & Over	1,336	-6.1	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	-20.8	525
1,200.0 & Over	1,080	-0.3	1,394
TOTAL	10,199,051	+9.5	8,469,815

Notes and FAQs

A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership. Industry data is aggregated from the information supplied by AHRI member companies that participate in the statistics program and can be subject to revision. Published year-to-date data is inclusive of all revisions. No other AHRI data (e.g., by state or region) is available to the public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial. For previous monthly shipment releases and historical data, please see <http://www.ahrinet.org/statistics>.

1. How do my colleagues subscribe to the report?

Go to <http://www.ahrinet.org/statistics> and click on Subscribe.

2. Does this data represent shipments to the United States only or are shipments outside of the United States included?

This data represents shipments to customers in the United States only.

3. Do you provide U.S. data by state?

That data is not available publicly.

4. Is historical data available in Excel?

It is available monthly reflecting exactly the data presented in the monthly public release.

5. Can I purchase additional industry data from AHRI?

No, AHRI Statistics data are not for sale.

6. How much of the industry does the data represent?

Although we cannot get into specifics about how much of the industry the data represents, in general, AHRI is one of the largest trade associations in the nation, representing more than 300 heating, water heating, ventilation, air conditioning and commercial refrigeration manufacturers within the global HVACR industry. AHRI's 300+ member companies account for more than 90 percent of the residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment manufactured and sold in North America.

JB Industries Donates \$10,000 to Operation Homefront in its Continued Support of Military Families

Aurora, IL- JB Industries, a leading US manufacturer of HVAC/R tools and equipment, today announced its continued partnership with Operation Homefront with a \$10,000 donation to support the families of our service members and wounded warriors.

Operation Homefront provides critical financial assistance, transitional and permanent housing, and family support services to prevent short-term needs from turning into chronic, long-term struggles.

Since the launch of the Patriot 2-Valve Brass Manifold

in 2014, JB Industries has committed to donating a portion of proceeds to Operation Homefront for each manifold sold.

“Operation Homefront provides critical financial assistance that our soldiers need when returning home from serving our country. After hearing firsthand of the hardships they face during the transitional phase of returning to civilian life, JB Industries was motivated to support this tremendous organization. We take pride in our American-made products and have great respect for the people who protect the freedom of American Manufacturing” - Jeff Cherif, President, JB Industries, Inc.



Pictured left to right. Jeff Cherif, President, JB Industries. Emily Cebulski, Senior Director, Operation Homefront. Oscar Lopez, Vice President of Sales, JB Industries.

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High Performance A/C and Heating – Kingwood
Johnson Supply – North Texas
One Hour Air – Rockwall
SouthTex A/C & Heat – Pearland

Working to Solve the Workforce Issue

Devorah Jakubowsky, TACCA Executive Director

The need for workforce development for the heating, ventilation, air conditioning and refrigeration (HVACR) industry in Texas cannot be overstated. We have all seen how difficult it has been to get people interested in the trades. Many contractors I talk to have an urgent need to add skilled workers to their team and good technicians are certainly harder to come by. We are fighting a bias created by years of focusing on preparing high school students for four-year colleges. The idea that a 4-year degree is critical to having a successful career and making a decent wage has tremendously impacted the trades. It has made jobs that are in high demand in our state seem undesirable.

As a parent, I admit am guilty of this belief in the past. When my oldest two daughters were in high school, all I heard as a parent was college readiness. If anyone was encouraging alternate career pathways, neither my daughter nor I remember hearing it. Since college was not the right path for her, she has taken a winding career path that has finally led her to enroll in a welding program. This makes me wonder how many other students who graduated high school 10-20 years ago and their parents could have been guided toward a meaningful career in the trades instead of forced into a “must go to college” track that was likely to fail. The good news is, we have seen career and technology education growing in the high schools and should see an increase in student and parent awareness of and interest in careers in the trades.

The solution isn't simple, and it won't fix the problem overnight. The solution isn't even one nicely packaged answer. It's going to take a variety of approaches and initiatives that, together, will shift the needle. It's the contractor getting involved in the career and technology education (CTE) program at their local high school. It's manufacturers and suppliers helping outfit HVAC programs in high schools and trade schools. It's stakeholders like TACCA attending career in the trades fairs to bring awareness of HVACR as a viable career option to middle and high school students and their parents. And it's uniquely created workforce training programs, like the Smithville Workforce Training Center in Smithville, Texas, a program established by a small community in an effort to train students in HVAC and retain them in their community after completion.



On Wednesday, March 2, TACCA staff and leaders participated in the Taylor Trades Career Fair at the Williamson County Expo Center in Taylor, Texas. Along with Texas State Technical College in Hutto, Texas Workforce Solutions, and a number of area businesses, TACCA reached 600-800 high school and middle school students throughout the day. Our cool prize wheel may have gotten their attention, but many students asked questions and seemed interested in hearing about HVACR as a career. With a goal to raise awareness of careers in HVACR, we handed out flyers and brochures we hope will make it to the parents and pique their interest.



Recently, TACCA President Roland Arrisola, Government Affairs Counsel Shannon Noble, and I met with Stewart Burns, the program coordinator for the Smithville Workforce Training Center. The program, which started its first cohort for HVAC in January, is the result of six years of brainstorming and planning that started with one person who had an awareness of a lack of skilled workers, an idea, and a passion for helping members in her community. The program is a collaboration involving the Center, Austin Community College, Community Action, Workforce Solutions, City of Smithville, Smithville ISD, and Bastrop County, and is aimed at individuals 18 years old and older

who are not college-bound or are seeking a career change. The desired end result is students with a certificate of completion who have acquired the knowledge and training necessary to begin working for contractors in Smithville and the immediate area.

TACCA continually works to help our contractors, and to identify ways bringing more skilled workers into the industry. If you know of a trades career fair you think TACCA should attend, or a workforce training model you think we would be interested in looking into, contact us at services@tacca.org.

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

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

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ACES AC Supply 2022 Dealer Appreciation Meeting

ACES AC Supply held their Annual Dealer Appreciation Meeting in Galveston TX

ACES Dealer Appreciation Dinner hosted over 400 people for the afternoon product show and dinner meeting that evening. Dealers attended from Houston, San Antonio, Austin and the South Texas markets.

Those dealers from out of town, stayed at the Hilton Galveston Island Resort next to the Convention Center. Many couples made a weekend of it and arrangements were made to feed and

entertain their children during the dinner and meeting.

The afternoon product show included vendors from Mitsubishi, JB and Associates, Wells Fargo, Pazerware, Mediagistics, Podium, Service Fusion, Respicare, EGIA, Rectorseal and American Standard.

Pictures courtesy of ACES AC Supply



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2022 EXAM PREP CLASS SCHEDULE

AUSTIN/ROUND ROCK

May 14-15
Aug 20-21
Nov 19-20

HOUSTON

June 11-12
September 17-18
December 10-11

RED OAK/DFW (FRI-SAT CLASSES)

May 20-21
August 12-13
November 11-12

SAN ANTONIO

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.

Johnson Supply Deer Park Open House

Johnson Supply held an Open House at their new Deer Park location on February 23rd. Johnson Supply hit a significant milestone with the relocation of their Pasadena branch to Deer Park in February. Over 20 vendors and 180 customers networked while enjoying a day of fun activities. To mark the occasion, officers and employees of Johnson Supply were on hand to serve food and drinks, including a local food truck. Johnson Supply thanks everyone who came out to celebrate the open house.



Pictures courtesy of Johnson Supply

Baker Distributing Heil Dealer Meeting

Baker Distributing held their Heil Dealer Meeting at Sea World in San Antonio on February 19th. Representatives from ICP were on hand to update contractors on upcoming DOE changes. The Watsco Ventures Team presented the vast` technology offerings to make doing business easier, and TSA Javier Garza was on hand to showcase a fully functional trainer unit. They closed the night with an awards ceremony.



Pictures courtesy of Baker Distributing

Women In HVACR Scholarships

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CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

MECHANICAL - ELECTRICAL - PLUMBING
Contractors of Oklahoma



UPCOMING MEETINGS

Oklahoma City Lunch meeting

Wednesday April 13th 11:30am

****Charleston's 2000 S. Meridian****

Tulsa Lunch Meeting

Thursday April 14th 11:30am

OK Joe's BBQ 6175 E. 61st St

(use the back door)

Special Monthly Eve Social Dinner Meeting

White River Fish Market 71st & Lynn Lane
Broken Arrow, OK

Thursday April 7th 6:30pm

Bring your Spouse, Guest and/or Staff Members
Mission Statement

MEPO OF OKLAHOMA, INC. a non-profit trade association in the State of Oklahoma. We work to give our members the tools they need to succeed in the Air Conditioning, Heating, Refrigeration, Electrical and Plumbing Industries.

If you would like to join MEPO the Association in Oklahoma that addresses Business Development, Codes and Licensing issues that effect your lively-hood
Text/Call 918-978-6888

TACCA UPCOMING 2022 EVENTS

MARCH 16

MEMBER MEETING

11:30 AM - 1:00 PM ALAMO CAFE
SMALL BUSINESS KILLERS - HR ADDITION

APRIL 20

MEMBER MEETING

11:30 AM - 1:00 PM ALAMO CAFE
MICHAEL SHANNON, DIRECTOR COSA DSD
JOE FRIAS, CHIEF MECHANICAL SUPERVISOR

MAY 25

SPORTING CLAY SHOOT

NATIONAL SHOOTING COMPLEX

JUNE 22

MEMBER MEETING

11:30 AM - 1:00 PM ALAMO CAFE

JULY 20

MEMBERSHIP MIXER

TBD

SEPT 9/10

FISHING TOURNAMENT

CORPUS CHRISTI, TX

OCT 19

MEMBER MEETING

11:30 AM - 1:00 PM ALAMO CAFE

NOV 7

GOLF TOURNAMENT

THE CLUB AT SONTERRA

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PHCC Educational Foundation Scholarships Offer Tuition Assistance

Falls Church, Va. – This year, the Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation scholarship program will award up to 61 scholarships totaling \$160,000. Awards are available to plumbing and HVACR apprentices working for PHCC—National Association members, trade school or community college students taking plumbing or HVAC classes and college students pursuing majors directly related to the plumbing-heating-cooling industry.

All applicants are required to answer a few questions about their interest in the trades and career plans, plus provide a letter of recommendation. Apprentices can get that recommendation from their contractor employer, while trade school or college students can have an instructor or guidance counselor write their recommendation. With those materials prepared, the application process can take as little as 15 to 30 minutes. Awards range from \$1,000 to \$10,000; with the most awards set at \$2,500 each. The deadline for all submission materials is May 1st and the application can be found at <https://phccfoundation.org/scholarships>.

“Some contractors pay for their apprentices’ training - we still want those apprentices to apply. Union apprentices who are expected to pay for their own textbooks should apply as well,” said John Zink, Foundation VP of Development and Communications. “These awards are intended to smooth the career path for individuals interested in joining our industry, and to make professional training affordable for the apprentice and their employer.” Apprentice applicants must be working for a contractor member of the PHCC—National Association.

The scholarships are funded by contractor donations to the PHCC Educational Foundation and by these corporate sponsors: A. O. Smith, Bradford White Corporation, Delta Faucet Company, Moen, RIDGID, Scorpion Home Services Marketing, State Water Heaters, and Viega.

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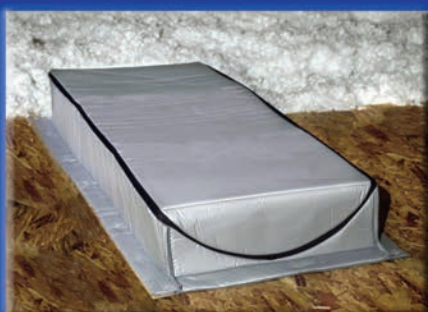
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2022 REMAINING CLASS SCHEDULE

Abilene	Aug 20	<div>In-person TACCA Members \$159 \$0 Nonmembers \$159</div>
Austin/RR	Apr 2, Jul 16, Nov 12	
Beaumont	Sep 9	
Burleson	Aug 27	
Corpus	Apr 9, Aug 27	
Denton	Oct 1	
Harlingen	Apr 23, Oct 1	
Houston	Apr 9, May 14, Jun 11, Jul 16, Aug 13, Sep 17, Oct 15, Nov 19, Dec 3	<div>Online Rates Members \$39 Nonmembers \$59</div>
Hurst	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	




REGISTER
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HARDI

HARDI Distributors Report 35.3% Percent Revenue Increase in January

Columbus, Ohio– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 35.3% percent during January 2022.

The average annual sales growth for the 12 months through January 2022 is 25% percent.



Source: HARDI and CoMetrics

“The sales growth during January was helped by an extra billing day and passing through the extraordinary price increases of the past year,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “There is no denying that demand has been extraordinary also. During the past ten years there have five months when average monthly sales growth exceeded 30% and all five were during the past year.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 43.5 days at the end of January 2022. “The monthly DSO is now two days faster than last year at this time,” said Loftus. “This rate is considerably better than the pre-pandemic norm for January in the 49 day area.”

“TRENDS sales growth remains impressive despite collapsing consumer confidence, but this pace is not the new normal,” said Loftus. “Retail sales at building material and supply dealers has slowed to 13.8% through December. Since that has been leading our TRENDS annual sales growth by six months since 2013, we can expect the annual pace of TRENDS to be considerably lower this summer. What goes up, must slow down.”

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.

HARDI Announces 2022 Focus Conference Speaker Slate

Columbus, Ohio– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has announced its complete speaker and session lineup for the 2022 Focus Conference. The event consists of three separate learning tracks providing educational presentations for marketing, sales, and operations leaders in the HVACR distribution industry.

In addition to 18 different sessions slated in the various learning tracks, the event will also feature 2 keynote presentations. Author and Forbes contributor, Gene Marks, will discuss top tech trends impacting businesses and help offer advice on what to keep a close eye on in 2022 and beyond. Additionally acclaimed speaker and Grategy founder, Lisa Ryan, will share her pest practices on showing gratitude and appreciation of your employees to keep them engaged.

“The Focus Conference is an excellent opportunity to get your departmental leaders together in one place to connect and learn alongside industry peers,” said Chris DeBoer, Marketing Director, HARDI. “There has been so much happening over the past couple years and not a ton of great ways bring people together and talk about individual experiences everyone has faced. In addition to all the tremendous content, those that attend this event will get the chance to catch up with others who have navigated similar experiences the past 24 months and learn from each other.”

The return of HARDI’s Focus Conference, which will be held May 11-13 in Minneapolis, Minnesota, at the Minneapolis Marriott City Center.

Complete event details can be found on HARDI’s site at <https://hardinet.org/events/2022-focus-conference>.

ACCA 2022 Conference & Expo to Feature Contractor-Led Educational Sessions

Alexandria, VA—The Air Conditioning Contractors of America (ACCA) announces contractor-led breakout sessions at ACCA 2022 Conference & Expo, March 28-30 in St. Louis, MO.

“ACCA is thrilled to host the nation’s HVACR industry at ACCA 2022,” said Barton James, ACCA president & CEO. “We are especially looking forward to seeing contractors in-action, sharing information and helping to support one another through their breakout sessions.”

For over 50 years, ACCA has dedicated itself to bettering the lives of HVACR contractors, their businesses, and the HVACR industry as a whole. In this time, ACCA has remained on the pulse of what moves the needle for companies and the industry alike.

At this year’s conference, contractor-led sessions will cover a wide variety of topics, including the relief fund for small businesses, advantages of hiring veterans, building your business, selling your business, and forming key business relationships.

Featured contractor-led sessions include:

- *The \$1.3 Trillion Pie: Get You Some*, with Dave Kyle, Trademasters president. In this session, attendees will learn how to use these funds to improve your operations, hire veterans, and move to new markets and service lines
- *The Veteran Advantage*, with Cody Novini, SoCal Airflow Pros president & CEO. This session highlights the advantages that veterans have over candidates that have not served, including leadership, integrity, and motivation.

• *How the X@!& Did You Do That?* With Ken Goodrich, Goettl Air Conditioning president & CEO. Goodrich will cover how he has built and sold over 30 business operations, and how you can, too.

• *Why I Sold My Family Business*, with Dan Weis, Weis Comfort Systems owner and Wade Mayfield, Thermal Services president. Covering the many factors that come into play when owners decide to sell, this session provides insight into what makes someone sell a family-owned business.

• *Don’t Sell to Private Equity, Sell to Your Employees*, with Adam Smith, HB McClure president. This session covers the circumstances where selling your business to your employees is the best solution for you and your company.

• *How Do You Vet a Coach?* With Ryan Kletz, Classic Air’s One Hour Heating & Air Conditioning vice president. This session covers what to look for in a business coach or consultant, and what to ask when interviewing them.

• *Shelly’s Key Relationship-Building Strategies*, with Shelly Matter, HB McClure director of business development. Learn what relationship selling is and how important it can be for your business.

“The ACCA team works very hard supporting over 60,000 industry professionals across the nation. From continuing education and leadership to advocacy and more, they are fully committed to providing us the tools to help us succeed, period,” said Shelly Matter, HB McClure director of business development. “A high-caliber organization attracts high-caliber people, and that has been my experience when meeting and interacting with fellow ACCA members from across the country. My favorite part of presenting is that it affords me the opportunity to meet and speak with incredibly talented industry peers, who I otherwise may not have the opportunity to get to know. The energy at ACCA meetings and conferences is off the charts!”

RESIDENTIAL DUCT DESIGN

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APRIL 20th - 22nd



ACCA’s RDQI Class Overview

Contractors, technicians, design and utility personnel, wholesalers, energy commission officials, licensing and code officials, and others interested in learning the importance, including the economic and environmental benefits, of accurate residential load calculation procedures for duct system design.

Day 1: ACCA Manual J 8th Edition – Residential Load Calculations

Receive complete instructions for estimating heat loss and heat gain for residential structures. Using MJ8ae we will cover the process that produces equipment sizing loads for single-family-detached homes, small multi-unit structures, condominiums, townhouses, and manufactured homes. It provides quick supplemental details and advanced topics as well as supporting reference tables and appendices.

Day 2: Manual S 2nd Edition, ACCA/ANSI Quality Installation, And Software

The focus here is how to properly select equipment for a dwelling using a detailed heating & cooling load calculation and actual OEM performance data from different manufacturers (Air Conditioning/ Heat Pumps/ Gas Furnaces). The duct design portion may begin at some point during this 2nd day.

Day 3: Manual D 3rd Edition – Residential Duct Systems

Designing a residential duct system as per ACCA Manual D will be the focus. You can apply this procedure to constant volume systems and zoned, variable air volume systems, over the full range of duct construction materials. Manual D also includes the most comprehensive equivalent length data ever published. Gain a thorough grounding in the requirements of ACCA/ANSI Standard 5 QI, the blueprint for installing an HVAC system that will qualify for Energy Star v 3.0.

What's Included?

Includes the following required materials: Manual J 8th Edition, ACCA Duct Slide Rule, Manual D, and ACCA/ANSI Standard 5, Manual S, Manual T and **5 Year Certificate of Completion.**

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TIME: 8:15am - 5:00pm

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CALENDAR OF EVENTS

				APRIL 2022 TRAINING CALENDAR			
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DATE	DAY	TIME	LOCATION	CLASS	REG. CODE	ZOOM	Price
6-Apr	W	8:00am - 4:30pm	Broadway	TDLR CE For License Renewal - Airflow Is Critical Test - Don't Guess	605-115	Y	\$135
19-Apr	Th	8:00am - 4:30pm	Broadway	ESCO EPA Section 608 Review & Exam	605-101	Y	\$175
20-Apr	Th	1:30pm - 4:30pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	N	\$95
We recommend customers follow Covid-19 Safety Guidelines.							
Please <u>do not attend if you are sick, coughing, sneezing or running a fever.</u>							
Classes are limited to <u>15</u> persons for your protection as well as other attendees & employees.							
WE RECOMMEND ALL ATTENDEES WEAR MASKS AT ALL TIMES DURING TRAINING.							

Insco's April Events Schedule

Training from Insco Academy

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Grapevine

Friday, April 15th – MyRuud.com Overview located at our Grapevine Training Facility. From 8am – 10am | \$25

Wednesday, April 20th – Ruud Renaissance Commercial Training located at our Grapevine Training Facility. From 8am – 12pm | \$50

Wednesday, April 13th – Mitsubishi Applications located at our Grapevine Training Facility. From 8am – 4pm | FREE

San Antonio

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

Thursday, April 21st – Ruud Next Level: Inverter Systems at our San Antonio Training Facility. From 8am – 12pm | \$50

Online

Friday, April 8th – Ruud Next Level: Inverter Systems Online Course. From 10am - 11am | FREE

Friday, April 22nd – MyRuud.com Overview Online Course. From 10am – 11am | FREE

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Focus

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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!



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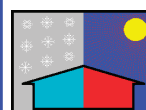


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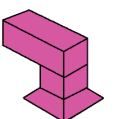


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(713) 691-5170

HOUSTON - SOUTH
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SAN ANTONIO
3835 STAHL ROAD
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SAN ANTONIO
6814 ALAMO DOWNS PKWY
(210) 457-5272

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

STAFFORD
10155 MULA ROAD
(281) 977.6980