

Johnstone Supply South TX Customer Appreciation Day



Pictures on page 17.

Johnson Supply Sales and Operation Meeting



Pictures on page 23.

2022 PHCC Texas Annual Conference



Pictures on page B7.

ACCA Honors Rosenberg Indoor Comfort in San Antonio, TX with Elite Marketing Master Award



Alexandria, VA- The Air Conditioning Contractors of America (ACCA) announces Rosenberg Indoor Comfort as the 2022 Elite Marketing Master, sponsored by RYNO Strategic Solutions.

“We’re thrilled to be the winners of the inaugural Elite Marketing Master award,” said Michael Rosenberg, Rosenberg Indoor Comfort president. “Marketing is probably the most fun part of the business, and

we want to thank ACCA and RYNO Strategic Solutions for this award.”

The Marketing Masters Awards program, which is split into five categories, honors and recognizes the best marketing programs developed and implemented by ACCA contractor members. From these winners, ACCA members voted to choose the Elite Marketing Master recipient. Winners from each category of the Marketing

Masters Awards receive national recognition at ACCA’s Annual Conference & Expo and in a special Marketing Masters Portfolio distributed through ACCA Now magazine.

From the categories of Traditional Media – Print, Traditional Media – TV or Radio, Connections through Social Media, Connections through Digital or Mobile Marketing, sponsored by Scorpion, and Rolling Marketing – Vehicles, sponsored by

Adrian Steel, Rosenberg Indoor Comfort was selected as the Elite Marketing Master.

“Congratulations to Rosenberg Indoor Comfort on winning the highest honor of our Marketing Masters Awards,” said Barton James, ACCA president & CEO. “The creativity and hard work put into creating your marketing materials did not go unnoticed, and is sure to catch the eyes of customers and industry members alike.”

ACCA Welcomes 2022-2023 Board of Directors

Alexandria, VA- The Air Conditioning Contractors of America (ACCA) announces the installation of the 2022 - 2023 Board of Directors and Officers.

Brian Stack of Stack Heating, Cooling, and Electric in Avon, OH, passed the leadership of the

ACCA Board of Directors to Keith Paton of Ivey Mechanical LLC., in Kosciusko, MS.

“It has been a great pleasure to be the Chairman of the Board for ACCA for the past year,” said Stack. “Despite complications with traveling at the beginning of my

tenure, we were able to continue to advance the implementation of ACCA’s Strategic Plan through online communication. Thankfully, towards the end of last year travel picked up and it was wonderful to be able to meet face-to-face with many of ACCA’s member companies

and partners in excellence, as well as represent ACCA at industry events like HARDI, and AHR. I am looking forward to working with our new Chairman Keith Paton. Keith is a strong leader and will serve ACCA well in the coming year.”

SEE ACCA PG.2

Insko Distributing’s New Lubbock Branch Grand Opening



Pictures on page B4.

WWW.AC-TODAY.COM

INSIDE

- Consultants’ Corner6,10,21
- Product News..... 5,6,9,13,B6
- TACCA- Trade Talk B2,B8,B11
- Software Programs / Classified..... B11
- CalendarB9,B10
- HARDI News..... B8



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

☐

ACCA con’t

“I never cease to be impressed with the way ACCA supports their membership, from arming us with best-in-class training, fighting for contractor friendly legislation and regulations and codes, in person and online networking, and many other areas of focus,” said Paton. “During my term as Chairman, I am interested in recruiting even more HVACR companies to become involved with ACCA through our various committees. Giving back by volunteering pays such dividends to not only ACCA and the HVACR Industry, but has also helped me grow personally and professionally. I’m looking forward to better defining a place for larger commercial contractors to be more involved in ACCA. Commercial contractors are an important membership sector for ACCA, and based on my experience with the opportunities ACCA is so well known for in the residential and light commercial contractor fields, I’m confident that these opportunities are invaluable to larger commercial contractors. One of my goals as Chairman is for it to no longer be a secret that ACCA is excellent

fit and great value for larger commercial contractors.”

Serving alongside Paton on the executive committee are; Brian Stack, Stack Heating, Cooling, and Electric, Avon, OH, immediate past chair; Stephen Pape, Pape Service Co., Desoto, TX, senior vice chair; Martin Hoover, Empire Heating and Air Conditioning, Inc., Decatur, GA, secretary/treasurer; Eddie McFarlane, HomeX, Lancaster, PA, vice chair; Tim Cropp, CroppMetcalf Services, Fairfax, VA, vice chair.

Directors on the 2022-2023 Board, not serving on the Executive Committee are; Craig Elliot, Nice Home Services, Springfield, VA; Vince Gillette, Gillette Air Conditioning Company, Inc., San Antonio, TX; Kurt Hudson, LC Anderson, LLC., Boston, MA; Ryan Kletz, Classic Air’s One Hour Heating and Air Conditioning, Virginia Beach, VA; Matt Marsiglio, Flame Furnace, Warren, MI; Cody Novini, SoCal Airflow Pros, Rancho Santa Margarita, CA; and Jennifer Pierce, Clay’s Climate Control, Linwood, NJ.

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

Jeff Nelson



Jeff Nelson passed away in March at the age of 63. He was with M&M Manufacturing Company for 26 years where he served as a leader, plant manager, salesman and close friend to his co-workers, customers, and associates in the HVAC industry. Jeff retired recently from John Cook and Associates of Dallas, TX.
Jeff was the nicest guy in the world.

Advertisers Directory

ACES AC Supply	B12
AC Today	B10
Appion.....	5
Attic Tent.....	B7
Barsco	12
Century A/C Supply	3
Century HVAC Distributing.....	13,B3
Coburn Supply	9
Construction Data	21,B7
Duct Saddle	B4
Elite Software	B11
Ferguson HVAC	2
FTL Finance.....	20
Global The Source	4
GREE	15
Hercules Smart Pumps	7
Insko Distributing.....	24
Johnson Supply.....	22
Johnstone Supply.....	21,B1
Johnstone Supply South.....	16
Locke Supply	11
McDaniel Metals	14
Mitsubishi Electric.....	10,14
MORSCO	19
NATE	8
Pipe Prop	18
Pro Lift	B7
Searco	B11
Select On Site.....	B11
TACCA	B2,B8,B11
TACCA Greater Houston.....	B9
Transtar AC Supply.....	6
United AC Supply	20
WHVACR.....	âB6

THE WHOLE-HOME SOLUTIONS YOU TRUST WITH HONEYWELL HOME

AVAILABLE AT TEXAS FERGUSON HVAC LOCATIONS

Today’s homeowners need help navigating the crowded markets and messaging of smart, connected and intelligent home offerings. As a trusted brand with a household name, Honeywell Home by Resideo has delivered a line of connected products to meet smart home needs.

Shop a range of Honeywell Home by Resideo products with Ferguson’s HVAC Pro Solutions promotion.

Some products include:

- UV Air Purification
- Media Air Cleaners
- Replacement and Return Filters
- REV/HRV
- Dehumidification
- Thermostats

Honeywell Home
by **resideo**

Scan the QR code to shop the HVAC Pro Solutions catalog

Serving Texas statewide with more than 40 locations.

FERGUSONHVAC.COM

©2022 Ferguson Enterprises, LLC 0422 3972763

WE DELIVER EVERYTHING YOU NEED PLUS EXCEPTIONAL SERVICE

✓ Privately-owned business

We have the flexibility to meet your needs

✓ Easy Ordering

Online, in person, over the phone - *text or call!*

✓ Thousands of parts and supplies in stock

We have what you need - today

✓ State-of-the-art Training Center

Functioning systems for hands-on learning

✓ Fast, friendly service

We get you in and out so you can get back to work

✓ Dedicated Technical Support Team

Knowledgeable team to help you over the phone

✓ 13 Locations across the Houston Area

Convenient locations from Bay City to Lufkin

✓ Dedication to Exceptional Service

We make it easy to do business

CONVENIENT PICK UP LOCKERS

Available at our
Winkler and
Beltway locations.



Call your local rep or branch today!



ATTENTION RUUD DEALERS:

SPRING CASH BACK ENDS THIS MONTH!



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.



CENTURY
A/C SUPPLY™

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



GUARD AGAINST COMPRESSOR FAILURE



★ ★ ★ WITH THE ONLY TRUE COMPRESSOR PROTECTORS ★ ★ ★

CPT® Fuse Wire
Featured on
TES5
TES5EXT



CPT®
Featured on
Turbo 200®
Turbo 200®X
USA Made Capacitors

CPT® Fuse Wire

+ CPT®

**COMPRESSOR PROTECTOR
TERMINAL**

★ ★ ★ **NEW** ★ ★ ★
**Protection from Relay Failure
Within 3 Seconds**

**Protection From
Run Capacitor Failure**

**NEVER LOSE ANOTHER COMPRESSOR TO
HARD-START SYSTEM OVERRIDE**

Watch "First Look" Video
for More Information



WITH COMPRESSOR PROTECTION



AmRad hard-start kits and motor-run capacitors now come with built in safety features (CPT® Fuse Wire & CPT®) that cut the hard-start off from the system in the event of a part failure, protecting the compressor.



WITHOUT COMPRESSOR PROTECTION



If the relay sticks or the motor-run capacitor fails, the compressor will run outside of its design parameters; potentially causing permanent damage and/or complete failure.



www.AmRadManufacturing.com | www.GlobalTheSource.com | Phone: 800.531.5967
T H E A N S W E R I S O R A N G E



Product News

Mitsubishi Electric Trane HVAC US Introduces SMART MULTI™ Lineup of Ducted and Ductless Zoned Comfort Solutions

Consolidates product offering, simplifies inventory for distributors, contractors

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, introduces the SMART MULTI™ lineup. The new SMART MULTI lineup consists of the MXZ-SM outdoor unit, the MXZ branch box and various M-Series, P-Series and CITY MULTI® indoor units.

One of the many zoned heating and air-conditioning

solutions offered by METUS, SMART MULTI works across all indoor unit platforms reducing the number of outdoor unit SKUs for METUS distribution partners and simplifying the choices for design.

“SMART MULTI consolidates our MXZ and PUMY product lines. We’ve reduced the number of SKUs and simplified inventory for distributors,” says Chris North, senior specialist, product marketing, Mitsubishi Electric Trane

HVAC US. “Available in multiple capacities, SMART MULTI is a highly efficient multi-zone heating and cooling product designed for residential and light commercial applications.”

The SMART MULTI MXZ-SM outdoor unit is available in 36, 42, 48 and 60 KBTU/H capacities. Several capacities are offered with Hyper-Heating INVERTER® (H2i®) technology providing cold climate heating performance down to -13° F. The MXZ-SM operates as low as 50 dB(A) or quieter than a typical conversation. Efficiency ratings include SEER up to 23.0 and HSPF up to 12.5. A range of control options for residential or light commercial applications are available. Seacoast protection (-BS coating) is standard.

The SMART MULTI MXZ-SM outdoor unit is compatible with ductless and ducted indoor units from the M-Series, P-Series and CITY MULTI product lines. M-Series and P-Series connections require the MXZ branch box.

For more information about SMART MULTI and the complete assortment of residential and commercial heating and air-conditioning solutions from Mitsubishi Electric Trane HVAC US, visit MitsubishiComfort.com.

ACCA Honors Congressman Markwayne Mullin and Congressman Roger Williams with Coolest in Congress Award

Alexandria, VA- The Air Conditioning Contractors of America (ACCA) announces Congressman Markwayne Mullin (OK-02) and Congressman Roger Williams (TX-25) as inaugural recipients of the ACCA Coolest in Congress Award.

The ACCA Coolest in Congress Award is granted to members of Congress who have made significant legislative contributions to the HVACR contracting industry. 2022 is the first year ACCA has given the award.

Before he ran for Congress, Representative Mullin ran Mullin Plumbing, whose services also include HVAC contracting. Since his election in 2012, he has been a voice for the industry in the House of Representatives as well as an ally and partner of ACCA. We are proud to recognize him for a decade of outstanding service in Congress and a lifetime of outstanding service in the HVAC contracting industry.

As the owner of Roger Williams Chrysler Dodge Jeep Ram, Congressman Williams also knows what it’s like to run a small business. Over the past two years he’s quickly become a leading advocate in Congress for issues that affect contractors—like energy efficiency and workforce development.

In 2020, ACCA worked with Congressman Williams on a bill that made the Section 179D deduction for commercial efficiency improvements permanent. Last June, Congressman Williams joined several ACCA members and other small business owners for a town hall on career and technical education and the importance of a skilled workforce at ACCA member school, Hill College in Cleburne, TX. He has also joined ACCA for webinars, introduced legislation to make the 25C residential credit permanent, and introduced bills that promote career and technical education.


Recovery
Evacuation

2022 Spring Technician Promotion

Purchase the

G5Twin™

CYLINDER / CONDENSER



Receive these products for FREE

3/8in 4ft 1/4in to 1/4in
Output Recovery Hose



+

Your Choice of
Valve Core Removal Tool
Standard 1/4in (MGA VCT)
Ductless 5/16in (MGA VCR)



MGA VCT
OR
MGA VCR

Purchase the

TEZ 8™

CFM
TWO STAGE VACUUM PUMP



Receive these products for FREE

1/2in 6ft 1/4in to 3/8in
Vacuum-Rated Hose



+

Your Choice of
Valve Core Removal Tool
Standard 1/4in (MGA VCT)
Ductless 5/16in (MGA VCR)



MGA VCT
OR
MGA VCR

Purchase the

AV 760™

Full-Range Vacuum Gauge



Receive these products for FREE

Digital Gauge Carrying Case



+

Your Choice of
Valve Core Removal Tool
Standard 1/4in (MGA VCT)
Ductless 5/16in (MGA VCR)



MGA VCT
OR
MGA VCR

Offer valid while supplies last

Offer Valid April 1st, 2022 through June 30th, 2022

Visit AppionTools.com for promotional offer details. Proof of Purchase is Required.

©2022 Appion Inc. All Rights Reserved. Pat. Info. at www.AppionTools.com.

Product News

Next Evolution of YORK® YVAA Variable Speed Drive Screw Chiller Increases Efficiency and Expands Configuration Options

Milwaukee — Johnson Controls, the global leader for smart, healthy and sustainable buildings, has announced the latest evolution to the YORK® YVAA Variable Speed Drive Screw Chiller for the entire global product line. The award-winning chiller now features increased operating efficiency, a reduced footprint and integration with low-GWP refrigerants.

The chiller also now offers more flexibility with expanded configuration options at each cooling capacity along with a reduction in sound levels.

Installed widely around the globe, the YORK® YVAA Variable Speed Drive Screw Chiller features a patented, liquid-cooled variable speed drive that is designed to improve reliability and performance with a customizable, highly optimized design. The YVAA chiller is highlighted by advanced technologies including series flow evaporators, microchannel condenser coils and EC fans to create higher levels of full and part load efficiency. With optional Quick Start technology and lower requirements for maintenance (with glycol replacement only required every five years), the YVAA air-cooled screw chiller offers solutions for mission critical applications in harsh environments.

To learn more, visit YORK.com.

One of the things I love about living in Indianapolis is the activity at the racetrack. Yes, it is true, I am a race geek. I love the cars, the drivers, the back story and the history. I have a favorite spot high in turn one for qualifications, and there is nothing quite like the feeling when you hear the call for , “ladies and gentleman start your engines!”

Watching the car and motorcycle races throughout the year one thing is obvious: winning teams can’t sit on their laurels. If Team Penske assumed they didn’t need to change anything in their setup or engine configuration because they won last year, it’s a safe bet they won’t be in the winner’s circle this year. If they continued to hold all elements constant, they would fall further and further behind their

Ahead of the Pack

competitors at each race.

Why? Because racing is a competitive business. Someone is always raising the stakes, trying something new and challenging the status quo. Not every change works--for example, the 2012 Lotus engine program was a spectacular failure. But if you aren’t willing to explore new options, sooner or later you will be left in the dust.

Most businesses are competitive. While the stakes may not be as high as they are in professional racing, if it’s your business, the stakes are extremely high for you. So, what are you doing to make sure you finish the race on the podium? Are you:

Investing in equipment

- If your PC or laptop is more than three years old, there is a good chance it isn’t running the way it used

to. Sure, you can clean it up, but you are probably better off just donating it to a worthy charity and getting a new one.

Testing new fuel - I know, it is a lot to keep up with. Just when you finally got used to the idea that Facebook isn’t just for kids, there are all these other platforms like Pinterest, Instagram and Tik Tok. I am not saying you need to be on all of them, but just like the race teams, you need to be testing different fuel mixtures to see what makes your marketing engine run best.

Learning new skills

- Even the best drivers continue to train and practice. What about you? When was the last time you took a course, watched a webinar, read a book or learned a new skill?



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.

In racing and business, if you are standing still, you are going to get passed. Make a commitment today to do the things you need to do to find yourself in the winner’s circle.

Switch to AirEase™ today and Earn up to

\$15K

AIREASE™

Switch to Concord® today and Earn up to

\$10K

CONCORD®
The Right Choice. Right Now.

May the Floats be with You!

BUY 4 GET 5th FREE! 20% SAVINGS!

PRODUCT OF THE MONTH | RectorSeal Aqua Guard Magnetic Float Switch AG 1100+

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 May 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



CONDENSATE PUMPS

In stock!

SP Series



SLP Series



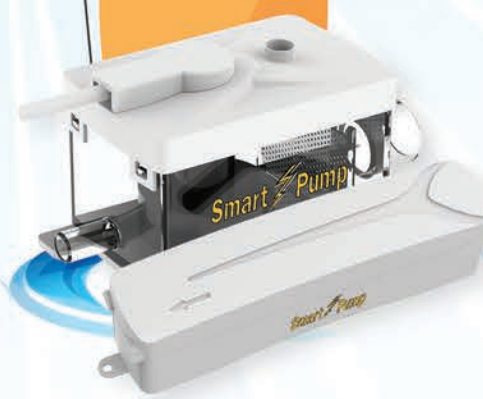
SPB Series



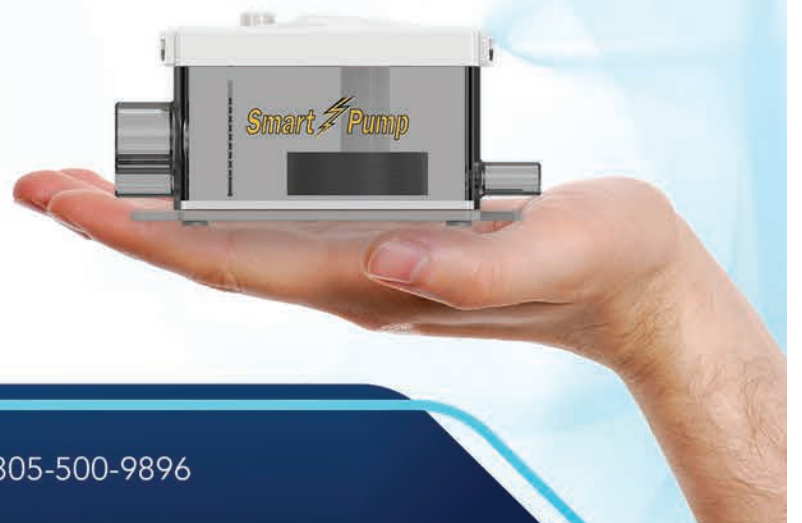
SPC Series



SPS Series



SPL Series



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.smartelectricusa.com



CHP-5 CERTIFICATION

Technicians can now earn their NATE Certification with five thirty-question exams designed to mirror the ways they learn and grow in the field.

Online exam options available.

www.NATEX.org



NEW: NATE TRAINING ACADEMY

NATE has teamed up with Interplay Learning to create a new online platform with on-demand interactive courses that prepares technicians for the CHP-5 exams.

Product News

RenewAire Adds Model S to EV Series Premium ERV Product Line

Now smaller applications can use the feature-rich Model S to supplant costly bathroom fans, employ an industry-leading 1.82-CFM/watt efficiency, but at an entry-level price point.

Waunakee, Wis.—RenewAire®, a leading manufacturer of HVAC and indoor air quality (IAQ) products, introduces the EV Series Premium—Model S, a static plate enthalpy core-based energy recovery ventilator (ERV) for smaller, entry-level, IAQ-oriented applications in North America.

Like the larger EV Series Premium M and L models introduced in 2020, the Model S offers one of the HVAC industry's best CFM/watt, exhaust air transfer ratio (EATR) and static pressure capabilities with best-in-class, customizable operational features, but at an economical price point.

The Model S is Home Ventilation Institute (HVI)-certified (CSA 439-09) and designed for pinpoint (IAQ) in new 3-bdrm/2-bath single-family homes under 2,500 square feet, condos, dormitories, manufactured homes and light commercial buildings. Contractors can eliminate the upfront capital, installation and maintenance costs of conventional bathroom fans with one Model S in compliance with the International Residential Code (IRC), but also add energy-saving heat recovery and a sensor-

activated Boost Mode to offset IAQ challenges, such as bathroom showering, kitchen cooking or house guests with potential infections. Using a Model S to supplant bath fans reduces home penetrations from four to two, improves the Home Energy Rating System (HERS), and provides local and federal rebate incentives for contractors.

The Model S' HVI-rated 1.82-CFM/watt (tested under IECC 2021 standards for motors up to ½-hp) efficiency surpasses the competition. Its many features include variable fan speeds supplying 30 to 130-CFM by an EC motor. The space saving impellor fan helps reduce its footprint to 22-1/2 (l) x 9 (w) x 23-3/4 (h)-inches (571 x 228 x 603-mm) for fitting tight spaces.

The Model S also future-proofs new homes with its 1-inch w.g. external static pressure capacity, which far surpasses the upcoming 0.4-inch w.g. ASHRAE 62.2 Standard revision. Fan speeds automatically adjust to room activity contaminants that are monitored and activated automatically to Boost Mode by CO₂, VOC, IAQ or occupancy

sensors, or manually with a remote push-button in the space.

The EV Series Premium Model S's other features are:

- Dial-A-Flow digital controller is included for quick and easy balance and airflow adjustments;
- Replaces conventional bathroom fans by running flexible duct to the ERV;
- Available with MERV 13 filter;
- Included ceiling/wall mounting brackets and corded outlet plug reduces installation time;
- ETL-listed for residential and commercial-grade applications;
- Meets strict California regulations including the upcoming 2022 California Energy Code;
- Helps introduce more outdoor air ventilation, which ASHRAE recommends for reducing airborne transmission of viruses, bacteria and other microbial pathogens;
- Uses the latest G5 generation of exchange core.

The Model S joins the M (Medium) and



L (Large) EV Series Premium models, which accommodate spaces of up to 4,000-square-foot and five bedrooms with a minimum 165-CFM of outdoor air, have operating ranges of 30 to 225-CFM and 30 to 280-CFM, respectively.

For more information, please visit www.renewaire.com or email: marketing@renewaire.com or call 800-627-4499.

Revel in Unrivaled Cooling Power

Discover peak cooling performance with the Ruud® Renaissance™ Line. Easy to service and easier to install, each unit features enhanced critical components and lean manufacturing to deliver energy savings of over 30% compared to current technologies.

TO LEARN MORE, STOP BY A
COBURN'S SUPPLY NEAR YOU, OR
VISIT WWW.COURNS.COM



Coburn Supply Company

TEXAS | LOUISIANA | MISSISSIPPI | TENNESSEE | ALABAMA

COBURNS.COM



It's On My Heart: People, the Missing Ingredient

I travel the nation, hear the same story from Connecticut to California: we need more people! The last couple of years have been good for our industry, we have grown, and that growth has come at a cost. We need to add more install crews, more install vans, more high efficiency equipment. This article will not dive into how to find the vans, or the high efficiency equipment, but rather will focus on the people needed to do the work. And how to find them.

Just listened to a podcast that interviewed Paul Kelly, the guy who grew Parker and Sons into a \$200 million/year machine in AZ. He has published a book, Tricks of the Trade to Success, where he talks about how he does business. In the book he has a chapter on finding people. He should know, he hired over 250 employees last year. Paul's take on it is simple; we have a problem (more techs needed)

that needs our full attention. He says until you put money, time, and energy into that problem, it won't go away. He tells us that when he discovers a situation that needs a solution, he puts together a group of managers, assigns tasks, and meets regularly to discuss where they are in the process, to share accountability. By regularly it may be more than once a week. Depends on how the results are showing up.

Our industry takes a somewhat simplified approach, we put signs in the back of the van: we're hiring. Maybe post a link on our website that takes them to a application. Might even have a link to the application on our social media.

Some of our members have taken that concept a step further, maybe several steps. Lou Hobaica in Az has a hiring fair each month, third Thursday. He has let the distributors he works with know, every

employee knows, he blasts it out on social media and on his website. After hours, 5-8 or so, he grills up some burgers, light refreshments are available at no cost. It is open to all who want to stop by. Has flags out front advertising it. Lou is in an area of businesses, had a couple of painters working on a building close by, invited them over for the food, and while they were there, asked if they wanted a tour and see what his company is all about. Lou has figured out the secret of hiring good employees; hire for attitude, train for skill. He has a company that does all the services: hvac, plumbing, electrical, home security, even wine coolers. So, he can start someone new to our industry and train them for the skills needed to succeed as a technician or installer, he has a system for the new employees to move from one level to another, gaining skills as they advance.

Take that a step farther, Lou has teamed up with other contractors and developed a training school for anyone new to the industry, to help get them up to speed faster. They get paid to attend school, then get to work as a helper for a while, to be sure they are the right person for the job.

Another contractor in Phoenix uses the local schools as a source of new employees. He has them come into his shop early morning and help get the jobs set up, they can ride with a tech as a helper to see what the job requires. These are high school seniors; many have partial days open where they can be involved in a business learning a trade. May only work a few hours per day, might only be 1 or 2 days a week. But they are getting an inside look at the industry, with some actual experience riding with a seasoned tech.

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



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
- Can run solely on generators during power outages

Learn More At MitsubishiComfort.com



Some Decisions are Tough. This One Isn't.

When you consider Concord systems, quality and value are givens. You're getting peace of mind with great features and smart designs that squeeze more efficiency out of every energy dollar. Best of all, you get it right now.

***Your customers
want value.***

***You want
quality.***



Get them both with
CONCORD®
The Right Choice. Right Now.

**LIMITED
LIFETIME**
HEAT EXCHANGER
WARRANTY

**LIMITED PARTS
10-YEAR
WARRANTY**

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

Introducing the new Comfort Sync® A3 Ultra-Smart Thermostat for Pro Series™



Help homeowners achieve their HVAC system’s full potential: Comfort Sync® is a sophisticated new technology designed to deliver unprecedented control and exceptional energy savings — while keeping you more connected with your customers.



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

LEARN MORE AT [SUPPORT.COMFORTSYNC.COM](https://support.comfortsync.com)



Product News

HINSHAW con't

I know, this is not to prepare them for college. Turns out, not everyone is a fit for college. And today, there is the real possibility that a young man or woman can make some great money working in the trades. Just saw a study that showed average entry level techs in hvac or plumbing can get \$46,000 or more per year. Not helpers, but techs who have some training to do the job. In some areas of the country, you can double that number in just a few years, if they are good with people. Note those last three words, good with people. Not enough today to have mechanical skills, you also have to have people skills, able to read consumers reactions to the concepts we are sharing.

Final note: there are some others who have taken the concept of adding employees to a new level. Ken Goodrich has a person who oversees recruiting, the website has videos of the techs saying what a great place Goettl is to work at, and what

their day looks like, he has a link on this website: change your life with a Goettl Career! Pulled all this off his website, so it is not secret.

At the Service Nation, we take attitude seriously. We have a company culture book (you should have one for your company as well!) that states one of our key values is fun, jerks need not apply. The Culture book goes into detail on our mission, our values, personal development, community, benefits, all the things important to a new employee. I got that Culture book delivered to my home when I joined the Service Nation, my wife said we had never seen anything like that before. It was impressive.

The common denominator: all these companies have spent time, money and effort into getting the right people into their organizations. Take note, it is not easy, but well worth the effort. Thanks for listening, we'll talk later.

Bloomington, MN— Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to announce the continued expansion of the YJACK™ platform of wireless probes with the introduction of the YJACK MANO™ Wireless Dual Port Manometer. With even more innovative tools and smart app features for complete system diagnostics, technicians can leave their analog gauges and service report paperwork in the truck.

Technicians take accurate static pressure measurements up to +/- 80 inches of water column with the YJACK MANO™ Wireless Dual Port Manometer 67068 by YELLOW JACKET®.

Measures pressure drop across a filter or Total External Static Pressure (TESP) with the included static pressure tips. And measure gas pressure at the regulator inlet and outlets with the 1/8" NPT fitting or slide gas adapter. Use the integrated display to view the system readings or view and analyze all the system measurements with the YJACK VIEW™ app. A soft case is included for convenient storage of manometer and adapters.

The new YJACK MANO™ probe is supported by the YJACK VIEW™ App, which allows technicians to easily receive and analyze live data for measurement of duct pressure changes and regulator gas pressure. Enhanced data logging and customizable PDF reports of system measurement and service information, makes

the YJACK VIEW™ App a necessary component to managing customer service information. The YJACK VIEW™ App utilizes Bluetooth® technology to provide seamless integration with YJACK™ probes and P51-870 TITAN® Digital Manifolds, or they can operate independently using a smart device.

Visit www.yellowjacket.com/yjack for more info.

About YELLOW JACKET®

The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an



emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1950. Since then, the company has been engineering, manufacturing, and continuously improving the YELLOW JACKET® hose while adding new products to its portfolio. Today, YELLOW JACKET® products are sold worldwide through a network of authorized HVAC&R and automotive wholesalers. For more information, please call (952)943-1333 or visit our website at yellowjacket.com.

WE HAVE THE REFRIGERANT!

Recover refrigerant and earn BIG BUCKS with Century's industry-leading buy back program!

YOUR ONE STOP SHOP

BULK QUANTITY DISCOUNT AVAILABLE



To place an order and see special promotions
Scan the QR code
OR
call us **972-792-9675!**

CenturyHVAC
DISTRIBUTING™

After 50 Years of Service Trey Berlin Retires from Coburn Supply Company



Beaumont, Tx – On April 1, 2022, Senior Vice President - General Manager Trey Berlin, credited with growing Coburn’s Gulf Coast footprint, retired after 50 years of service to the company.

In 1972, while Trey was still studying at Louisiana State University, he started work at Coburn’s Baton Rouge North Street location

and later assumed the role of manager. At that same time, the still-young Trey was entrusted with overseeing the construction of the Airline branch, the first from-the-ground-up branch in Coburn’s history.

Executive Vice President Michael Maloney says, “To say that Trey has been hugely instrumental in developing the Baton Rouge footprint is an understatement. The success of our Airline branch is largely due to Trey’s vision. It’s why we asked him to expand further by overseeing the creation of several new branches, including those in the New Orleans market.”

Trey was a founding member of Coburn’s Vendor Committee, the forerunner to

the current general manager system. He will continue to serve on the company’s board of directors.

Coburn’s will miss Trey’s expertise, but most of all, his generous spirit. Colleagues describe him as a selfless friend to all in need, which was particularly evident after the 2016 flood when he worked to provide housing and other provisions to people affected by the disaster. Still others describe him as a mentor, willing to share his time and wisdom with those who asked for his guidance.

After so many years of service, Trey intends to enjoy his retirement fishing and spending time with his wife Tanna, children and grandchildren.

McMillan James Equipment Company expands opening an office in San Antonio

McMillan James Equipment Company, headquartered in Grapevine, Texas has offices across the State of Texas with offices in Dallas/Fort Worth, Houston, West Texas and has expanded into Austin & San Antonio. McMillan James Equipment Company was founded in 1987 by Mark McMillan with Mark James becoming equal partner in 2018. McMillan James Equipment Company opened a remote office in San Antonio in August of 2019 with Bryan Sublett working out of his home. Over the last 2.5 years of growing a presence in the Central and South Texas Region, they have opened an office on San Pedro Avenue in San Antonio, Texas. Ovo Ogbodu was hired in August of 2021 as a Sales Executive to grow the San Antonio

market as well. In December of 2021, MJEC hired Cliff Lovett as a factory technician to handle Austin and San Antonio commissioning. We are growing at a fast pace and are always looking for sales individuals to help us in our growth.

McMillan James is the manufacturer rep for Addison DOAS split and packaged units; Desert Air indoor pool dehumidification equipment; Fresh-Air UV disinfection systems for coil cleaning and airborne reduction; DunhamBush – water and air cooled chillers, air handlers, self-contained and packaged DX; Friedrich – Variable Refrigerant Packaged Terminal Units; Mueller – heat exchangers; Multi-Aqua – ducted and ductless chilled water systems; Nyle Heat

Pump Water Heaters (high efficiency heat pump water heaters); Paddock Evacuator – chloramine evacuation system; Petra – commercial and industrial HVAC equipment including DOAS, AHU’s, chillers and dry coolers; PureAir Controls – HVAC Assessments, cleaning/restoration; Samsung HVAC – VRF, DOAS units, Mini splits & multi-splits; Semco – specializing in air treatment solutions; The Whalen Company – high rise FCU’s & WSHP’s; United Cool Air – outdoor air systems ranging from 2 to 100 tons; Zonex – flexible zoning systems for all applications. Swing by their new office located at 14607 San Pedro Avenue, Suite 100, San Antonio, Texas 78232 and introduce yourself to learn more about the products.

We Have the Bases Covered

Baseline

Accommodator

Counterflow Filter Housing

Labor Saver

Horizontal Filter

If you need filter bases we have you covered. Plus, they come with the McDaniel Metals guarantee of high quality workmanship and features like spring-hinged doors and more. Ask for them by name at your wholesale supplier.

McDaniel Metals

Houston • Dallas • Phoenix
281-987-8400 • mcdanielmetals.com

It's time to sign up for your Mitsubishi Electric ductless and VRF installation and service training class!

AMERICA'S #1 SELLING BRAND OF DUCTLESS

mitsubishicomfort.com

Mitsubishi Electric Trane "Houston" Training Center
14521 Old Katy Rd Ste 100 Houston TX 77079 - All classes begin 8:30AM, end 4:30PM

Advanced M- and P-Series Service Classes \$640.00 May 3 - 4 | June 28 - 29

Advanced CITY MULTI Service May \$880.00 May 17 - 18

M- and P-Series Service Essentials Residential Classes \$240.00 May 19 | June 30

CITY MULTI Startup and Service Essentials VRF Classes \$480.00 June 1 - 2 | June 14 - 15,

Mitsubishi Electric Trane "Dallas" Training Center
631 South Royal Lane Ste 150 Coppell TX 75019 - All classes begin 8:30AM, end 4:30PM

CITY MULTI Startup and Service Essentials VRF Classes \$480.00 May 10 - 11, | May 24-25 | June 1-2 | June 22-23

M- and P-Series Service Essentials Residential Classes \$240.00 May 12 | May 19 | June 21 | June 30

Advanced CITY MULTI Service \$ 880.00 May 17 - May 18,

Commercial Controls \$320.00 May 26 - May 27, | June 14-15,

Advanced Residential Controls \$320.00 June 16,

Advanced M- and P-Series Service \$640.00 June 28 - 29,

For assistance with registering for an upcoming course and special summer discounts please contact Maria Frausto mfrausto@hvac.mea.com 832-460-7951

Go to www.MitsubishiPro.com and click on the Professional Training tab at the top of the page. Choose the type of training you need at the training center nearest you.

MITSUBISHI ELECTRIC
HEATING & AIR CONDITIONING

MAKE YOURSELF COMFORTABLE

Three Out of Four Metro Areas Add Construction Jobs from March 2021 to March 2022, Even as Labor Shortages Hold Back Further Gains

Houston-The Woodlands-Sugar Land, Texas and Cheyenne, Wyo. Post the Largest Gains Over 12 Months; New York City and Danville, Ill. Experience the Worst Declines in a Year

Construction employment increased in three-fourths of U.S. metro areas between March 2021 and March 2022, according to an analysis by the Associated General Contractors of America of new government employment data. Association officials noted that labor shortages likely kept many firms from adding even more workers during the past year.

“It is heartening to see construction employment come back from the depths of pandemic-induced job losses in most

areas,” said Ken Simonson, the association’s chief economist. “But the skyrocketing number of job openings shows the industry needs far more workers than are available in many parts of the country.”

The government’s Job Openings and Labor Turnover Survey shows that there were 364,000 job openings in construction going into March—a 52 percent jump from a year earlier, Simonson noted. Openings exceeded the 342,000

employees hired in February, implying that construction firms would have added twice as many employees if they had been available, the economist asserted.

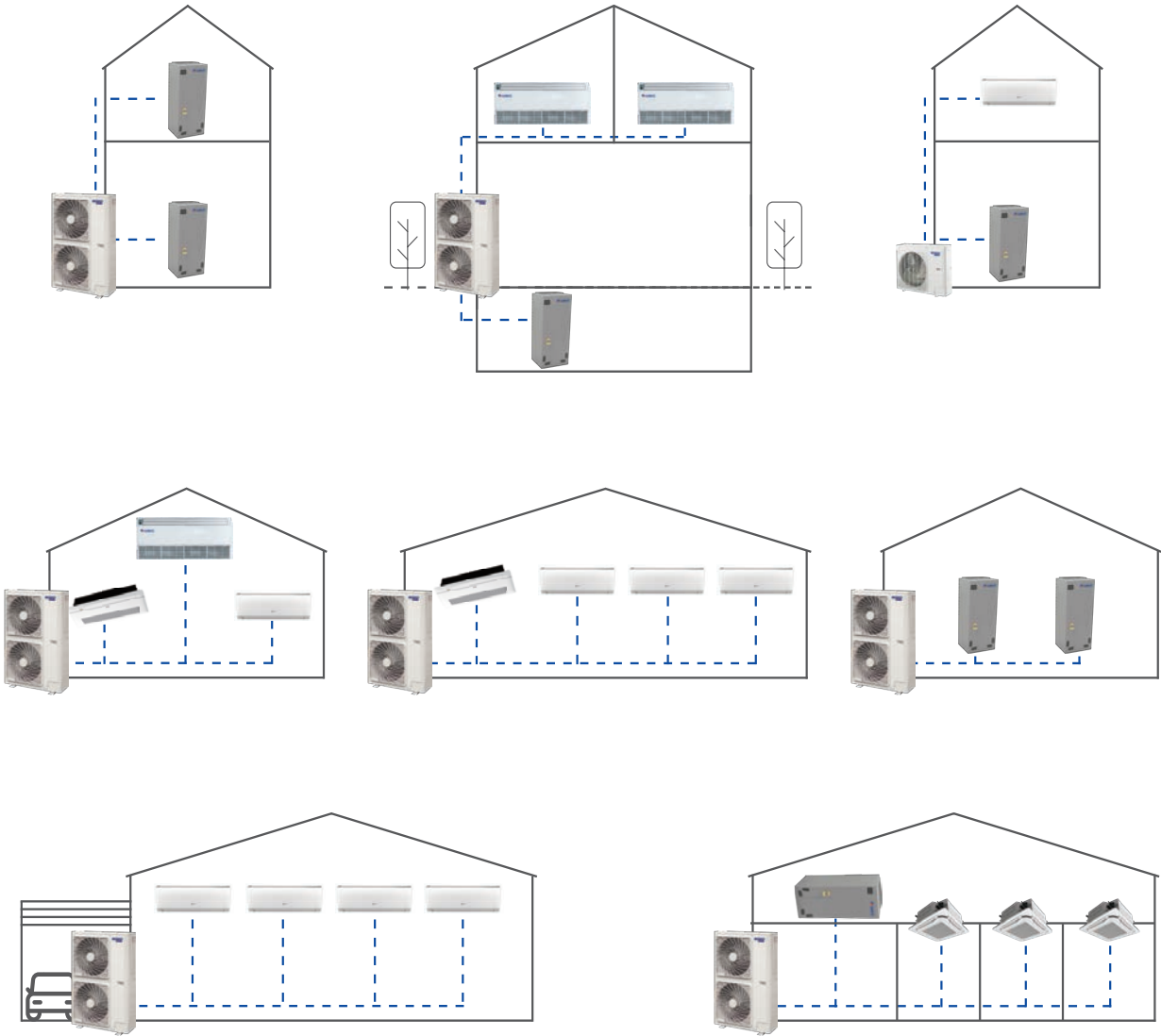
Construction employment rose in 268 or 75 percent of 358 metro areas over the 12-month period. Houston-The Woodlands-Sugar Land, Texas added the most construction jobs (9,300 jobs, 4 percent), followed by St. Louis, Mo.-Ill. (6,300 jobs, 10 percent); Los Angeles-Long Beach-Glendale, Calif. (6,000 jobs, 4 percent); and Dallas-Plano-Irving, Texas (5,300 jobs, 4 percent). Cheyenne, Wyo. had the highest percentage gain (42 percent, 1,300 jobs), followed by Bay City, Mich. (27 percent, 300 jobs); Lake Charles, La. (24 percent, 3,700 jobs); and Gary, Ind. (18 percent, 2,600 jobs).

Construction employment declined in 48 metro areas from March 2021 and was stagnant in 42 areas. New York City lost the most jobs (-3,400 or -2 percent), followed by Orlando-Kissimmee-Sanford, Fla. (-2,400 jobs, -3 percent) and Pittsburgh, Pa. (-1,900 jobs, -3 percent). The largest percentage declines were in Danville, Ill. (-17 percent, -100 jobs); Charleston, W.Va. (-10 percent, -700 jobs); San Luis Obispo-Paso Robles-Arroyo Grande, Calif. (-8 percent, -800 jobs); and Tuscaloosa, Ala. (-8 percent, -500 jobs).

Association officials said that too few young adults and high school students are exposed to the many high-paying opportunities that exist within the construction industry. The association has launched a range of efforts, including a digital advertising recruiting campaign, to reach more potential workers. They also urged federal officials to boost funding for career and technical education programs to expose more future workers to construction career opportunities.

“Many people out there would love to make a good living while working with their hands and technology to build amazing projects,” said Stephen E. Sandherr, the association’s chief executive officer. “But too few schools are willing to challenge the prevailing orthodoxy that the only path to success is college.”

Any which way...



Trane Technologies Announces Price Increase on Select Residential HVAC and Supply Products

Davidson, N.C., – Trane Technologies’ Residential HVAC & Supply business today announced a price increase of up to 9 percent on select residential and light commercial heating, ventilating and air-conditioning (HVAC) equipment. Some items may be subject to an additional increase. The increase applies to Trane®, American Standard® Heating & Air Conditioning, Mitsubishi Electric Trane HVAC US, RunTru™ by Trane, and Ameristar™ by American Standard equipment that ship on or after May 1, 2022.





May 2022 Training Calendar

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

• 5/3/2022 •

Goodman
Liberty 2
Stage
Victoria

• 5/4/2022 •

EPA/DOE
Industry
Changes
Webinar

• 5/5/2022 •

Mini Split Best
Install
Practices
Corpus Christi

• 5/10/22 •

Ecoer
Equipment
Dealer
Overview
Webinar

• 5/12/2022 •

Residential
System
Design
Laredo

• 5/17/2022 •

Liberty
Dealer
Overview
Webinar

• 5/24/2022 •

Daikin Ductless
Equipment
Overview
Webinar

• 5/26/2022 •

Mini Split Best
Install
Practices
Victoria



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

Johnstone Supply South TX Customer Appreciation Day

Johnstone Supply South TX held their Customer Appreciation Day at their Agnes Street location in Corpus Christi TX on April 13th. The event had a vendor fair, catered lunch and door prizes for the customers. The event was very well-attended and the customers enjoyed a great lunch.



RectorSeal® and TRUaire® Celebrate Scholarship Program Continuation

Houston, TX – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, and a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], recently recognized scholarship recipients in Vietnam in the continuation of a program originated by TRUaire.

TRUaire, which has a manufacturing facility in Ho Chi Minh City and was acquired by RectorSeal in December 2020, launched the University of Economics and Law Ho Chi Minh Scholarship program in 2019. RectorSeal President Don Sullivan said the program celebrates students' achievements and will continue because it aligns with CSWI's core values and RectorSeal's sense of corporate citizenship.

"Being members of a community that strives for excellence helps drive us forward as a business, and this program embodies these values," he said. "Helping tomorrow's leaders succeed today is important to CSWI and RectorSeal."

The scholarship program has helped more than 80 students achieve their educational



RectorSeal President, Don Sullivan, with scholarship recipients

goals over the past three years, most of whom attended February's scholarship ceremony for this academic year's recipients which was held at TRUaire's manufacturing facility in Ho Chi Minh City. In addition to these scholarships, TRUaire offers a program for dependents of employees that is similar to the CSWI Scholarship Program in the U.S.

"A successful education equips you with skills to help you resolve complex challenges," Mr. Sullivan told students. "The lessons you learn over the next few years will last a lifetime."

LG Fest 2022 – Featuring the Home of Ron Sturgeon and Linda Allen

On March 25, 2022, AC Supply Co. invited over 100 HVAC contractors and guest from around DFW to gather at the home of Ron Sturgeon and Linda Allen. AC Supply planned this event to showcase the unique engineering and design of the LG Air Technology systems that conditions the space.

Ron and Linda designed their home in the Linwood neighborhood of Fort Worth out of six 45 foot shipping containers with a steel centered superstructure. The 5,500 square foot home includes a 9 car garage, engineered glass floors, third floor swimming pool, and roof top track. Each room of the home is curated with jaw-dropping art and unique finds that objectify their eclectic style.

Ron partnered with AC Supply to design a HVAC system that is effective, efficient and beautiful.

"Ron's willingness and desire to be and do the unconventional has made us better system designers. Working with him has expanded

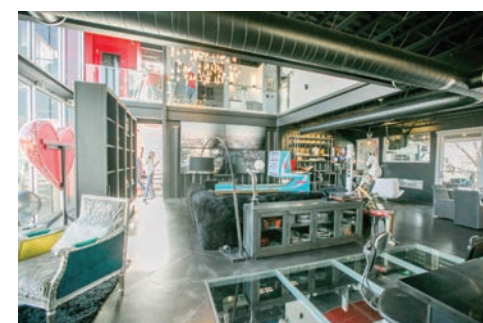
our thoughts of what is possible. Doing what others are unwilling or afraid to do with HVAC equipment makes the mundane artistic" said James Fulton – Sales Director, AC Supply.

The main second floor living area is conditioned by an energy efficient LG vertical air handler with exposed duct. This traditional ducted infrastructure is a 4-way configurable unit that allows flexibility for this unique application and the opportunity to tuck the air handler behind the pantry in this attic free structure.

The remainder of the home is conditioned with 12 LG duct-free Art Cool™ Mirrored wall units. Art Cool™ Mirror duct-free systems feature sleek, mirror-finished indoor units, and outdoor units with energy-efficient Inverter technology. Inverter technology uses a variable speed compressor which is quieter to operate and uses less energy than conventional air conditioners. When the selected temperature is reached, the inverter compressor operates at low speed to maintain that comfort level.



Pictured Left To Right Randy Boyd, Kitty Boyd, Bob Norton, Lorie Quillin Bell, Linda Allen, Ron Sturgeon



Marketing Masters Winners Announced at ACCA 2022 Conference & Expo

Alexandria, VA– The Air Conditioning Contractors of America (ACCA) announced the winners of the Marketing Masters Awards, sponsored by RYNO Strategic Solutions, at the ACCA 2022 Conference & Expo, March 28-30 in St. Louis, MO.

The Marketing Masters Awards program, which is split into five categories, honors and recognizes the best marketing programs developed and implemented by HVACR contractors. The gold winners from each category will be voted on during ACCA 2022, March 28 – 30, 2022, for the title of Ultimate Marketing Master. Winners of the Marketing Masters Awards receive national recognition at ACCA's Conference & Expo and in a special Marketing Masters Portfolio distributed through ACCA Now magazine.

The Marketing Masters winners in our Region are:

Traditional Media – TV or Radio

- Gold: Rosenberg Indoor Comfort, San Antonio, TX

Connections through Social Media

- Gold: Quality Heating, Cooling, & Plumbing, Glenpool, OK

Rolling Marketing – Vehicles, sponsored by Adrian Steel

- Gold: Triple Play Home Services, Edmond, OK

"The winners' hard work, tenacity, and creativity has not only made their businesses stand out but has also shone a light on the vast skillset of the HVACR industry," said Barton James, ACCA president and CEO. "On behalf of the entire ACCA staff, congratulations."

PIPE PROP®

The Professional's Choice

Adjustable Rooftop Pipe Support System



NEW Rubber Base

Just Drop & Go



- > Low Profile
- > 2.5 lbs
- > No Adhesive Needed

PipeProp.com | 1-888-590-0120





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

FieldPulse

FieldPulse is a job management software designed for independent and family owned businesses and contractors. It helps you schedule and manage multiple jobs and team members, create estimates and templates, and manage your invoicing. All in one place.

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**



Fresh-Aire UV Donation Check to Folds of Honor

Fresh-Aire UV recently presented a donation check to Folds of Honor, whose local Dallas chapter includes Michael Hirsch, owner of Rescue Air and Folds of Honor Board Member. The company was honored to donate \$2,767 to this charity on behalf of the purchases of Patriot Carbon UV by Rescue Air thru and its wholesale partner Gemaire Distributors. Fresh-Aire UV looks forward to participating again next year and presenting an even larger check.

Fresh-Aire UV is a leading manufacturer of engineered IAQ products designed to improve indoor air quality while helping maintain a healthy HVAC system. The company offers a wide range of UVC germicidal light and activated carbon products used to purify the air and treat the HVAC equipment for residential and commercial applications. For more than 20 years, Fresh-Aire UV has manufactured these products in Jupiter, Florida, and as a proud USA manufacturer, has worked with many charities that support our military veterans across the nation.

The foundation and corporate culture at Fresh-Aire UV has always been about giving back, and since its beginning military charities have been a primary focus. Fresh-Aire UV



L-R: Mike Beltz- Board Member, Bart Gendt- Fresh-Aire UV Business Development Manager, Sarah Duncan- Board Member and former Folds of Honor scholarship recipient, Michael Hirsch- Board Member and owner of Rescue Air

currently offers a number of fundraising initiatives including its Patriot, Platinum and Warrior programs. These opportunities provide partnerships with contractors across the country and donations on their behalf to their charity-of-choice, including veteran and wounded-warrior organizations that support our brave men and women of the armed forces.

Doctor Cool & Professor Heat Recognized as ACCA 2022 Residential Contractor of the Year

Alexandria, VA- The Air Conditioning Contractors of America (ACCA) announces Doctor Cool & Professor Heat of League City, TX, as the ACCA 2022 Residential Contractor of the Year, sponsored by Honeywell.

Each year, ACCA’s Residential Contractor of the Year award is presented to a contracting company that demonstrated an extraordinary commitment to contractor excellence. Finalists are judged on a range of qualities including community involvement, industry involvement, and a commitment to training and certifications. A panel of ACCA Past Chairmen judge the finalists and select the ACCA Residential Contractor of the Year winner. The 2022 judges were; Phil London, Thermal Concepts, Inc., Davie, FL; Tony Shaker, Enfinity Partners, LLC., Mashpee, MA; Steve Lauten, Total Air & Heat Co., Plano, TX; and Stan Johnson, retired.

“ACCA applauds Doctor Cool & Professor Heat for their proven greatness in HVACR,” said

Barton James, ACCA president and CEO. “With over 40 years serving the industry, customers can trust Doctor Cool & Professor heat to take care of all their HVACR needs. This is a well-deserved recognition, and we look forward to seeing their future accomplishments.”

James Barry, Doctor Cool & Professor Heat president, received the Residential Contractor of the Year award at the 2022 ACCA Annual Conference & Expo, March 28-30 in St. Louis, MO.

“We are honored to be chosen as ACCA’s 2022 Residential Contractor of the Year,” said James Barry, Doctor Cool & Professor Heat owner. “In 1979, Doctor Cool & Professor Heat was started on the foundation that, “there is no right way to do the wrong thing.” In addition to our company’s core values, the resources provided by ACCA, including MIX Groups and business training classes, have helped us earn this level of prestigious recognition since becoming a member in the early 1980s.”

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!

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.



Registration is easy.

Learn more at FTLFinance.com/actoday or call 800.981.9032

FTL

FINANCE

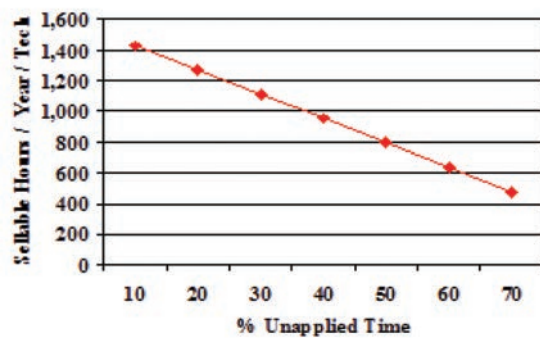
Service Agreements Can Save Your Bacon in This Market

Want to make more money in this ultra-competitive market? Service agreements could be an important part of that solution.

But how and why? Let's tackle the easy part of the questions: why? You need them because they will lock in (a) pre-paid cash flow (just don't blow it on toys right away), and (b) replacement-ready customers who won't shop you (98 times out of 100).

Now for the how. Start by looking at your current service capacity. (It would be foolish to launch a service agreement program if you have to hire more people to make it work.) You want to check your idle capacity.

Daily Efficiency

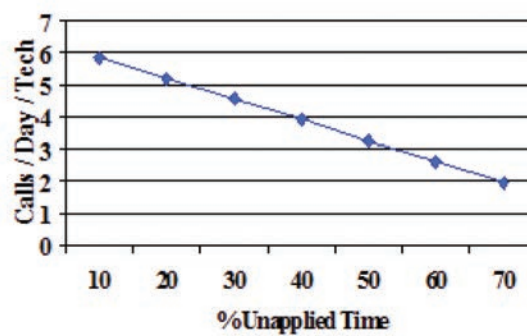


Start with this graph. It shows you how much billable time per year you have per service technician based on your current unbillable hours percentage. (If you don't measure unbillable hours, you'll have to guess at it. The average reported by such groups as SMACNA and ACCA shows that about 30% of a typical service tech's time is unbillable.)

Assuming you're average, at 30% unbillable time, you would have about 1,100 sellable hours a year. If the year contains 1,920 hours (48 weeks at 5 days a week at 8 hours a day maximum),

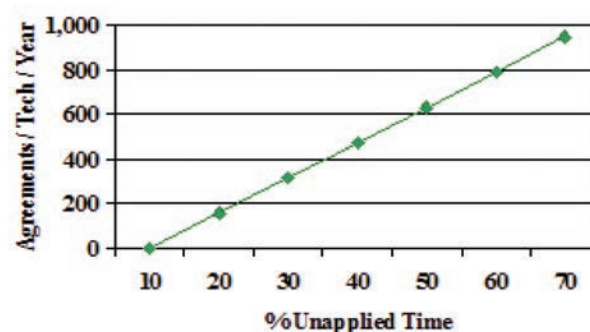
you would have about 800 hours of unsold labor. You could sell service agreements at a rate that could absorb some of those 800 hours (per tech).

Call Capacity



Now consider this graph. This translates your billable hours into service calls per day (assuming an average tech takes a little over an hour per call, counting drive time). That 30% unbillable time rate turns out to mean about 5 billable calls per day. There is room for perhaps 2 calls a day that have not been sold. Why not absorb them with service agreements?

Agreements Capacity



Finally, we can combine both of these graphs into a final graph that shows you what you need to know: your service agreement capacity with your current pool of service techs. Here is that graph. It shows how many agreements you could sell per service tech without having to hire new people. With a typical unbillable time rate of 30%, the typical service tech should be able to handle about 350 to 380 service agreements per year. To play it safe and keep a labor reserve for emergencies, you may want to plan on about 250 to 300 agreements per tech.

What could that mean for you in terms of cash? Suppose you had four service techs and you averaged 30% unbillable time. If you sold a two-inspection agreement for \$100 a year (to keep the math simple), that would mean anywhere from 1,000 to 1,200 agreements per year at \$100 a pop, or some \$100,000 to \$120,000 a year in pre-paid service and locked-in customers. Typical service agreement programs can run 20% net profit or higher, so you could pocket \$20K to \$25K for yourself! (Not to mention what would happen if you sold the agreements for \$125 a year, or even more...)

If you had your four techs running regular service calls and doing 250 to 300 agreements per year, your unbillable time would drop from 30% down to around 10% or less—a level most experts (including this one) would say is outstanding!

Until then, live long and prosper!

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



Richard Harshaw

CONSTRUCTION DATA

TEXAS HVAC/R TEST PREPARATION

3 DAY LIVE INSTRUCTED SCHEDULE

COPPELL	May 12 - 14
HOUSTON	June 16 - 18
IRVING	July 21 - 23

HELPING TEXANS SUCCEED FOR OVER 20 YEARS

888-500-PASS

www.constructiondatainc.com

YOUR OUTDOOR ADVENTURE

Enter to win a Hackberry Rod & Gun lodging trip!

For every 5 of the qualified motors purchased, the contestant will automatically be entered into the drawing for the trip. The more you purchase, the more likely you'll win! Johnstone Supply will keep track of customer purchases. The drawing is for a guided Fishing or Hunting trip for two (2) people. Includes up to 8 hours fishing, lodging, and meals. Transportation not included.

Call us or shop online 24/7 at www.JohnstoneSupply.com/39

Promotion valid from May 1 - July 31, 2022

The qualified motors brands:



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 | Forth Worth, TX
524 N Beach St
p: 817-834-9675 | Lafayette, LA
4002 Cameron Street
p: 337-232-9862 |
| Austin, TX
9416 Neils Thompson Dr
Suite 100
p: 512-977-0100 | Garland, TX
1036 S Jupiter Rd
Suite 300
p: 972-494-0148 | Lake Charles, LA
2501 Ryan Street
p: 337-433-7100 |
| Beaumont, TX
1110 Gulf Street
p: 409-838-5251 | Houston, TX
3511 Jensen Drive
p: 713-869-3700 | Pharr, TX
801 W Mozelle Avenue
p: 956-702-3445 |
| Bryan, TX
2616 S College Ave
p: 979-775-5554 | Houston, TX
6630 Roxburgh Drive
Suite 100
p: 713-849-2030 | San Antonio, TX
1050 Arion Parkway
Suite 106
p: 210-495-9675 |
| Carrollton, TX
1401 Valwood Parkway
p: 972-277-9300 | Houston, TX
10151 Stella Link Road
p: 713-830-2499 | Stafford, TX
13255-B Murphy Road
p: 281-499-9000 |
| Clute, TX
406 S Brazosport Blvd
p: 979-265-0466 | Houston, TX
3930 Stoney Brook Drive
p: 713-781-1100 | Waco, TX
600 Esther Street
p: 254-755-7333 |
| Corpus Christi, TX
1248 S Padre Island Drive
p: 361-808-9675 | Humble, TX
1515 East 1st Street
p: 281-548-0600 | Webster, TX
611 N Texas Avenue
p: 281-338-6638 |
| Deer Park, TX
1250 Clay Court
Suite 100
p: 713-477-0562 | Huntsville, TX
676 IH 45 South
p: 936-291-6818 | 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

Johnson Supply Sales & Operations Meeting 2022

Johnson Supply has a great culture of recognizing sales performance. They held their annual “Inertia” meeting at the Omni Houston Galleria on April 13th-14th.

Over 30 vendors and 120 branch managers/sales professionals and customers attended the

event. To mark the occasion, Dave Wilk and Dave Ahearn, from Four Day Weekend, MCed the fun-filled awards dinner.

Johnson Supply would like to extend a heartfelt thank you to all attendees.



THANKS TO OUR SPONSORS!

EVENT SPONSOR

ARMSTRONG
AIR
The Professional's Choice

ALLIED
Commercial

Ducane
AIR CONDITIONING
AND HEATING

magicpak
All-In-One HVAC Systems

PLATINUM

MITSUBISHI
ELECTRIC
HEATING & AIR CONDITIONING

HEATCRAFT
Worldwide Refrigeration

Advanced Distributor Products®

Honeywell
Refrigerants

RegalRexnord®

DIVERSiTECH®

Bard®
SINCE 1914
Climate Control Solutions

GOLD

NIBCO
AHEAD OF THE FLOW®

Nu-Calgon

Chemours™

Supco®

HMI Performance
Incentives

Russell

SILVER

APPION
EMERSON/COPELAND
FTL FINANCE
GLASFLOSS
HEARTH
JB INDUSTRIES

MUELLER INDUSTRIES
NEUCO
PODIUM
PRO1
RECTORSEAL
REFRIGERATION TECH.

SERVICE FINANCE
SERVICE ROUNDTABLE
SPORLAN
UNIWELD
WORRELL CORP
YELLOW JACKET

MEDIA AFFILIATES

Air Conditioning
TODAY
Today's HVAC News • HVAC Business • HVAC Education

PRODUCERS
LIVING

MEGAN FOX
PHOTOGRAPHY

JOHNSON SUPPLY
OUR SUPPORT - YOUR SUCCESS HVAC DISTRIBUTORS SINCE 1953

More pictures on B5

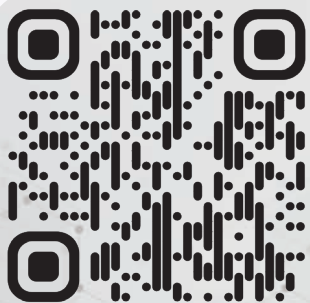
HAVE YOU HEARD OUR BIG NEWS?

NEW LOCATIONS, SAME GREAT INSCO!

LUBBOCK, TX

OPEN NOW

- / 24/7 Emergency Branch Opening
- / Customer-Friendly Showroom
- / Extensive Selection of Tools & Instruments
- / Clean Restrooms
- / Free Delivery
- / Training Room



SEE VIDEO
OF OUR
GRAND
OPENING



HARLINGEN, TX



NEW LOCATION
OPENING
SUMMER 2022



INSCO ACADEMY

Our trainers have over 100
years of HVAC experience
combined!



FEATURED TRAINING:

ADVANCED BOSCH TRAINING
SAN ANTONIO & GRAPEVINE

Hands on advanced troubleshooting class
on the new Bosch inverter equipment.

May 17th and May 19th

SHOP NOW @

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

INSCO.COM

Product lines subject to market restrictions



BEST PRODUCTS. BEST SERVICE. BEST PEOPLE.



/inscodistributing
@inscohvac





MAKING IT EASIER TO DO BUSINESS

BUSY SEASON IS UPON US!

Prepare to take advantage of all Johnstone Supply has to offer!
Download our QLess App to get in line before you come into the store.

Our OE Touch App allows you to shop anytime, anywhere.
We also offer locker pickup and delivery to save you time and money.
Don't want to wait on hold? Text us at (713) 868-8967 for faster service.



QLESS APP

Download our QLess App to Get in Line Before You Arrive

Available at the Shepherd location only.



OE TOUCH APP

Place Orders, View Quotes, Check Account Balance



LOCKERS

Select "Locker Pickup" When Ordering to Receive Parts 24/7

Available at the Shepherd & Conroe locations only.



TEXT US

Text us at (713) 868-8967 to Place Orders, Ask Questions, Send Photos and Much More!



ONLINE ORDERING

Buy Online, Check Availability and Pricing, Open 24/7

www.JohnstoneSupply.com/39



DELIVERY

Spend Less Time on the Road and More Time Making Money with JS Delivery



**Join our team by becoming a Johnstone Supply Partner
and take advantage of all we have to offer plus more!**

BEAUMONT

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

HOUSTON

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

HOUSTON

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

HOUSTON

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

STAFFORD

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

CONROE

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

HOUSTON

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

HOUSTON

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

KATY

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

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!

- Agri-Plex Heating & Cooling - Ballinger
- Aquilla Mechanical – Aquilla
- ATS Mechanical Services – Cypress
- Crow’s Plumbing, Heating and Air – Round Rock
- Ideal Air Services – Katy
- NBI & Associates - Burleson

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

TACCA’s New CE Course



On May 26, Tom Turner, Jon Esquivel, videographer Brian O’Neill, and I met up to film TACCA’s 2022 continuing education course, “Duct Systems for Zoning”. We received feedback last year from online students that the tag-team approach to instruction made for a more interesting online class, so Tom and Jon agreed to instruct for the filming again this year. Jon is in his second year of instructing for TACCA and has settled into the rhythm on teaching contractors for license renewal. As the developer of many of TACCA’s CE courses over the last 14 years, Tom brings extensive knowledge of building science to the curriculum and is often able to offer deeper insight into the content.

Participants will come away with the proper perspective of zoning and what objectives should be addressed. We are fortunate to have members like Tom Turner and Jon Esquivel, as well as John Burg, Bruce Hamende, Tommy Jeter, Rick Moore, and Juan Villela, dedicated to developing and teaching our continuing education course.

Instructor Rick Moore Retires

Long-time TACCA instructor, Rick Moore, is retiring from teaching after more than 15 years teaching continuing education to contractors for TACCA. Rick has forty years of experience in HVAC, plumbing, electrical, and general contracting. He is licensed in multiple states as a Master Plumber, Master Electrician, and HVAC contractor. Additionally, he has been licensed as a Texas Water Specialist, Texas Irrigator, and Texas Backflow Prevention Assembly Tester. He has participated as a subject matter expert with Texas Department of Licensing and Regulation, reviewing and researching the Texas ACR contractor exam stems, keys and distractors.

Rick has drawn upon a rich and diverse knowledge of HVAC, including familiarity with building codes, to teach classes for TACCA in the North Texas area. We are incredibly grateful to have had Rick’s experience in our classes and wish him the very best in his new journey.

Duct Systems for Zoning

The 2022 continuing education course was created based on one of the commonly requested topics from class participants. Duct Systems for Zoning #25767 is an 8-hr course approved by the Texas Department of Licensing and Regulation for HVAC license renewal and covers a ton of content including:

Fundamentals of Duct Design

- Do not assume the first installation was correct
- Duct design 101

Refrigerant Delivery

- Single-speed - Why you shouldn’t and if you must
- Inverter Variable – Grills
- Unloading – Focus on capacity
- Stand-alone support – Better built homes need less capacity/additional dehumidification

Understand Building Science

- Older homes
- Traditional homes on slab
- Efficiently designed home
- Non-traditional designs

Texas Law and Rules

See page B8 for the next continuing education opportunity for your area.



Highly Rated Exam Prep Course

Looking for a class to help you prepare for the ACR license Exam? Our experienced instructor, Wayne Young, is knowledgeable and always receives high ratings from attendees.

Upcoming License Exam Prep classes: Austin May 1-2 or Aug 21-22, Houston July 17-18, Red Oak May 14-15 or Aug 6-7, and San Antonio June 26-27.

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.

MINI BUT **POWERFUL**

York Ductless Mini Splits - a Small Package with Huge Benefits

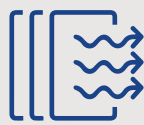


EFFICIENCY AND COMFORT FOR RESIDENTIAL AND LIGHT COMMERCIAL CUSTOMERS



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



Insco Distributing's New Lubbock Branch Grand Opening

Insco Distributing's Lubbock location has moved to 5833 50th St Lubbock, TX. The new location offers a customer-friendly showroom, an onsite training room, and an extensive selection of tools and instruments. Curbside pickup and a separate installers counter are coming soon!

The Lubbock Grand Opening was hosted on Thursday, April 7th with the support of vendors and local HVAC pros. It was a day full of brisket, prizes, and good times! Insco Distributing would

like to thank their vendors and customers for making the day a success.

Congratulations to the giveaway winners: Julio Nunez with Earl's Plumbing Heating and Air, Hunter Crockrell with Richard Meek Refrigeration, David Garcia with Earl's Plumbing Heating and Air, Martin Lara with Quality Air, and Joe Patrice with Southwestern R&R!

Pictures courtesy of Insco Distributing



**EASIER, FASTER INSTALLATIONS,
AND IMPROVED
HVAC SYSTEM EFFICIENCY**

The DS3 Duct Saddle is a one-piece, plastic, load distributing saddle that offers superior support in flexible ductwork, which is often plagued by kinking and sagging when using strapping alone.

It's never been so easy to do it RIGHT!

The Benefits of using DS3 include

- ✓ For the **CONTRACTOR**, reduced installation time which means reduced labor costs.
- ✓ For the **CUSTOMER**, shorter cycle times, lower utility bills, greater comfort.
- ✓ For the **HVAC UNIT**, less breakdowns and greater operating efficiency.

BEFORE



AFTER



**One SKU Fits
All Jobs
RNC & Retrofit
Applications**

Call for FREE Homeowner Focused Sales Tools

559-658-1010
www.ductsaddles.com

Johnson Supply Sales & Operations Meeting 2022



HVAC Excellence Announces New Certified Master HVACR Educators



At their annual education conference, held this year in Las Vegas, Nevada, HVAC Excellence recognized those individuals who have recently completed the requirements for their coveted Certified Master HVACR Educator credential. This accolade, commonly known in the HVACR industry as CMHE, is awarded to dedicated instructors who passed a series of seven educator-level examinations in specific subject areas. Each of these examinations, which must be passed with a score of 80% or higher, earns an individual the title of Certified Subject Matter Educator, CSME.

This alone is a significant accomplishment. Successfully passing seven of these rigorous examinations is by no means an easy task to complete. At the time of this notice, there are over 450 Certified Subject Matter Educators and 130 Certified Master HVACR Educators. With the title of CHME being first bestowed upon an educator in 2004, the argument that this is indeed a coveted award is even further bolstered. This list now includes the following people who have had the title of Certified Master HVACR Educator bestowed up them.

- Jeremy Morehead: University of Arkansas at Pulaski Technical College in Little Rock, AR
- Daniel Gamel: Brownson Technical School in Anaheim, CA
- John Thomson: Brownson Technical School in Anaheim, CA
- Tyrone Sheppard: Craft Cooling and Heating in East Point, GA
- Joseph Kloke: Waubensee Community College in Sugar Grove, IL

- Ryan Crouse: Lincoln Technical Institute in Union, NJ
- Kurt Melendez: Lincoln Technical Institute in Union, NJ
- Daniel Lawson II: Lincoln Technical Institute in Union, NJ
- Roger Christenson: National Technical Institute in Las Vegas, NV
- Jason Miller: National Technical Institute in Las Vegas, NV
- Rodger Swann: Tennessee College of Applied Technology in Knoxville, TN
- LaDan Allen: Lincoln College of Technology in Grand Prairie, TX
- Joshua Watson: Lincoln College of Technology in Grand Prairie, TX
- Charles Oxner: Lincoln College of Technology in Grand Prairie, TX

It takes an educator, on average, 5 years to complete the requirements to become a Certified Master HVACR Educator. But once the title has been earned, the work is far from over. In order to maintain the CMHE credential, instructors must obtain a minimum of ten professional development hours each year. This continuing professional development requirement helps ensure that instructors remain up to date on new and emerging technologies, while honing their instructional delivery techniques.

To learn more about the process, visit escogroup.org and click on the certification link.

OXBOX

The Oxbox line of heating and cooling products offer you flexible and affordable options for your HVAC equipment needs. When space is at a premium, Oxbox packaged units consolidate your heating and cooling equipment within a single durable steel cabinet. Our models are compatible with a wide variety of homes, including flexible configurations for an air conditioner, heat pump, air handler, or furnaces.

- Oxbox units are available in 14 SEER (R-410A) models for both gas/electric and heat pump packaged units. Models available: 2, 2.5, 3, 3.5, 4, and 5 ton Architecturally compatible, anti-rust steel cabinets, 500-hour salt spray tested.
- Internal safeguards protect compressors against high pressure, low pressure, coil temperature, and power surge (heat pump only).
- High efficiency compressors operate smoothly, quietly, and consistently.

- ARI Certified and ETL Listed.
- Auxiliary heaters available in 5kw – 20kw.
- FER compliant

WARRANTIES AVAILABLE:

- ☐ 1 Year: Unit Replacement ONLY COMPRESSORS, COILS, OR HEAT EXCHANGER FAILURE
 - ☐ 5 Years: Standard Parts Warranty
 - ☐ 10 Years: Compressor Replacement
- Questions?
Go to OXBOXHVAC.COM for more information.



Women In HVACR Scholarships

WHVACR is offering multiple scholarships to qualified applicants.

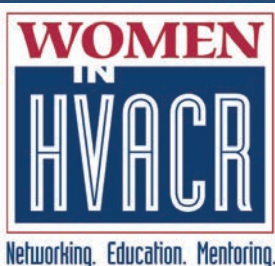
We Are Looking For:

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



2022 PHCC Texas Annual Conference

PHCC- Texas held their Annual Conference at the Kalahari Resort in Round Rock TX on April 4th-6th. The conference was a way to hear from industry experts, catch up on the latest business-related trends, visit with participating vendors, and connect with colleagues from around the state. Thanks to the sponsors Federated Insurance, Rheem, Milwaukee Tools and Pepco Sales.



TEXAS DEPARTMENT OF LICENSING & REGULATION

Commission Adopts Rules

The Texas Commission of Licensing and Regulation adopted amendments to existing rules at 16 Texas Administrative Code, Chapter 60, Subchapter K, §§60.501, 60.510, 60.512, 60.514 and 60.518, and a new rule at Subchapter K, §60.519, regarding the Procedural Rules of the Commission and the Department. The adopted rules implement House Bill (HB) 139, 87th Legislature, Regular Session (2021) by updating current rule definitions from Chapter 55, Occupations Code; providing for a procedure in rule to allow a non-resident military spouse to obtain eligibility for occupational licenses that require in-state residency; and correcting, updating and removing obsolete references to past bills no longer needed in the current rule subchapter.

The adoption justification was published in the April 22, 2022, issue of the Texas Register (47 TexReg 2127). The updated rule chapter will be made available upon its effective date of May 1, 2022.

CONTINUING EDUCATION

LIVE OR ONLINE



Wade Airheart
Owner/Instructor

**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



CONSTRUCTION
DATA

(888) 500-PASS

www.airconditioningce.com




Attic Tent

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

Always get the best!



Sold at your local distributor!
If not, call:
(704) 892-5399 or
www.attictent.com

Want to SAVE on CRANE costs?



www.pro-lift.com

(972) 939-3231

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

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

Eight hours of approved CE for license renewal and NATE CE hours

TDLR-Approved Continuing Education #25767 Provider #1126

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

2022 REMAINING CLASS SCHEDULE

Abilene	Aug 20	<div>In-person TACCA Members \$159 \$0 Nonmembers \$159</div>
Austin/RR	Jul 16, Nov 12	
Beaumont	Sep 9	
Burleson	Aug 27	
Corpus	Aug 27	
Denton	Oct 1	
Harlingen	Oct 1	<div>Online Rates Members \$39 Nonmembers \$59</div>
Houston	May 14, Jun 11, Jul 16, Aug 13, Sep 17, Oct 15, Nov 19, Dec 3	
Hurst	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
WWW.TACCA.ORG
(800) 998-4822

HARDI

HARDI Distributors Report 27.1% Percent Revenue Increase in February

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 27.1% percent during February 2022.

The average annual sales growth for the 12 months through February 2022 is 25.1% percent.

Source: HARDI and CoMetrics

“The sales gain this month was not a surprise, but it is not normal just because ten of the past twelve months have been increased by at least 20%,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “This has occurred only fifteen times during the past ten years. The unusual growth began with the very easy comparisons versus the COVID interruptions, then received an extra boost by the extraordinary price increases that are being passed through. What goes up must slow down and it looks like this annual growth rate line has peaked.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 43.2 days at the end of February 2022. “The February 2022 DSO is comparable to February 2021. This rate is considerably better than the pre-pandemic norm for February in the 49-day area,” said Loftus.

“The exceptional TRENDS performance has been following the exceptional jobs recovery,” said Loftus. “March was the eleventh consecutive month with more than four hundred thousand jobs added. The six-month average number of number of jobs added was 600K through January and February. This has led to higher demand which leads to higher prices. Now interest rates are starting to recover, and this TRENDS growth rate line will be rolling over. 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 supplier, manufacturer representative and service vendor members.

HARDI and Joint Petitioners File Brief in Lawsuit Against the EPA

Columbus, Ohio– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) and the joint petitioners have filed the first brief in Heating, Air-conditioning & Refrigeration Distributors International et al. v. U.S. Environmental Protection Agency to overturn the non-refillable cylinder ban and QR-code tracking requirement for HFC refrigerants. HARDI is joined in the lawsuit by Air Conditioning Contractors of America, Plumbing, Heating, Cooling Contractors – National Association, and Worthington Industries.

Attorneys have developed arguments against both the non-refillable cylinder ban and the QR code tracking mandate stating they are both unlawful because they exceed the authority granted to the EPA by the American Innovation and Manufacturing Act (AIM Act) and because the finalized regulations are arbitrary and capricious. The EPA has until June 6, 2022, to respond to the brief that HARDI and the joint petitioners filed.

“The brief submitted by the petitioners is a strong argument to see these unlawful regulations are overturned. The arguments outlined several case precedents showing how the courts have rejected agency action that exceeds the authority granted by Congress,” said Alex Ayers, HARDI’s Director of Government Affairs. Ayers added, “We believe this litigation is necessary to protect our industry from unnecessary agency overreach. HARDI fully supported the AIM Act and we want to see EPA enact regulations in accordance with the authorities granted by law.”

The non-refillable cylinder ban and QR-code tracking requirement are compliance regulations finalized as part of the EPA’s allocation rule which establishes the framework for phasing down the production and consumption of HFCs including common refrigerants used in the HVACR industry. HARDI and the joint petitioners are fully supportive of the HFC phase-down, however the included compliance measures go beyond the intention of the AIM Act.

Individuals and businesses who support the legal defense fund can donate on HARDI’s website.

CHARLESTON PLACE

June 12-14, 2022

HARDI SOUTHWEST REGIONAL CONFERENCE

Register Today!
<https://hardisw2022.eventbrite.com>

The 2022 HARDI Southwest Regional Conference will be held in the beautiful and historic Charleston, South Carolina at Charleston Place. This year's conference runs June 12 through June 14 and will allow ample time for exploring this charming city. Deadline to purchase tickets is May 31 and the last day to book a room using our negotiated room rate is May 21. Please reach out to helen@gunderassociates.com with any questions.

CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

MECHANICAL - ELECTRICAL - PLUMBING
Contractors of Oklahoma



Are you shopping for your next Tech Upcoming Career & Job Fairs

Tulsa Tech Sand Springs Campus
924 E. Charles Page Blvd.
May 3rd 9am - 2pm

Indian Capital Tech - Tahlequah
240 CareerTech Way, Tahlequah, OK
May 6th 9:30-11am & 12-1:30pm

UPCOMING MEPO MEETINGS

May Presentations
Cody Schumacher of Federated Insurance
Risk Management and Distracted Driving
with the "Shield" to prevent problems
instead of after it happens

Oklahoma City Lunch meeting

Wednesday May 11th 11:30am

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

Tulsa Lunch Meeting

Thursday May 12th 11:30am

OK Joe's BBQ 6175 E. 61st St
(use the back door)

**Reminder; Distributors Sales
and/or staff receive FREE LUNCHES**
Sponsored by Gunder & Associates



**You do not have to be a member
to attend our MEPO meetings**

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

Sponsor this Event!



Platinum - \$1000

Gold - \$800

Silver - \$500

MAY 13th

Schedule of Events

- 8:00 AM Registration
- 9:15 AM Mandatory Safety Meeting
- 9:30 AM Shotgun Start
- 10:30 AM Non Tournament Games
- 11:30 AM Crawfish, Awards & Raffles

Registration REQUIRED



(713) 781-4822



TACCA
Texas Air Conditioning Contractors Association
GREATER HOUSTON

2022 Annual Clay-Shoot

SHOTGUN SHELLS & CRAWFISH TAILS



\$250 Shooter Registration

\$20 Mulligans (3 Pair)

\$25 Flurry

\$25 Pair in the Air


\$30 Crawfish Only

Location

Texas Premier Sporting Arms
7311 Hwy 36 S, Sealy, TX 77474



CALENDAR OF EVENTS

				MAY 2022 TRAINING CALENDAR			
For info call David Pena at 210-829-1934 ext. 152 - or email to: david.pena@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	
4-May	W	8:00am - 4:30pm	Broadway	TDLR CE For License Renewal - Airflow Is Critical Test - Don't Guess	605-115	Y	
5-May	Th	8:00am - 4:30pm	Broadway	ESCO EPA Section 608 Review & Exam	605-101	Y	
5-May	Th	1:00pm - 4:30pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	N	
11-May	W	9:00am - 11:00am	Broadway	Friedrich Advantage Dealer Program Overview	605-105	N	
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 May Events Schedule

Training from Insco Academy

Insco Academy offers some of the best training available in the HVAC/R industry. With over 100 years of experience, we provide hands-on instruction at our state-of-the-art training facilities located in Houston, Grapevine & San Antonio. We are also offering FREE Online training for your convenience! Visit: [Insco.com/academy](https://insco.com/academy) to see the complete schedule and enroll in an Insco training course.

San Antonio

Tuesday, May 17th – Advanced Bosch Training located at the Hilton Garden Inn San Antonio at the Rim. From 8am – 12pm | FREE

Grapevine

Thursday, May 19th – Advanced Bosch Training located at our Grapevine Training Facility. From 8am – 12pm | FREE

Don't let your
Spring customers get away!

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



Advertise in **Air Conditioning TODAY**

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

Focus



Select On Site Marketing Services

“Family Owned and Operated for over 15 years”

Custom-made HVAC and Plumbing Contractor
Websites – Over 900 Customers Nationwide

\$199 per month. No contract or up-front fees.
Cancel anytime.

Advanced Search Engine Optimization available.

To view our various website templates,
go to demos.selectonsite.com

For more information contact
Brant Lieske at blieske@selectonsite.com
or 847-984-8500 ext. 111.

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

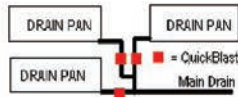
If you want locks that will actually **STOP someone from getting into the system**, get ours. If you are just trying to meet minimum code guidelines, get the cheap plastic ones that can be easily ripped off or opened with a common tool (Allen wrench, etc.). Lawyers will love those when litigating.

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: mikeseers061@gmail.com
Cell: 214-597-2067. Land line: 903-527-0412. www.HVACcraft.com

TACCA Exam Prep Course

Be prepared for the
ACR license exam
with our exam prep
course – proven to
increase pass rates.
Info at tacca.org



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

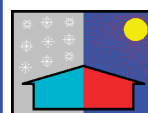
SAN ANTONIO

July 9-10 (New Date)
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.

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!

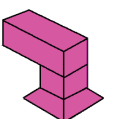
Rhvac Online \$49/up ACCA approved Manual J, D, and S calculations. **Works on phones, tablets, iPads, and computers**



\$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

Almost all
(97%)

American Standard dealers
agree our products are quick
and easy to install.

All all
(100%)

of people like
free money.



**AMERICAN STANDARD:
ALMOST AS POPULAR AS FREE MONEY.**

It's hard to get everyone to agree on something—but we've come close. American Standard's proven quality, ease of use and customer satisfaction make it easy for dealers to love—and sell.



American Standard received a 97% score for being "quick / easy to install" among current dealers in a proprietary Dealer Brand Health Study conducted by Trane Technologies in 2019. *The All Weather™ Top Accessory Kit sold separately.

See why it makes sense to sell us more at amsd.us/freemoney



ACES

**NEW LOCATION AND
CORPORATE HEADQUARTERS**

4021 Ellis Road, Friendswood, TX 77546
(832) 481-1099



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

ACESSUPPLY.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