

Air Conditioning



JUNE 2022 Serving the HVACR and Plumbing Industries Established in 1986 Vol. 36, No 6

Gemaire Commercial HVAC Dealer Meeting



Pictures on page 22.

Solar Supply Ray Dingler Memorial Golf Tournament

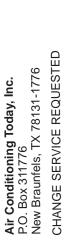


Pictures on page B4.

TACCA Greater Houston Annual Clay Shoot



Pictures on page B13.



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Atlanta - ASHRAE provided technical support for a newly released report from the Center for Green Schools at the U.S. Green Building Council (USGBC), detailing how school districts around the country have continued to manage air quality within their schools during the second year of the COVID-19 pandemic.

"Managing Air Quality in the Pandemic: How K-12 Schools Addressed Air Quality in the Second Year of COVID-19" builds an April 2021 report, on "Preparation in the Pandemic: How Schools Implemented Air Measures to **Protect** Quality Occupants from COVID-19," which was the first and only known national survey of on-the-ground implementation of indoor air quality (IAQ) improvements at schools during the COVID-19 pandemic. The new report highlights the urgent need to better support school districts with implementation of airborne infection control strategies to support mitigation of the immediate

ASHRAE Supported Follow Up Report on IAQ In Schools Released

Results indicate school districts are seeking additional guidance

COVID-19 threat, as well as future pandemics, seasonal epidemics and to improve overall indoor air quality.

link between indoor air quality in schools and student performance and attendance," said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. "This study further underscores the importance of not only providing technical guidance for improving indoor air quality, but the need for practical implementation strategies. We trust that the findings in this report will lead to more knowledge sharing, expanded partnerships and greater investments to improve indoor air quality and decarbonize our schools."

and challenges from school districts serving over 2.6 million students in more than 4,000 schools. Findings shows that schools outdoor air intake by whatever means were available to them and reflects on how the pandemic and schools' responses to it have



Pictures on page B9.

Friedrich Air Conditioning Open House



Pictures on page 5.

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"Studies have shown a direct

The report cites strategies prioritized increasing evolved. Importantly for national advocates, the survey responses indicate that school districts in different locales (urban versus non-urban) are seeking guidance from different types of sources.

"Maintaining good indoor air quality is vital to support the health and wellness of students and faculty," said Anisa Heming, director for the Center for Green Schools. "School districts recognize that proper ventilation is critical to curbing the spread of airborne diseases like COVID-19. However, more than two years into the pandemic, they still need support to find the right strategies and resources to make the necessary changes."

Additional findings are as follows:

• Buildings' HVAC systems were not designed to implement the recommendations, creating challenges not found to be associated with any particular school district characteristics studied, such as demographics, locale or size.

 School district characteristics such as demographics, locale and size were not associated with the number of IAQ measures taken, but were associated with the implementation of specific such as increasing measures, outdoor air through HVAC systems and assessing outdoor air delivery. • American Rescue Plan (ARP) Elementary and Secondary School Emergency Relief (ESSER) funding has been used to support the implementation of IAQ measures more than funding from operating or capital budgets.

· Just over half of school districts reported feeling that access was available to funding to support additional IAQ-related building improvements.

• Non-urban districts were more likely to lean on state and local guidance, while urban districts were more likely to use federal-level guidance and guidance from leading building industry organizations and associations such as ASHRAE.

• Over a quarter of districts responded no new plans to implement additional ventilation, filtration or other building changes in schools.

Lawrence Berkeley National Lab conducted research for the report compiled from a national survey of public school districts during October-December 2021 to assess the implementation of a range of ventilation, filtration, disinfection and air quality monitoring strategies and was followed by focus group with participants. discussions The full report can be found here https://www.ashrae.org/File%20 Library/Technical%20Resources/ COVID-19/Managing_Air_ Quality_During_the_Pandemic.pdf

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Johnson Controls-Hitachi Transforms Dallas, TX Headquarters into Equipment Showrooms and a State-of-the-Art training facility

• The 10,400-square-foot facility will now serve as the company's Customer

Experience Center

• In-person HVAC training courses now available for contractors and technicians

Milwaukee – Johnson Controls-Hitachi has transformed their Dallas- area headquarters into an immersive product showroom and training facility. The new Customer Experience Center, which opened on April 20 in Irving, Texas, features commercial, light commercial and residential ductless HVAC equipment in two showrooms along with fully operational equipment in an interactive, state-of-the-art training lab.

The grand opening featured a ribbon cutting ceremony and town hall session hosted by Shoji Akiyama, vice president and general manager of Johnson Controls-Hitachi.

"As our workplace model evolved during the pandemic to a remote-friendly format, our headquarter building was underutilized," said Akiyama. "We took this opportunity to reconsider how we could better serve our partners and customers, and developing the new Customer Experience Center was the clear solution."

The two showrooms within the 10,400-square-foot facility will be utilized as a showcase for the full product offering for both Hitachi and YORK® ductless products. The innovative training lab will offer hands-on training to contractors, technicians and installers on live Hitachi and YORK® equipment with training courses available on installation and commissioning for up to 20 students at a time. The Dallas location is the second Hitachi training lab to open in North America, and it's part of a nationwide initiative by Johnson Controls to train the next generation of the HVAC workforce.

Training sessions are now available for enrollment and mark the return of in-person courses since moving to an online format in March 2020.

The Johnson Controls-Hitachi showroom and training center is located at 8304 Esters Blvd., Suite 810, Irving, TX 75063. Contractors and technicians interested in participating in training can learn more at: hitachiaircon.com/us.

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Friedrich Air Conditioning Open House

Friedrich Air Conditioning hosted San Antonio area HVAC contractors, HVAC school students and distributor employees at the Friedrich Strikes Back Open House, May the 4th Event, held at the company's Design and Development Center in San Antonio. Over 100 guests attended and were treated to Rudy's BBQ, soft drinks, and a choice of draft beers from a beer dispensing

PTAC unit. Attendees got an opportunity to tour the DDC lab facilities and test rooms, and to participate in informal product discussions on the latest Friedrich HVAC equipment. Raffle drawings were held throughout the evening, with lucky winners taking home prizes including portable air conditioners, tool bags stocked with HVAC tools, and Amazon gift cards.







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You do a little marketing, you get results, you do a little more and suddenly you're hooked. You can't imagine your business surviving without the jolt from your social media, print ad, email marketing campaign or whatever you use to get your marketing buzz.

Your addiction isn't necessarily a bad thing if the activities marketing generating results. are Just remember when experimenting with any addictive substance, there is a danger of abuse. So how do you manage your marketing habit in a healthy way?

It will take more to get high

As other businesses notice a particular type of marketing is working, they will flock to the tool. For example, 10 years ago, average open rates on emails were routinely 50%; even

Marketing is Addicting

70% wasn't uncommon. Today, your readers are overloaded with email as every one of your competitors has jumped into the email marketing game, social media, print, radio and even Google AdWords.

When faced with declining responses, it is easy to fall into the trap of doing more. If one email gets 20% open rate, than 3 will give you the desired 60% right? Not necessarily. As you overload your readers, the decline will accelerate as more people unsubscribe. If you you overload the news feeds on Twitter, Facebook or LinkedIn if you share too much, and your total audience declines.

The end result? Advertising overdose.

Like any addict, you have choices. Some will take a little more work, others a bit of investment or simply more creativity, but there are ways to get a buzz without the risk of an overdose.

Focus on a quality buzz

I would rather savor one excellent glass of Cabernet than drink an entire bottle of Boone's Farm. So what are you serving up to your readers, fans and prospects?

As you race to create two pieces of shareable content each and every day, not all of your content is the same quality. If readers or fans stumble across the mediocre content too often that is what they are likely to assume is your norm.

Step back, raise your standards and write fewer, better blog posts. Spend the money to create one great visual chart, infographic or photo. Now, every interaction with your brand is more impressive. You may reach fewer people, but those who see it will be more likely to click to learn more. Also, higher quality content is more likely to be shared which will help expand your reach to an entirely different community.

Experiment and vary your drug of choice

Maybe you have always run a full page ad in the Yellow Pages, you have been actively involved in three networking groups, or your email newsletter has been a core part of your marketing for years. I am not suggesting you quit cold turkey. Instead, cut back by 25%. Use the resources to invest in other tools and compare the results. Look at call volume, web traffic, inquires and sales. Make rational decisions about which addictions you want to cultivate.

The bottom line

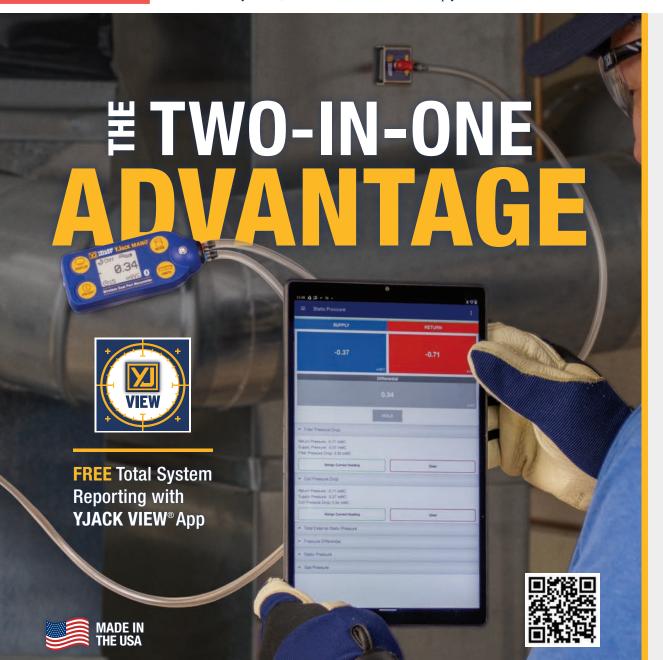
Embrace the fact that marketing is addicting. As



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.

your business grows, it will take more marketing to generate enough leads to support your larger business. Choose wisely, and you can enjoy the high without the overdose.



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Lennox Industries Opens Nominations Period for Annual Feel The Love Program to Make Clean Indoor Air Accessible for All

<u>Residents of the U.S. and Canada can nominate local heroes and deserving homeowners until August 31 to receive heating or</u> <u>cooling equipment and installations at no cost</u>

Richardson, Texas - Nominations are now open for Lennox Industries' annual Feel The Love program. The program, now in its 13th year, recognizes deserving community heroes in the U.S. and Canada by awarding heating or cooling equipment and installation free of charge. Through Feel The Love, Lennox continues to advocate for the importance of indoor air quality and the accessibility of clean, comfortable air for all.

As most homeowners continue to spend more time inside their home, Lennox encourages family members, friends, neighbors, co-workers and local organizations to nominate deserving community heroes who are in need of a new HVAC unit to feel safer and to breathe perfect air in their own space. Selected recipients will

receive brand new heating or cooling equipment during this year's Feel The Love Installation Week, taking place October 8-15, 2022.

"For the past few years, we've proudly participated in the Feel The Love program and partnered with Lennox to donate muchneeded heating and cooling equipment to our local community," said Jason Bradford, owner of Nacogdoches Sheet Metal, Plumbing & A/C in Nacogdoches, Texas. "As a Marine Corps veteran, the program and its mission are especially important to me. Lennox' Feel The Love program has allowed us to bring clean, comfortable air to fellow veterans or community heroes facing disabilities,



financial challenges or job loss, which is incredibly rewarding."

The Feel The Love program is made possible through continued partnership and collaboration with the Lennox dealer network across North America. Since the inaugural Feel The Love program in 2009, Lennox and its dealers have completed over 1,500 free installations, with 130 installations occurring in 2021.

"The spirit of Feel The Love is needed now more than ever as many in our communities continue to feel the health and financial impact of the ongoing pandemic," said Quan Nguyen, VP & General Manager at Lennox Industries. "We, along with our dealers, are committed to providing consistently clean, perfect air to our local heroes who continuously put the well-being of others before their own."

With homeowners' increased focus on and prioritization of good indoor air quality, Lennox remains committed to ensuring healthy, clean air in every room. For more information about how Lennox is bringing perfect air to deserving households and to nominate a member of your community, visit FeelTheLove.com. Stay up to date on recipient selection and Feel The Love Installation Week by following along with @LennoxFeelTheLove on Facebook.

Emerson Introduces Copeland[™] Oil-Free Centrifugal Compressor Featuring Aero-Lift[™] Bearing Technology

Sidney, Ohio –Emerson (NYSE: EMR) introduced its CopelandTM oil-free centrifugal compressor with aero-liftTM bearing technology for oil-free solutions in chiller applications. The compressor offers a competitive edge around efficiency in chiller spaces and other related applications, with designs optimized for lower GWP refrigerants and a scalable product platform to address upcoming American Innovation and Manufacturing (AIM) Act regulations 2024. A standalone in its class, the Copeland oil-free centrifugal compressor is a differentiating technology with numerous patent applications and counting.

The oil-free centrifugal compressor is optimized for applications in the chiller space. The compressor allows original equipment manufacturers (OEM) to implement an oil-free solution in spaces that require a broader envelope and increased turndown while maintaining higher efficiency in the HVAC applications.

Unlike other bearing technologies, the aero-lift bearing eliminates the technical requirements needed in other oil-free compression technologies. The compressor can operate in extreme ambient conditions while producing 44°F chilled water, along with the listed benefits below:

• Higher capacity at very low-pressure ratios without experiencing choke conditions

- Continuous operation at lower-pressure ratios
- Reduced cycling
- More stable outlet temperatures
- Reduced controls complexity
- Improve life cycle cost

The Copeland oil-free centrifugal compressor is also a modular product offering that expands Copeland's portfolio to deliver a commercial product that is scalable for premiumtier features. These products will be manufactured using nextgeneration technology for better performance and envelope range. For more information, visit the centrifugal site.

It's On My Heart: What You Missed From Barefoot

Service Nation does two large industry shows each year, one in the Spring, another in the fall. Our Spring event this year was the Barefoot Roundtable (named that since last year, where we went to Florida, shoes were optional, shorts were required) held in Palm Springs. Great venue, held at a Marriott Property, we had a marvelous time. Casual for most of the time, but we did have one evening of business dress, our Gala Awards Dinner, where we recognized the best of the best from our membership. That event is for members only, general public is not invited. Our Fall meeting is the Service Roundtable Expo, open to all, will be in Tampa this Oct. It is a really large meeting, 2000 in attendance is expected. We are doing it at the Tampa convention center, right downtown. But back to the Barefoot meeting in Palm Springs.

We had Scott Mann come back (He was with us in Louisville last year at the Expo), he is the Green Beret who leads a group of retired military who have gotten out over 1000 souls out of Afghanistan since we pulled out last year. He went in with a group of special forces, made friends with the villagers, helped fight the Taliban. They were not eager to help, since they know that when the US military leaves, the Taliban will come back and kill all who helped them. Scott had to build their trust, let them know that they would not be forgotten when he had to leave.

Scott had orders to pull out, leave the people who had helped him behind. He got a call back in the states from one of the informants who had been instrumental in helping clear multiple villages, he was in mortal danger. He said the Taliban was going door to door hunting for him, if they found him, they would kill him and his family, guaranteed. Scott told him to keep low, try to get back to the airport, where the US had a presence, and he could get on a flight out. He made it, but there were thousands of people trying to leave, Marines were guarding the gates that led to planes that could fly out. His informant said he was able to see the gate, but not get inside. Scott had people in place in the security forces at the gate, he said use the words "Pineapple Express". The guards let him thru, with his family.

Turns out that is the name of their group, Pineapple Express, they have gotten over 1000 out in the last few months. It is a true underground railroad, they travel thru the sewer systems, often at night, to get to the airport. He had a video of this family coming to the US, arriving in Florida, where they had a furnished home waiting for them, put together by a group of volunteers. It as an emotional video, one I'll not forget.

We had some excellent breakout sessions, mostly done by contractors who have actually done the work they were talking about. Tucker Yarborough shared how to build a company with a positive culture, he and his brothers are involved in Yarborough and sons, they all play significant in the company. roles They truly care about their employees, often going the extra mile to help them when an unexpected situation arises.

Jason Fox (Capital Heating and Cooling) did a breakout on how to build an outbound call center, he had his manager Sean help with the presentation. They do over a million a year in sales from the call center, selling maintenance agreements, duct cleaning, accessories, and following up on sales that didn't sell yet. **SEE HINSHAW PG.14**

Jim Hinshaw

Upongraduating 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!"

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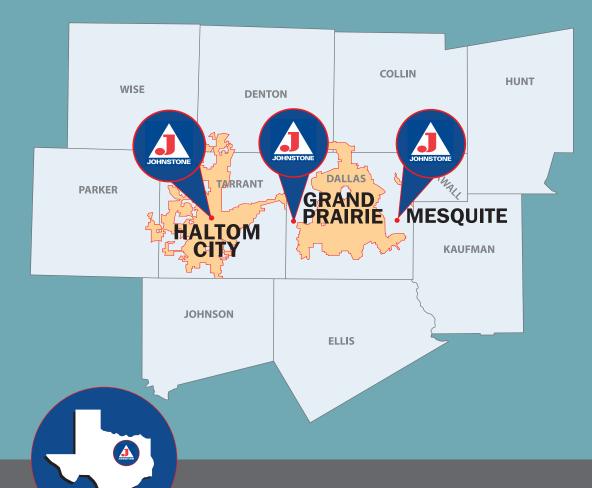
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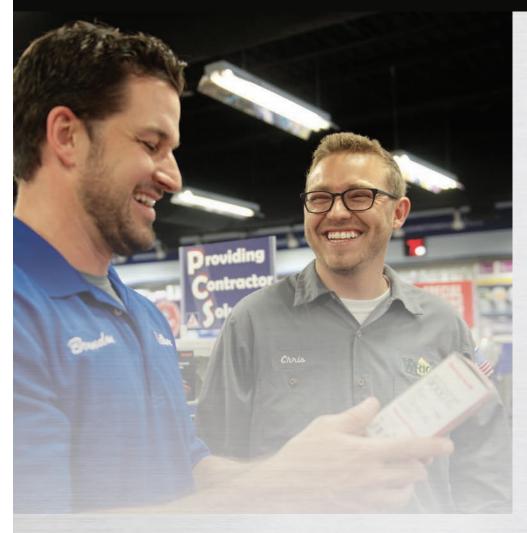
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He has an amazing package that gives the callers incentives as well as accountability, done with spreadsheets that track progress.

Dan Cherrie (Quality Degree) and I shared how to get employees involved in setting and achieving the company goals. He has a kickoff meeting each year, it is a secret till the day of. They shut down the company, everyone comes to a country club that has a meeting room set up, food is served, and they all hear what they accomplished last year and what they will do this year. What made it unique is that he gets all of the department heads involved in sharing their numbers and goals. It is fun to watch and even more fun to see them reach past the goals as the year progresses. There is a theme that is not revealed until they arrive at the event, makes it a special occasion.

We had an impromptu interview where David Heimer

talked to Ken Goodrich, sharing his story. He is an industry icon and gives freely when asked. We recorded that, it is available on our podcast page in the Service Roundtable website.

Another part of the meeting that was unique was the Premier Coaches dinner that Tom Peregrino put together. We had a great evening and got to meet the other coaches and significant others, it was fun.

We enjoyed some great meals, some of the vendors did special events in the evenings, always enjoyable. What was the best was re-connecting with old friends, making new ones, catching up on families and their stories. So make plans to attend our Expo in Tampa. Yes, even people like Mike Schenk can attend that meeting. Register on the Service Roundtable website, we have discounts available for early birds!

LG Electronics Honored by U.S. EPA as 2022 Energy Star Partner of the Year

<u>Company Recognized for 'Sustained Excellence' in Environmental Sustainability</u> <u>Efforts and Energy-Efficient Products</u>

Washington LG Electronics has been named 2022 ENERGY STAR® Partner of the Year-Sustained Excellence by the U.S. Environmental This Protection Agency. prestigious honor, a distinction LG has received nine times since 2012, recognizes the company's exemplary commitment to protecting the environment through leadership in ENERGY STAR certified products and promotions.

"As a long-time ENERGY STAR partner, LG views its collaboration with the EPA as a paramount for the company, our employees, consumers, dealers and other stakeholders," said Thomas Yoon, president and CEO, LG Electronics North America. "Consistent with our focus on environmental sustainability as a core business principle, LG is 100-percent committed to demonstrating that working together can inspire change, improve energy efficiency and protect the environment."

Marked by unprecedented consumer demand for energyefficient appliances and exploding interest in climate action, 2021 was an incredible year when American consumers purchased 10 ENERGY STAR certified LG products every minute. The 2022 Partner of the Year award recognizes a number of key LG accomplishments over the past year:

• LG's sales of ENERGY STAR certified products rose by over a billion dollars in 2021 to \$3.6 billion, a 45 percent increase over 2020 sales.

Unit sales of ENERGY
STAR Most Efficient LG
products surpassed 1.5 million
units for the first time in 2021.
LG saw double-

digit growth in the number

of ENERGY STAR certified models in various categories: dishwashers (31%), refrigerators (22%) laptop computers (21%), washing machines (16%) and clothes dryers (10%)

• LG products designated as ENERGY STAR "Most Efficient 2021" will save more than two billion pounds of CO2 over the life of these products -- equivalent to carbon sequestered over 10 years by planting 16 million trees.

• The annual CO2 reduction from all ENERGY STAR certified LG products sold in 2021 is equivalent to removing the greenhouse gas emissions of 77,681 cars for an entire year.

• Over their product life, LG ENERGY STAR clothes washers and dishwashers sold in 2021 will save 38 billion gallons of water, enough to fill more than 57,000 Olympicsized swimming pools.

• Through various promotions, the company helped educate tens of millions of American consumers about greener living with LG and ENERGY STAR, driving more than 3 billion consumer impressions

LG and other awardwinning 2022 ENERGY STAR partners are "demonstrating what it takes to build a more sustainable future," according to EPA Administrator Michael S. Regan. "They are showing once again that taking action in support of a clean energy economy can be good not only for the environment, but also for business and customers. We know it's going to take all of us working together to tackle the climate crisis," he said.

To learn more about LG's ENERGY STAR products, please visit LG.com.





June 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



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Liberty 2	Equipment	Install
Stage	Dealer Overview	Practices
Corpus Christi	Webinar	Pharr
• 6/10/22 •	• 6/14/2022 •	• 6/16/2022•
Goodman	Liberty	EPA/DOE
Liberty 2 Stage	Dealer	Industry
Servicing	Overview	Changes
Pharr	Webinar	Webinar
• 6/21/2022 •	• 6/24/2022 •	• 6/24/2022 •
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El Paso, Texas' Veliz Construction Wins Diverse Business of the Year Award From National Construction Association

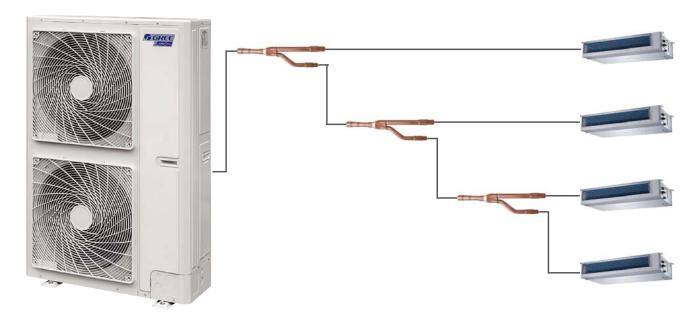
Associated General Contractors of America Also Recognizes Austin Commercial, Hensel Phelps, Millstone Weber, LLC, and Central Builders for their Diversity & Inclusion Programs

El Paso's Veliz Construction was named as the 2022 Diverse Business of the Year award winner by the Associated General Contractors of America, association officials announced today. The association also awarded Diversity and Inclusion Excellence Awards, which are sponsored by WTW, to Austin Commercial, Hensel Phelps, Millstone Weber, LLC, and Central Builders.

"These awards recognize firms that are doing an outstanding job recruiting, retaining and engaging workers of all backgrounds," said Bob Lanham, the association's former president and president of Williams Brothers Construction Co., Inc. in Houston, Texas. "More important, they are designed to inspire and instruct other firms in how to successfully attract diverse new workers."

Veliz Construction, Inc. is a Hispanic-owned and operated general contractor offering general contracting services across Texas and New Mexico. The company's vision is to be the premier firm for challenging construction projects in Texas and New

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Mexico by achieving extraordinary results for their customers and building satisfying careers for their people. Veliz Construction has adopted a culture of continuous improvement that focuses on teamwork, open communication, and constant feedback.

Association officials noted that the Diversity and Inclusion Excellence Awards are part of the association's broader efforts to make the construction industry more diverse and inclusive. The association also operates a nationwide recruiting campaign called "Construction is Essential" to attract more diverse workers. Its Culture of Care program helps firms create more welcoming and inclusive workplaces. And its Business Case for a Diverse Industry helps construction leaders see how more diverse firms are innovative, profitable, and safe.

In addition to naming Veliz Construction as the Diverse Business of the Year, Lanham also announced four other winners of the association's fifth annual Diversity & Inclusion Excellence Awards. Austin Commercial, based in the Texas state capitol, won the Association's Diversity & Inclusion Excellence Grand Award for the third year in a row, which goes the firm who scores the highest number of points out of any of the Diversity & Inclusion Excellence categories. Hensel Phelps, located in Greeley, Colorado, won the Diversity & Inclusion Excellence Award for a large contractor. The Diversity & Inclusion Excellence Award for a mid-sized contractor went to Millstone Weber, LLC in St. Charles, Missouri. And the Diversity & Inclusion Excellence Award for a small contractor went to Central Builders in San Antonio, Texas.

The five awards were presented during the association's annual convention in Grapevine, Texas last month. A diverse panel of judges, representing all aspects of construction, evaluated the submissions based on three criteria: corporate commitment to diversity & inclusion, workforce diversity & inclusion initiatives and subcontractor/supply chain diversity & inclusion initiatives, Lanham noted.

PRODUCT NEWS

tekmar Smart Boiler Control 294 Enables Remote Boiler Management

tekmar has launched the Smart Boiler Control 294 for remote, real-time management of up to 16 boilers in multiple buildings through the Watts OnSite web and mobile app.

Smart Boiler Control 294 can be retroactively fit to any brand of boiler, old and new, and will send system alerts via text, email, and push notifications to help maintain boiler efficiency, operability, and performance.

The control, which features a 5" color touchscreen with setup wizard, is a single solution for new construction and retrofits. The 294 gives property managers an affordable alternative to connect their older boilers without the expense of upgrading them to brand-new connected versions.

The 294 also helps save on maintenance and operational expenses, labor costs, and repairs.

For more information, visit tekmarcontrols.com.

Rheem[®] Receives Awards for IoT and Good Design Company Recognized for Industry Leadership and

Product Development

Atlanta– Rheem®, a leading global manufacturer of water heating and HVACR products, is being recognized for innovation and product design by the IoT Breakthrough Awards and the Good Design Awards.

Rheem received "Overall Company of the Year" designation from the IoT Breakthrough Awards, which provides market intelligence and recognition programs in technology such as Artificial Intelligence, CyberSecurity, Digital Health and FinTech, as well as IoT.

"The IoT awards programs spotlight the 'breakthrough' leaders in the world's most competitive categories of technology," said Christopher Freeman, Senior Manager of Smart Products at Rheem. "This is an area that receives a high volume of nominations, which makes the honor particularly significant and rewarding for our team at Rheem."

Rheem's Global Air Division earned two Good Design Awards. Rheem Classic Plus® Series System won in the Building Materials category while Rheem RenaissanceTM 3-6 Ton Commercial HVAC units received recognition in the Industrial category. The Rheem Classic Plus Series System units offer solutions for homeowner challenges such as small spaces, excess noise, and outdated energy use, ensuring access to high-quality air. Rheem Renaissance 3-6 Ton Commercial HVAC units offer heating and cooling solutions that suit customer's business needs, design and application requirements.

"We are honored that the Good Design Awards included Rheem in its selection of best products," said Chris Day, Vice President Product Strategy and Engineering, Rheem Air Division. "It is important recognition for our team members who work diligently to innovate and ensure that our products are leaders in the world marketplace."

Additionally, Rheem's Water Heating Division's ProTerra® Hybrid Electric Heat Pump Water Heater earned a Good Design Award in the Building Materials category. ProTerra combines unparalleled efficiency, first-of-its-kind innovations for the category, and easy serviceability features packed into an aesthetically pleasing design.

Danfoss North America President John Galyen to Retire in Summer 2022

<u>Danfoss VP Sales America Rick Sporrer to assume the role on</u> <u>July 1 following transition period</u>

John Galyen, president of Danfoss North America since 2011, has announced his retirement from Danfoss later this summer. Rick Sporrer, VP Sales America for Danfoss Power Solutions, has been appointed to succeed Galyen. Over the next several months, Galyen and Sporrer will work together to ensure a successful transition, with Sporrer fully assuming the role on July 1.

Galyen joined Danfoss in 2001 and held various management-level positions prior to his appointment to his current role. During his 21+ year career with Danfoss, he has been very instrumental in leading the company's continued regional growth in North America – from \$100 million in annual sales to \$3 billion - and made significant contributions to the success of the business.

With more than 40 years of overall industry experience, Galyen has been active in leadership capacities of various industry associations. In 2020, he was chairman of the Board of Directors of the Air Conditioning, Heating and Refrigeration Institute (AHRI) and he holds a seat on the Board of Governors at the National Electrical Manufacturers Association (NEMA). In addition, he has been an active thought leader and speaker on various influential panels addressing efficiency and sustainability topics.

"The past 21 years at Danfoss have been the most rewarding of my career," said Galyen. "I'm proud of the strides we have made in growing our business and footprint in North America, which is now Danfoss' largest region, and I'm especially proud of the industry leadership position we've taken – together with our customers – to meet the changing market requirements. Rick is well-positioned to help Danfoss North America continue its growth journey and innovation in sustainable solutions."

Sporrer brings more than 30 years of customer and regional expertise and leadership to his new role. Prior to his current role, he was director Global Sales – Motors Business Unit. His strong leadership of the sales workstream activities proved invaluable in preparing for Danfoss' successful merger with Eaton Hydraulics last year.

"John has provided exceptional leadership to Danfoss North America for the past 15 years," said Sporrer. "I'm looking forward to working with our business units to continue our commitment to innovation and customer service as we engineer solutions for a more sustainable world."



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All Things Being Equal, Price Wins

That famous sales maxim has been around about as long as people have been selling things. And it really has a lot of truth in it.

Consider two sales scenariosin one, а customer is trying to decide between two purchases. In the customer's eyes (and that is the operative phrase), both offers look alike. Both do the same things for the customer, both have the same basic features and benefit clusters. So which one will the customer probably choose? The one that costs less. After all, if both offers are identical (except for the price), the only differentiator IS the price.

In the second case, there are again two offers on the table, but one is clearly far and away much better than the other. Yes, it costs more, but it clearly does much more for the customer than the cheaper offer. How will the customer choose now? She will probably opt for the offer with the better benefit cluster, even though it costs more.

(I am not saying that price is never an issue in a sale. It is always an issue. But it is not always the issue. In the second scenario, if the better offer costs ten times as much as the cheaper one, the customer may not have selected it.)

So in sales, our mission is to create inequalities so that competing offers are viewed in a disadvantageous light. Then, if our price is higher (and maybe up to 30% higher), the customer will still select our offer over the cheaper offers.

So how do we differentiate ourselves in a meaningful way? I am not suggesting you wear striped slacks, a plaid jacket, and a chartreuse Polo shirt, but I am suggesting that you come across in a different way so that your offer is not framed in the same old boring frame every other sales hack uses.

Think about it. Every HVAC sales professional I have ever seen in action does the same things. Opening banter, compliments about the house or trophies or pictures of the kids, a walkthrough, needs analysis (at which some absolutely crash), a "proposal", reaction to the sticker shock, arm wrestling to overcome the objections... yada yada yada.

Most never ask the most question. important and those who do rarely ask it early enough to do any good. Think about it. When you go into an automobile dealer's showroom to buy a new car, what is one of the first things the salesman ("vampire") asks you? "What kind of monthly payments are y'all looking at?" If he knows your payment comfort zone, he can put you in a car you can afford, yada yada yada. And what do most of us do? We tell them.

"Oh, around \$400 a month." And we don't even know this guy. In fact, we instinctively mistrust him because he is, after all, a vampire trying to sink his blood-sucking fangs into our wallets.

Or what is the first thing a realtor asks you as you begin searching for your dream house? "What sort of monthly payments are you comfortable with, and how much do you plan on putting down?" And we answer. We don't even know them yet, but we answer.

Why do car salesmen and realtors ask this question very early in the dance? Because it is absolutely critical to their success! Any realtor can you that it is the peak of folly to show someone a home they absolutely love but cannot afford!

So why don't HVAC sales people ask their customers up front how much they had in mind to spend? The typical response I get when I ask this question in workshops is, "Because that's none of your business!" I usually cock an eyebrow and reply, "What? None of my business? What do you mean?"

The responses usually run along the lines that if I asked THEM that question up front, they'd throw me out of the house. Then I ask if they ever bought a car or house and did they answer the sales person's first question? At that point, most debates shut down.

Problem is, if most of us asked for the customer's fiscal comfort zone up front with the way we do our sales calls, we WOULD be tossed out, and rightfully so.

But I started this column by talking about making things unequal, and if we do that well, the fiscal comfort zone question is a natural.

Consider this scene: I am on an HVAC sales call to people I have never met. We take a moment to get to know

each other, then I get out of my brief case some wooden blocks of different sizes and colors. One block-a blue one-is a 1" cube and is labeled "13 SEER A/C". Another blue block is 1" x 1" x 2" and is labeled "14 SEER", while a 1" x 1" x 3" block is labeled "16 SEER", and so on. I have some red blocks, the smallest one labeled "82% AFUE", another larger block "90% AFUE" and so on. I also have some yellow blocks of various size, showing the different extended warranty options. Get the idea? I'll explain how I have thousands of ways I can stack these blocks to build a system for their needs, but each stack has a different price attached to it. I'll say, "I can design a number of solutions for any home. Some of those solutions are quite elaborate and detailed. but costly. And that could make you uncomfortable, and I don't want to do that. So you



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can help us both zero in a on a perfect solution for your needs if you can tell me how much you are comfortable investing in this solution?"

I doubt if most folks would be offended by that and throw me out the door. We then establish a budget and I build a system that can afford and that will meet their needs.

As sales trainer and motivational speaker Zig Ziglar might say, in an ethical sales transaction, both parties win, because the customer the maximally best gets system at a price they can afford and the seller makes a fair profit for the solutions he provides. (And in my book, an ethical sales transaction is one where I bring the best solution the budget and conditions warrant to the customer, not necessarily the most expensive box on my wagon.)

I close with a wonderful saying by Zig on doing business together:



Richard Harshaw

When we separate the word BUSINESS into its component letters,

B-U-S-I-N-E-S-S, we find that U and I are both in it. In fact, if U and I were not in BUSINESS together, it would not be business! Furthermore, we discover that U comes before I in BUSINESS, and the I is silent. Also, the U in BUSINESS has the sound of I, which indicates it is an amalgamation of the interests of U and I.

When they areproperlyamalgamated,businessbecomesharmonious,profitable and pleasant.

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

Students Receive Funds for Continuing Their Education in HVACR; Effort Supports Continued Development of the Skilled American Workforce

Orange, Calif. — Fieldpiece Instruments, a proven category leader known for delivering innovative and high-quality HVACR test tools for more than 30 years, has awarded \$2,500 #MasteroftheTrade scholarships to 10 SkillsUSA students committed to studying for a fulfilling career in the HVACR industry. The grant awarded by Fieldpiece is intended to support aspiring HVACR techs in their continued education and will be used to pay for college or postsecondary HVACR technology program tuition.

The Fieldpiece #MasteroftheTrade Scholarship, in partnership with SkillsUSA, was designed to support the next generation of upand-coming HVACR professionals, with a concurrent aim to close the skills gap in the U.S. labor market for the heating, ventilation, air-conditioning and refrigeration trade.

Through the partnership with SkillsUSA, Fieldpiece Instruments aims to give back to the industry as well as do its part to address 80,000 jobs that are currently vacant and in need of being filled. Without HVACR pros energy is wasted, food goes bad and people's comfort and safety are at stake. HVACR is a stable, greatpaying trade that offers freedom, hands-on work and the chance to make a big impact on the environment and the community.

"We thank Fieldpiece Instruments for supporting the HVACR industry and America's future skilled workforce," said Chelle Travis, executive director at SkillsUSA. "It is exciting to see these students pursue further education in HVACR. They have demonstrated a true passion for the industry, and we are thrilled they will receive these scholarships." SkillsUSA students and recipients of the Fieldpiece #MasteroftheTrade Scholarship are:

Alabama: *Josh Parson*, Bevill State Community College, Hamilton Campus

Florida: *Johnny Hammonds*, Pinellas Technical College Maryland: *William "Billy" Coughlin*,

Career and Technology Center

Missouri: *Cole Hamby*, Northland Career Center Minnesota: *Becca Thorstad*, Hennepin Technical College Oklahoma: *Josh Parish*, Kiamichi Technology Center Oklahoma: *Leslie Plemons*,

Moore-Norman Technology Center Tennessee: *Jack Ely*, Tennessee College of

Applied Technology, Chattanooga Campus Texas: *Dave Jentis*, Western Technical College

Texas: *Manuel Ramirez*, Western Technical College

"Selecting the ten winners was no easy task, as we received many applications from promising, talented and committed individuals," said Fieldpiece Instruments Director of Marketing, Rachel Newport. "Fieldpiece is proud to support the next generation of HVACR professionals. We congratulate this year's winners and hope to continue empowering industry professionals by providing scholarships, training resources like our innovative Fieldpiece University program and the most advanced and cutting edge tools available on the market today—developed by HVACR industry pros for HVACR industry pros—to keep them ahead of the curve as masters of their trade."

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Gemaire Commercial HVAC Dealer Meeting

<u>Gemaire held a Commercial HVAC Dealer Meeting at Lakeway Resort and Spa in Austin TX on May 17th -19th. The 3 day event</u> <u>featured a vendor trade show, information sessions, meals and keynote speaker Leif Babin. One of the evenings had a sunset</u> <u>cruise on the lake, and the other night featured a concert by Neil McCoy.</u>



Mitsubishi Electric Trane HVAC US Celebrates Distributors at Diamond Leadership Conference

2021 and 2020 Distributor of the Year winners honored

Suwanee, Ga. – Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and airconditioning systems, held its 2021 Diamond Leadership Conference at the Ritz Carlton Key Biscayne in Key Biscayne, Florida from March 11 to 15. The conference recognized distributors for their outstanding performances.

Keynote speaker, economist Robert Genetski, spoke to the group of 300 about the economic environment and provided insights on best practices for safeguarding businesses. Conference events included business updates from executives, breakout sessions, a luxury yacht dinner cruise, and activities including power boats, golf, local food tours of South Beach and an awards ceremony to celebrate winners' accomplishments.

"We're honored to have the opportunity to host and celebrate our distributors for their great work and success," said Mark Kuntz, chief executive officer, Mitsubishi Electric Trane HVAC US LLC. "Coming together to recognize their accomplishments is always a meaningful experience."

The 2021 National Distributor of the Year Award was presented to Homans Associates of Wilmington, Massachusetts. Rich Iandoli, Joe Baker, Mark Potenza, Mike MacDonald and Scott DePinto accepted the award on behalf of the company at the awards ceremony on March 14.



Homans Associates was awarded the 2021 National Distributor of the Year Award by METUS. From left to right: Tom Dowling and Matt Berry (METUS), Joe Baker (Homans Associates), Greg Hosselbarth (METUS), Mark Potenza, Mike MacDonald, Rich Iandoli and Scott DePinto (Homans Associates), Mark Kuntz, Roger Willett, Brinnon Williams, Rick Nortz and Tom Overs (METUS)



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San Antonio	210.495.4933
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South Austin	737.931.0678
Killeen	254.526.3028
College Station	n 979.774.5390
Temple	254.773.0809

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Schedule-at-a-GlanceThursday, Oct 27Friday, Oct 288-noonRuth King Profitability
Morning (add'I fee)8:15Breakfast/Session10:30Registration Opens9:30-12:30Sessions

10.50	Registration Opens	9.30-12.30	362210112
12:00	Lunch/Keynote	12:30	Lunch/Session
2:00-5:30	Sessions		
5:30	Welcome Reception	**Exhibit tir	nes TBD for both days
7:30	Social Event		

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JUNE 2022, AIR CONDITIONING TODAY, PAGE B3

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Solar Supply Ray Dingler Memorial Golf Tournament

Solar Supply hosted the 29TH Annual Ray Dingler Memorial Golf Tournament on Tuesday May 3 at the Gray Plantation Golf Course in Lake Charles Louisiana. The golf tournament is in honor of the late Ray Dingler, founder of Solar Supply, and benefits the golf teams at <u>McNeese State University in Lake Charles.</u>

































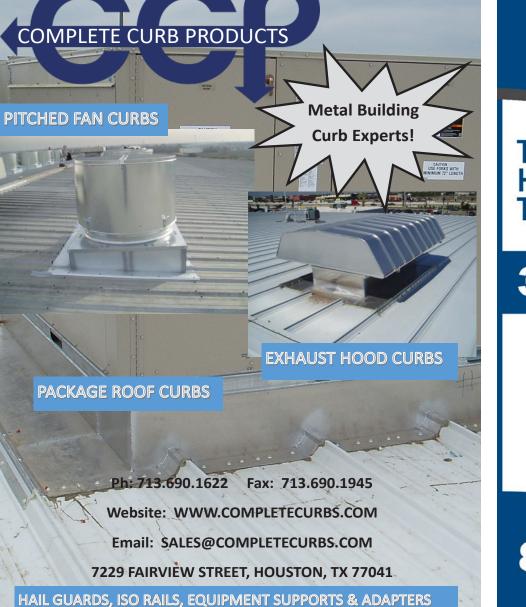


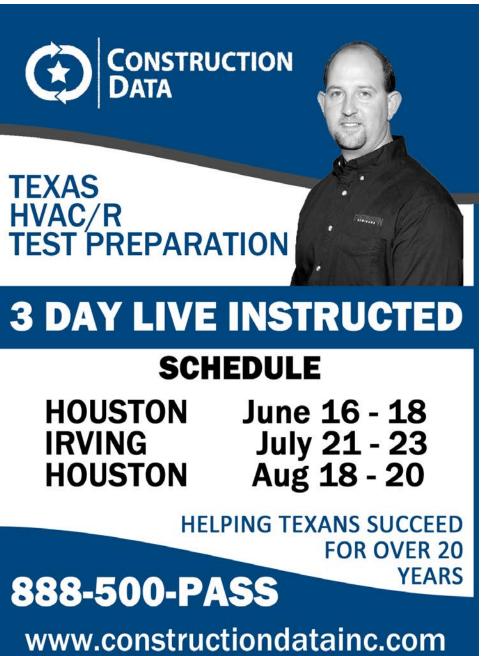












FISSCO Supply Open House

Fissco Supply held an Open House at their Willowbrook location on April 28th. They had a vendor fair, lunch and prize giveaways. <u>The well attended event was from 11-2.</u>























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Product News

Aspen Manufacturing Introduces LGM Series High-Efficiency, Multi-Position Aluminum Coil 120V Air Handlers

Humble, Texas - Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and commercial residential heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada, announces the introduction of the LGM Series high-efficiency, multiposition, aluminum coil 120volt air handlers.

The 120-volt LGM Series offers outstanding installation versatility. The units are shipped as upflow or horizontal right and can be converted for downflow or horizontal left installations onsite by HVAC technicians. When a proper metering device is used, the LGM Series units are ETL listed for use with R-22 or R-410A refrigerants. In addition, they can be AHRI certified with most brands of air conditioners or heat pumps. Available in 2through 4-ton cooling capacity without electric heat, all LGM Series models are backed by a 10-Year Limited Warranty.

When properly installed and tested in accordance with ASHRAE standard 193, the sturdy, fully insulated galvanized steel cabinet offers less than 2% air leakage from the cabinet. A factory-provided knockout for duct return is standard on all LGM Series models, and all feature an easy access door for coil cleaning.

All LGM Series models feature a high-efficiency 120-volt ECM motor with factory programmed software to control motor speeds and torques. Aspen's proprietary software encoding allows the ECM motors to provide optimal performance and Rail-mounted reliability. blowers allow easy removal during service and routine maintenance HVAC by technicians. An electronic control board includes a blower time delay which helps to maximize heat/cool extraction and offers an integrated fuse for additional protection.

A high efficiency, allaluminum coil with rifled tubing and enhanced fins allows maximum heat transfer on all LGM Series air handlers. As a US-based manufacturer, all Aspen coils are leak tested using a two-stage pressure decay and mass spectrometer process. Further, the coils are pressurized with Nitrogen and factory sealed for maximum reliability. LGM Series air handlers are available with either factory-installed orifice or TXV metering devices. Units can be converted with bolt-on TXVs during field installation.

For additional info, visit www.aspenmfg.com or email Info@AspenMfg.com.



Rheem[®] Earns Second Consecutive Energy Star[®] Award

Atlanta– Rheem® a global manufacturer of water heating and HVACR products has received the 2022 ENERGY STAR Partner of the Year Award from the U.S. Environmental Protection Agency and the U.S. Department of Energy.

Each year the ENERGY STAR program honors a group of businesses and organizations that have made outstanding contributions to protecting the environment through superior energy achievements.

"Rheem is innovating with intent and engineering solutions with lifetime-sustainability in mind," said Chee Wee Gan, Rheem's Senior Vice President, Strategy and Sustainability."We are committed to preserving our planet's resources through energy efficiency."

Rheem made a significant

commitment to Sustainability with its Greater Degree of Good initiative which highlights "Intelligent Products," "Responsible Processes" and "Inspired People" to advance select Sustainable Development Goals (SDGs).

ENERGY STAR award winners lead their industries in the production, sale, and adoption of energy-efficient products, homes, buildings, services, and strategies. These efforts are essential to fighting the climate crisis and protecting public health.

Winners are selected from a network of thousands of ENERGY STAR partners. For a complete list of 2022 winners and more information about ENERGY STAR's awards program, visit energystar.gov/ awardwinners.

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TACCA Texas Air Conditioning Contractors Association

2022 EXAM PREP CLASS SCHEDULE

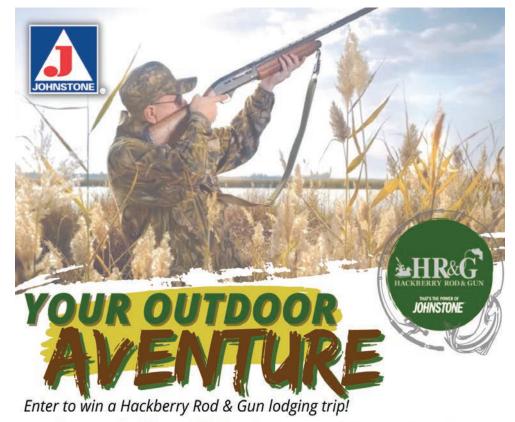
AUSTIN/ROUND ROCK Aug 20-21 Nov 19-20

HOUSTON

June 11-12 September 17-18 December 10-11 RED OAK/DFW (FRI-SAT CLASSES) 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.



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

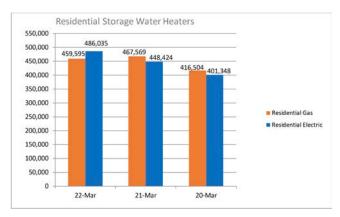
Qualified motor brands: FASCO



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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for March 2022 decreased 1.7 percent, to 459,595 units, down from 467,569 units shipped in March 2021. Residential electric storage water heater shipments increased 8.4 percent in March 2022 to 486,035 units, up from 448,424 units shipped in March 2021.

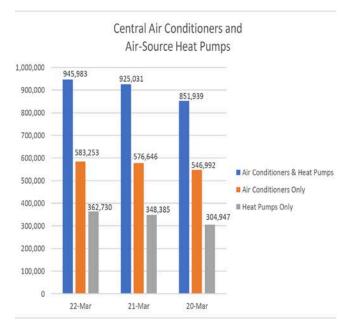


Year-to-date U.S. shipments of residential gas storage water heaters decreased 2.5 percent, to 1,198,888 compared to 1,229,414 shipped during that same period in 2021. Residential electric storage water heater shipments increased 7.3 percent year-to-date, to 1,289,452 units, compared to 1,201,540 shipped during the same period in 2021.

Year-to-Date				
	Mar 22 YTD	Mar 21 YTD	%CHG. (From 2021-2022)	Mar 20 YTD
Residential Storage Gas	1,198,888	1,229,414	-2.5	1,162,074
Residential Storage Electric	1,289,452	1,201,540	+7.3	1,167,238

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 945,983 units in March 2022, up 2.3 percent from 925,031 units shipped in March 2021. U.S. shipments of air conditioners increased 1.1 percent, to 583,253 units, up from 576,646 units shipped in March 2021. U.S. shipments of air-source heat pumps increased 4.1 percent, to 362,730 units, up from 348,385 units shipped in March 2021.

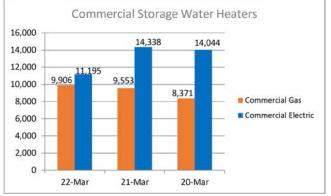


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 8.2 percent, to 2,434,073 units, up from 2,248,729 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners increased 6.7 percent, to 1,439,381 units, up from 1,348,522 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 10.5 percent, to 994,692, up from 900,207 units shipped during the same period in 2021.

Year-to-Date	Mar 22 YTD	Mar 21 YTD	%CHG. (From 2021-2022)	Mar 20 YTD
Air Conditioners & Heat Pumps Combined Total	2,434,073	2,248,729	+8.2	1,950,971
Air Conditioners Only	1,439,381	1,348,522	+6.7	1,181,000
Heat Pumps Only	994,692	900,207	+10.5	769,971

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 3.7 percent in March 2022, to 9,906 units, up from 9,553 units shipped in March 2021. Commercial electric storage water heater shipments decreased 21.9 percent in March 2022, to 11,195 units, down from 14,338 units shipped in March 2021.



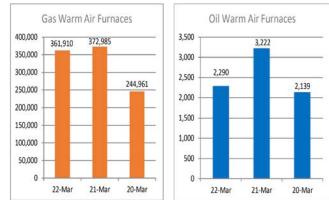
Year-to-date U.S. shipments of commercial gas storage water heaters decreased 8.7 percent, to 21,351 units, compared with 23,380 units shipped during the same period in 2021. Year-to-date commercial electric storage water heater shipments decreased 32.2 percent, to 24,983 units, down from 36,859 units shipped during the same period in 2021.

Year-to-Date				
	Mar 22 YTD	Mar 21 YTD	%CHG. (From 2021-2022)	Mar 20 YTD
Commercial Storage Gas	21,351	23,380	-8.7	22,854
Commercial Storage Electric	24,983	36,859	-32.2	39,365

. .

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for March 2022 decreased 3.0 percent, to 361,910 units, down from 372,985 units shipped in March 2021. Oil warm air furnace shipments decreased 28.9 percent, to 2,290 units in March 2022, down from 3,222 units shipped in March 2021.



Year-to-date U.S. shipments of gas warm air furnaces decreased 6.5 percent, to 964,540 units, compared with 1,031,736 units shipped during the same period in 2021. Year-to-date U.S. shipments of oil warm air furnaces decreased 14.4 percent, to 8,029 units, compared with 9,382 units shipped during the same period in 2021.

Year-to-Date				
	Mar 22 YTD	Mar 21 YTD	%CHG. (From 2021- 2022)	Mar 20 YTD
Gas Warm Air Furnaces	964,540	1,031,736	-6.5	675,250
Oil Warm Air Furnaces	8,029	9,382	-14.4	6,792

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

	Mor	nth	
Size Description (000) BTUH	2022 Total	% Change from 2021	2020 Total
Under 16.5	42,770	+10.2	33,499
16.5-21.9	89,989	+9.0 82,82	
22-26.9	189,963	+3.1	173,556
27-32.9	147,369	+1.2	140,003
33-38.9	200,863	+0.9	181,863
39-43.9	71,514	-0.2	62,087
44-53.9	101,526	-1.1	88,395
54-64.9	78,319	+3.1	65,697
65-96.9	7,952	-8.7	8,881
97-134.9	6,599	+3.1	5,884
135-184.9	4,150	+7.8	4,411
185-249.9 250-319.9	1,896 1,715	-2.5 -13.0	1,817
			1,550
320-379.9	307	-17.5	327
380-539.9	302	-23.9	363
540-639.9	307	+49.0	305
640-799.9	128	-3.0	136
800.0-899.9	63	+14.5	80
900.0-999.9	75	-7.4	91
1,000.0-1,199.9	55	+83.3	53
1,200.0 & Over	121	-12.9	112
TOTAL	945,983	+2.3	851,939

12	YT	D	
Size Description (000) BTUH	2022 Total	% Change from 2021	2020 Total
Under 16.5	110,520	+7.2	81,749
16.5-21.9	239,719 470,462	+8.2	197,174
22-26.9		+3.2	397,460
27-32.9	378,738	+9.3	307,042
33-38.9	516,224	+10.8	407,142
39-43.9	184,680	+9.7	139,407
44-53.9	265,556	+7.8	204,383
54-64.9	204,402	+11.8	154,240
65-96.9	22,025	+2.8	23,333
97-134.9	17,647	+12.7	15,796
135-184.9	11,339	+19.9	10,886
185-249.9 250-319.9	5,016 4,394	+14.4 +3.8	4,762
			3,710
320-379.9	743	-10.9	874
380-539.9	802	-5.2	993
540-639.9	739	+32.9	785
640 & Over	303	-9.6	332
800.0-899.9	164	+39.0	202
900.0-999.9	184	-2.6	274
1,000.0-1,199.9	106	+39.5	138
1,200.0 & Over	310	+15.2	289
TOTAL	2,434,073	+8.2	1,950,971

Notes and FAQs

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

1. How do my colleagues subscribe to the report?

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

2. Does this data represent shipments to the United States only or are shipments outside of the United States included? *This data represents shipments to customers in the United States only.*

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

That data is not available publicly.

4. Is historical data available in Excel?

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

5. Can I purchase additional industry data from AHRI?

No, AHRI Statistics data are not for sale.

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

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

Johnson Supply Hosts "Ducane Days" 2022

<u>Throughout the month of May, all 24 Johnson Supply locations hosted "Ducane Days." Events were well attended,</u> and customers took the opportunity to learn about Ducane's full equipment line. As a token of appreciation, they were gifted <u>the limited-edition campfire mug! Enjoy these "mug shots."</u>













Photos courtesy of Johnson Supply













Texas Air Conditioning Contractors Association GREATER SAN ANTONIO

MEMBERSHIP MEETING

Wednesday, June 22, 11:30 – 1:00 PM at Alamo Café, HWY 281, San Antonio, TX 78232

Speaker TBA



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Shafer Services Plus Announces New President, Alison Lange

Alison is one of few female leaders in the male-dominated HVAC and plumbing industry



San Antonio, TX – San Antonio's oldest HVAC and plumbing company, Shafer Services Plus, is welcoming new president, Alison Lange. For the past two years, Alison has served as Shafer's marketing leader and more recently as their interim residential HVAC manager.

Alison Lange's new role as president of Shafer Services Plus places her

among the very few women to hold leadership positions in the male-dominated home services industry. She replaces former president, Chase Anderson, who will be transitioning to a fulltime role with Shafer's parent company, Pro Plus Service Group.

"From day one, Alison has always gone above and beyond her job through her service level and ability to lead by example," said former president of Shafer Services Plus, Chase Anderson. "As I began to make preparations for transitioning fulltime to our parent description company, Pro Plus Service Group; I knew there was no better leader than Alison to chart course for the next era of one of San Antonio's oldest companies. I have seen her consistently do the right thing for our team members and our customers. She's the type of person people want to work with

and one that we're all better for knowing."

Raised in West Texas, Alison brings with her a legacy of hard work and service. She waited tables 10 hours a day to put herself through college, graduating Magna Cum Laude from Angelo State University with a bachelor of arts in Communications and an English minor-all within three years. She spent the next 25 years becoming a marketing leader in San Antonio where she has served education, tourism, culinary, literacy, health, technology, home services, government, non-profit, and corporate sectors.

Her leadership helped Shafer achieve its top two performing years in the company's 135-plus-year history. Additionally, Alison oversaw rebranding and launched Shafer Serves, a philanthropic program that has donated more than \$55,000 in equipment and services to local non-profits and community members such as Boys and Girls Clubs of San Antonio, SA Youth, Guide Dogs of Texas, military veterans, and The San Antonio Food Bank.

"I am honored to lead a San Antonio legacy organization into its next generation," said Alison Lange, president of Shafer Services Plus. "Skilled trades are vital to the success of our community and Shafer has a long history of cultivating some of the best tradespeople in our area. Their commitment to service inspires me daily to do the absolute best job I can for them and the people we serve. My favorite Shafer core value is to treat people like family-for me, it's what everything else is built upon and why Shafer will continue to be a leader in plumbing and HVAC for generations to come."

HVAC Excellence Rebrands Its Education Conference

This year, HVAC Excellence has rebranded its conference from National HVACR Educators and Trainers Conference, to National HVACR Education Conference, to appeal to everyone who is involved in the training and educating our workforce. It has long been thought that HVACR training and education only occurs in career and technical education programs. The fact is that everyone who works at a contracting firm, supply house, manufacturing facility, publishing company, school or industry organization is involved, to some degree, in training and educating the future and incumbent HVACR workforce.

With their new branding, HVAC Excellence's 2022 National HVACR Education Conference, held in Las Vegas, Nevada, attracted a large number of individuals who might otherwise have never thought of themselves as a teacher, educator, trainer or instructor. This year's conference offered over 70 breakout sessions conducted by industry-leading manufacturers, organizations, authors, online personalities, and other nationally-recognized professionals. These sessions covered a wide range of subject areas including customer service skills, teaching methodologies, new technologies, ductless split systems, recruitment, and regulatory changes that affect everyone in the industry.

This year's event also hosted an exhibition hall with over 60 booths representing all segments of our industry. The expo hall afforded all conference attendees the opportunity to meet with individuals from our partner companies and organizations to discuss hot-topic HVACR-related issues, handle new tools and equipment, see product demonstrations and network with other likeminded industry professionals.

To learn more about HVAC Excellence's 2023 Education Conference, visit escogroup.org and click the conference link. We look forward to seeing you in Las Vegas, March 20-22, 2023.

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UPCOMING MEPO MEETINGS

June Presentations Carol Longacre of Service Roundtable/Nation MEPO Members are Free Basic members of Service Roundtable and can get free money thru the rewards program Plus additional Benefits at no Cost

Oklahoma City Lunch meeting Wednesday June 8th 11:30am

Charleston's 2000 S. Meridian

Tulsa Lunch Meeting Thursday June 9th 11:30am OK Joe's BBQ 6175 E. 61st St (use the back door)

Tulsa Monthly Dinner Date Bring your Spouse or Guest This month will be at Outback Steakhouse 4723 S. Yale Thursday June 2nd 6:30pm This is a Social Meeting

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



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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

WinSupply DFW 1st Annual Contractor Summit

WinSupply DFW held their first Annual Contractor Summit at Globe Life Field in Arlington TX on Wednesday April 27th. They hosted approximately 150 people (mostly contractors and vendor partners).

The company President Troy Drinkard, and Sales Manager Chad Fink presented on a variety of topics including new products for 2022. Two major new product lines are Bosch inverter ducted systems, as well as Maytag brand Unitary equipment. A few key vendor partners addressed the audience before a couple hours of mingling with vendors while enjoying refreshments. They came back together to draw about 15 lucky winners of various giveaways provided by the vendors. The grand prize was a 2022 650 Can Am 4X4 ATV with all the bells & whistles.

The day was topped off with enjoying food & drink while watching the Rangers battle the Astros in luxury suites.









Photos courtesy of WinSupply

SPX Cooling Technologies, Inc. Announces Price Adjustment Effective Immediately

Overland Park, KS – SPX Cooling Technologies, Inc., a full-line, full-service industry leader in the design and manufacture of evaporative cooling systems and industrial refrigeration products is increasing prices effective immediately for Marley®, Recold® and SGS Refrigeration brand products to offset commodity increases.





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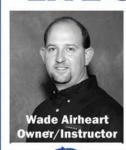
Contractor Benefits:

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2022 REMAINING CLASS SCHEDULE

Abilene Austin/RR	Aug 20 Jul 16, Nov 12		In-person TACCA
Beaumont	Sep 9		Members
Burleson	Aug 27		\$159 \$0
Corpus	Aug 27		Nonmembers
Denton	Oct 1		\$159
Harlingen	Oct 1		
Houston	Jun 11, Jul 16, Aug 13,		
	Sep 17, Oct 15, Nov 19, De	ec 3	
Hurst	Jun 11, Jul 9, Aug 13,		
	Sep 10, Oct 22, Nov 12, De	ec 3	
Lubbock	Sep 15		
San Antonio	Aug 6	0	Online Rates
Waco	Jun 11, Oct 1	N	1embers \$39
		Nor	nmembers \$59

Texas Air Conditioning Contractors Association

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

HARD

HARDI Distributors Report 26.7% Percent Revenue Increase in March

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 26.7% percent during March 2022.

The average annual sales growth for the 12 months through March 2022 is 25.3% percent.



"The extraordinary sales growth during the first three months of the year was helped by easy prior year comparisons and the extraordinary price increases that have been passed through," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The first quarter is the low season of the year. It will be interesting to see if the annual sales growth will still have a 20-handle at the end of the seasonally important Q2."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 42 days at the end of March 2022. "The March 2022 DSO is comparable to March 2021. This rate is considerably better than the pre-pandemic norm for March in the 48-day area," said Loftus.

"The TRENDS performance during the past year has tracked the rapid economic recovery. We expect economic growth to be cooling this year," said Loftus. "Consumer Sentiment is down, inflation and mortgage rates are up. The sales growth at Building Materials and Supply retailers is slowing and our TRENDS annual sales growth has a strong tendency to follow the performance of that group."

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.

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Pete Jennings - Ft Worth & West Texas 817-291-1470 pete@apexsalesgroupllc.com

Mike LeProhon - Dallas & East Texas 909-913-1572 mike@apexsalesgroupllc.com

Robert Mills – Houston & South East Texas 832-833-2025 robert@apexsalesgroup.com Micah Pack – Austin, San Antonio & South Texas 214-604-3317 micah@apexsalesgroupllc.com

> Any Distributor that would like this training at one of your locations, we would be happy to accommodate that request as well.

TACCA Greater Houston Annual Clay Shoot

<u>TACCA Greater Houston held their Annual Clay Shoot "Shotgun Shells and Crawfish Tails" at Texas Premier Sporting Arms complex</u> <u>in Sealy TX on May 13th. The event was a skeet and trap shoot competition with a crawfish lunch and great prizes.</u>

















815 Ave 0 @9th Street San Leon, TX 77539 Lines in water at 5:30 am

Max 3 Anglers per Boat Bait included Guides Provided Weigh-in starts at 11 am

- Check in at weigh-in by 12pm
 <u>NO EXCEPTIONS</u>
- Bring your drinks/snacks for boat
- Cash Bar during awards
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REGISTRATION REQUIRED - BOAT AVAILABLITY IS LIMITED

HEAVIEST STRINGER INCLUDING: ONE LEGAL REDFISH IN YOUR 5 FISH STRINGER TOTAL.











CALENDAR OF EVENTS

JOHNSTONE SUPPLY

JUNE 2022 TRAINING CALENDAR

The Petit Group

For info call David Pena at (210) 829-1934 ext. 152 or email david.pena@johnstonesupply.com Broadway - 9311 Broadway Suite 200

DATE	DAY	ТІМЕ	LOCATION	CLASS	REG. CODE	Price
14-Jun	Tue	8:00am - 4:30pm	Broadway	TDLR CE For State HVACR License Renewal	605-115	\$135
15-Jun	Wed	8:00am -10:00am	Broadway	Fieldpiece - Vacuum Pump and Recovery Training	605-105	Free
16-Jun	Thu	8:00am - 4:30pm	Broadway	ESCO EPA Section 608 Review & Exam	605-101	\$175
16-Jun	Thu	1:00pm - 4:30pm	Broadway	ESCO EPA Section 608 Exam Only	605-102	\$95
29-Jun	Wed	8:00am - 10:00am	Broadway	Rectorseal Surge Protection and VRM Training	605-105	Free

We recommend customers follow Covid-19 Safety Guidelines.

Please do not attend if you are sick, coughing, sneezing or running a fever.

Classes are limited to <u>15</u> persons for your protection as well as other attendees & employees.

WE RECOMMEND ALL ATTENDEES WEAR MASKS AT ALL TIMES DURING TRAINING.

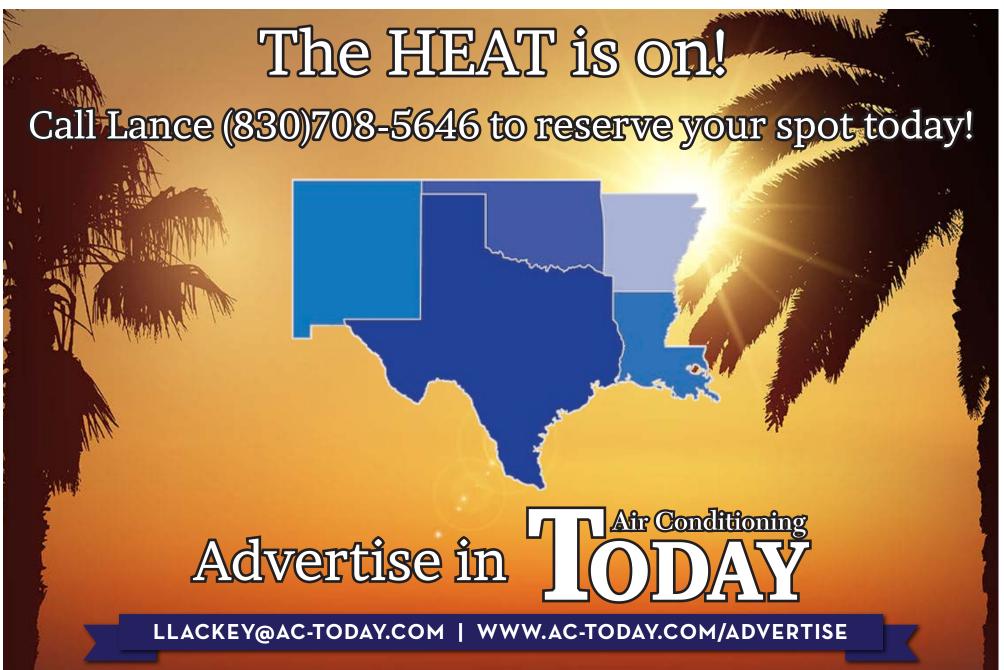


MEETING PLACE

:The Refrigeration Association of San Antonio will continue to meet on the third Thursday of every month at the Beethoven Mannerchor Hall, 422 Pereida and South Alamo Streets. There will be an education session for everyone in attendance after the business meeting. Anyone in the HVAC/R industry may attend the meeting at no charge and take advantage of the information and presentations.

Any and all HVACR technicians may also attend and meet with any attending prospective employers prior to the business meeting at Beethoven Mannerchor, 422 Pereida.

Beethoven is now providing daily meals, so if you desire to purchase a meal, do so as soon as youget to the meeting. They sell out pretty quick. Thursday: Bratwurst (\$6), Reuben sandwiches (\$7), Leberkäse (\$7), Goulash (\$7), and Bavarian soft pretzels (\$3; German beer-cheese sauce \$1 extra)



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

<u>2. FREE:</u> 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.

<u>3. FREE:</u> 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.

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

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

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