

Distributor Excellence Award from Oxbox



Ronald Dingler President of Solar Supply and Michael Odum with Oxbox.

Women in HVACR 2022 Texas Regional Meeting



Pictures on page B10.

Johnstone Supply San Antonio Petit Group Baseball Night



Pictures on page B7.

Efficiency Requirements for Residential Central AC and Heat Pumps to Rise in 2023

Beginning in 2023, all new residential central air-conditioning and air-source heat pump systems sold in the United States will be required to meet new minimum energy efficiency standards. The most recent minimum energy efficiency standards for these equipment types went into effect in 2015, and for the first time, separate standards were set for cooling central air conditioners sold in the northern parts of the United States and those sold in the southern parts. The new standards continue to set different cooling efficiency levels for air conditioners in the south, and they also require an increase in the heating efficiency of all air-source heat pumps.

The Energy Policy and Conservation Act (EPCA) of 1975 first gave the U.S. Department of Energy (DOE) authority to develop, revise, and implement minimum energy conservation standards for appliances and equipment. EPCA requires DOE to periodically amend energy conservation standards for certain equipment, but only if the

amendments are energy-saving, technologically feasible, and economically justifiable.

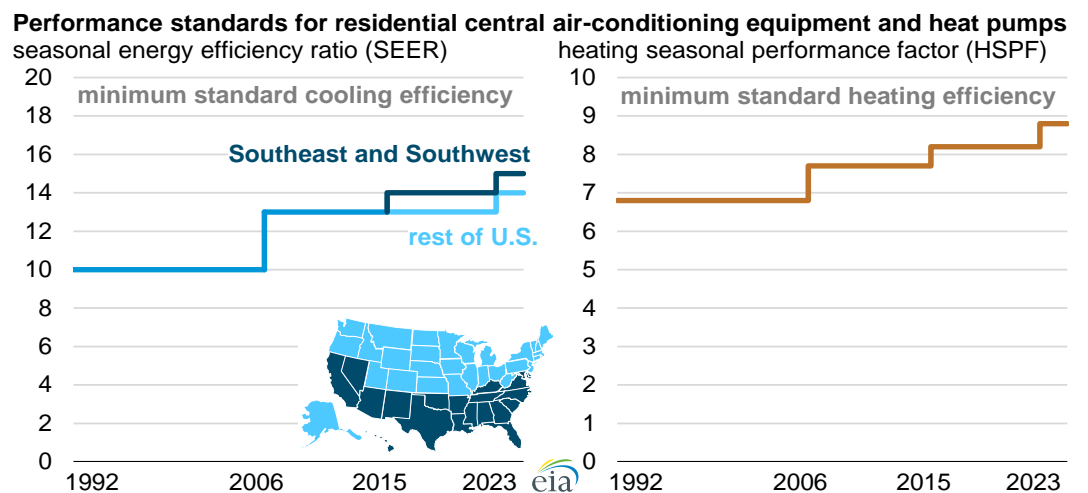
The National Appliance Energy Conservation Act of 1987 established the first minimum efficiency requirements for central air-conditioning and heat pump equipment sold in the United States. These standards went into effect in 1992, and later updates went into effect in 2006 and 2015.

The new standards effective in 2023 require a seasonal energy efficiency ratio (SEER)—a measure of a system's cooling performance—of no less than 14

SEER for residential systems in the northern part of the United States and 15 SEER in the southern part of the United States, where cooling loads are a larger share of home energy use. Higher SEER ratings indicate more energy-efficient equipment.

In addition, the new standards require an increase in the heating efficiency of air-source heat pumps—measured by the equipment's heating seasonal performance factor (HSPF). The minimum HSPF will be 8.8 HSPF compared with the 8.2 HSPF required by the current standard that went into effect in 2015.

The U.S. Energy Information Administration's (EIA) 2015 Residential Energy Consumption Survey (RECS) estimates that 76 million primary occupied U.S. homes (64% of the total) use central air-conditioning equipment, and about 13 million homes (11%) use heat pumps for heating or cooling. When defining the new standards, DOE calculated that, in total, households using central air conditioners or heat pumps will collectively save \$2.5 billion to \$12.2 billion on energy bills during the 30-year period following implementation of the standards.



Source: U.S. Energy Information Administration, <https://www.eia.gov/todayinenergy/detail.php?id=40232#>

Winsupply's Regional Distribution Center Grand Opening in Oklahoma City

Dayton, OH – Winsupply's strategic and rapid growth continues with the grand opening of its sixth regional distribution center (RDC), located just south of Oklahoma City, Oklahoma.

On June 8, Winsupply held its grand opening for the nearly 320,000 square foot center, located just south of Oklahoma City at 9440 S I-35 Service Rd. Moore, OK 73160.

"Our sixth RDC will allow us to serve our local companies in the south-central part of the U.S. with

one-day service," said Eric Roush, Winsupply Vice President of Supply Chain. "When completed the new RDC will provide primary service to about 130 local companies in Arkansas, Missouri, Kansas, Louisiana, Oklahoma, and Texas."

This newest RDC continues to expand the infrastructure and support to Winsupply Local Company entrepreneurs creating up to 65 new jobs in the Oklahoma City area.

SEE WINSUPPLY PG.2

WWW.AC-TODAY.COM

HARDI Southwest Regional Conference 2022



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The Oklahoma City RDC will join the other five Winsupply RDCs located in Dayton (OH), Denver (CO), Middletown (CT), Richmond (VA), and Jacksonville (FL).

The Winsupply Family of Companies has collective sales of more than \$5.5 billion and is a wholesaler-distributor of plumbing, industrial pipe, valves and fittings, heating, ventilation and air conditioning, electrical, waterworks and other supplies to contractors in 45 states.



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Product News

Air Pros USA Strengthens Presence in Texas by Acquiring 120 Year Old Dallas Plumbing Company

Dallas, TX – Fort Lauderdale-based Air Pros USA announced the acquisition of Dallas Plumbing Company, a leading family owned and operated HVAC and plumbing business that has been proudly serving home and business owners in the Dallas/Fort Worth area since 1903. Dallas Plumbing Company will continue to provide the same excellent customer service with the technicians, installers and staff the community has come to know.

Led by four family generations, Dallas Plumbing Company specializes in plumbing, air conditioning, and heating solutions. Under the new partnership, the company's high standards and dedication to customer service will continue in over 150 zip codes in the Dallas, Collin and Tarrant County regions with 100 trucks and employees.

"It is not a small achievement to last over 100 years in the industry. Dallas Plumbing Company has kept a strong, loyal fan base in the area because they have never compromised quality for their customers and we are thrilled to make them a partner," said Anthony Perera, Founder and Chief Growth Officer of Air Pros USA. "With our philosophy to always put customers first, Air Pros USA will continue to honor the legacy and commitment to customers

that the Dallas Plumbing Company has created."

As an Air Pros USA Company, Dallas Plumbing Company will benefit from full operational and sales integration with the Air Pros USA platform to leverage expanded resources and continue building upon the company's 120 years of dedication to service excellence.

"Dallas Plumbing Company helped build Dallas up and never stopped growing together with the city," said John Downs, president of Dallas Plumbing Company. "Air Pros USA presents the next opportunity for our company to elevate its resources and remain the premier choice for home service needs in Texas."

This is Air Pros USA's second acquisition in Texas, previously acquiring Dallas-based Blue Star Heating and Air in 2019. Through the Dallas Plumbing Company acquisition, Air Pros USA expands its national growth with over 550 vehicles, 600 technicians and staff, and a customer base of over half a million. Air Pros USA operates in eight states and more than a dozen metro areas including Miami, Orlando, Dallas, Atlanta, Colorado Springs, Mobile and Spokane.

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

Aspen Manufacturing Introduces LEM Series High-Efficiency, Multi-Position Aluminum Coil 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 LEM Series high-efficiency, multi-position, aluminum coil air handlers.

The LEM 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 LEM 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. All LEM Series models are backed by a 10-Year Limited Parts Warranty with registration.

When properly installed and tested in accordance with ASHRAE standard 193, the sturdy, fully insulated galvanized steel cabinet offers less than 2% cabinet air leakage. A factory-provided knockout for duct return is standard on

all LEM Series models, and all feature an easy access door for coil cleaning.

All LEM 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 reliability. Rail-mounted blowers allow easy removal during service and routine maintenance by HVAC technicians. An electronic control board includes a blower time delay to maximize heat/cool extraction and offers an integrated fuse for additional protection.

A high efficiency, all-aluminum coil with rifled tubing and enhanced fins allows maximum heat transfer on all LEM 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. LEM 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 information, visit www.aspenmfg.com or email Info@AspenMfg.com.

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Marketing is Personal

Your customers want to feel special. In interactions with you, they want the conversation to be focused on their needs and concerns. When you can communicate that focus in your marketing campaigns, with a little personalization, you have an opportunity to attract the attention of prospective customers.

With so much business conducted remotely and online, sometimes it feels as if we have lost that “personal touch.” But it doesn’t have to be that way. Companies willing to invest in getting to know a little bit more about customers and prospects can build a competitive advantage using marketing personalization.

What is personalization?

Personalization is a catch-all term for understanding the demographics, behavior, and motivation of your customers and using that data to create marketing on every

platform from social media and email to direct mail and one-to-one selling.

Start with a name

If you want people to feel special, use their name to transform impersonal marketing into personalized marketing. For example, when you send an email to your entire database add the person’s name or a relevant fact about them to the email subject line to increase response rates.

I am not suggesting sending an individual email to each of the hundreds or thousands of people on your list. Instead, take advantage of the personalization tags available from modern email tools.

If there are 10 or more emails in my inbox, I am going to naturally see my name first. It is human nature. Once I see my name, I am more likely to open that email. This little bit of marketing personalization will dramatically increase

the engagement rate with your email.

Of course, you must have the first name in your database to make this work. That means you may need to rethink some of your landing page forms. You don’t need to add fields for address, phone, and the name of their pet, but a field to collect first names is vital.

This same field can be included in the body of an email so you can add a friendly greeting once they open the email too. Instead of an impersonal “greeting” they will see Hi Lorraine!

Use what you know

This second level of marketing personalization requires you know a bit more about your audience. This strategy is not weekly newsletters, but a more focused communication like an annual reminder to renew a service contract.

Which of these do you

think will be more effective?

“Hi, your service contract will expire soon.” Or “Hi Mary, Your furnace service contract will expire on 9/30/2022.”

Obviously, the one with more specific information seems more legitimate. It feels as if you looked up my record and took the time to send a personal note. As a result, the customer is more likely to take action.

To make this work you need to have specific data like the type of contract and the renewal date loaded into your contact list. But once you do, it is easy to send reminders at just the right time.

Track personal details

Beyond email, you can make phone calls and in-person meetings by recording little details in your CRM. After every conversation, make a quick note about some of the small talk, names of kids, where they went on vacation. Then, the next time you chat, even if



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.

it is a few months later, you can pick up where the conversation left off.

Take time to learn more about your customers and use that data to make them feel special.



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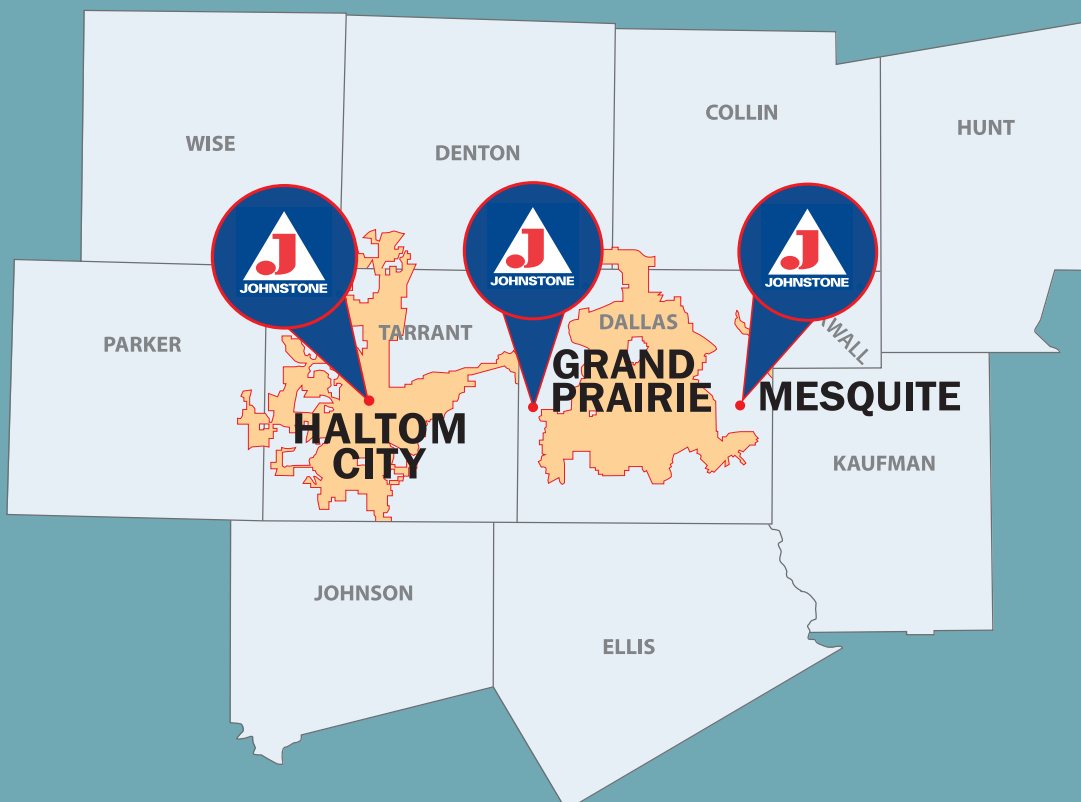
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Northshore Technical Colleges and Baton Rouge Community College Granted HVAC Excellence Accreditation

Hammond Campus and Sullivan Campus for Northshore TC

HVAC Excellence is pleased to announce that the HVACR training program at Northshore Technical College (Hammond Campus) in Hammond, Louisiana and Northshore Technical College (Sullivan Campus) in Bogalusa, Louisiana have been granted accreditation, as well as Baton Rouge Community College in Baton Rouge, Louisiana.

What is Programmatic Accreditation

Programmatic accreditation, is an independent, third-party review of an educational program, comparing it to established, industry-accepted standards. These standards are designed to ensure that the future workforce receives the quality training required for success in the HVACR industry.

To pursue this accreditation, they completed a detailed, comprehensive self-study, that demonstrated compliance with each of the required standards. The self-study was then sent to HVAC Excellence, where an accreditation review board thoroughly assessed the submission.

The accreditation review board, having approved the self-study, sent a team to conduct an intense, onsite review of the program. The onsite team was tasked with validating compliance with all the established standards and the



Pictured: Sarah Barlow, Michael Aquillard, Jayson Purdy, James Crisp, Lem Palmer, Brandy Tyson

accuracy of the self-study. The onsite team consists of two members, one who has served as an HVACR instructor, the other as a school administrator. They are seasoned professionals, that possess the knowledge, training, and experience to successfully evaluate every aspect of an HVACR program.

Upon a thorough review of all the documentation presented by the administration, faculty, and the onsite accreditation team, the HVAC Excellence accreditation

review board unanimously decided to grant accreditation of the program.

Benefits of Programmatic Accreditation

As a nationally accredited institution, the following benefits can be realized. They can assure prospective students and employer partners that the program has met or exceeded national standards and has the resources and administrative support to professionally train the workforce. This helps enhance student placement and employer satisfaction, and may lead to advanced placement opportunities with major employers in the HVACR industry such as Johnson Controls, Carrier Commercial, SIEMENS, and EMCOR. In addition, through an articulation agreement, graduates of the program may qualify for advanced placement in the United Association's Department of Labor approved apprenticeship program.

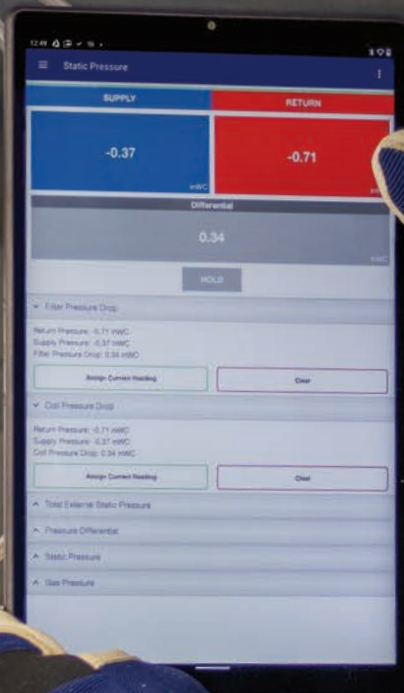
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It's On My Heart: 10 Lessons from Bill Porter

Want to start a multiple-month series, with the above title. This story tugged at my heart, and it is all true, the best kind to story.

Bill Porter was a door-to-door salesman for over 40 years for Watkins products. He went thru Portland Oregon neighborhoods selling spices, oils, almost any product that you would need around the home. This was before Amazon. Born with cerebral palsy, Porter's background and work was brought to the public's attention in 1995 when an Oregon-based newspaper published a series of feature stories about him. But I want to start with Bill Macy.

William H Macy (an actor: Fargo, Shamless) was in a hotel in LA arguing with the concierge when someone delivered an 8-minute video of a newscast about Bill, he went from frustrated to tears in minutes. Showed that video to his wife, she cried, he showed

it to his writing partner, he cried. They had to put this story together. They first shopped it to TNT, who turned it down, HBO picked it up, then cancelled the film. TNT came back, that is where it became life.

So an amazing start to an amazing story. I based this article on a book written by Shelly Brady, his personal assistant for over two decades, Ten Things I Learned From Bill Porter. She started working for Bill while still in high school, a 17-year-old girl who answered an ad he had placed with the school looking for a delivery person. Years later, she has finished college and had her first child when Bill called again, his delivery person had quit, he was seeing if she could return and help him out. She did and stayed over 20 years.

Here are some highlights in Bill's life, told by Shelly. On his 66th birthday he received an achievement award from the National Council on

Communicative Disorders, based on the history he had selling Watkins products. Bill and Shelly spoke to 7600 of the best insurance sales reps from 56 countries, got a standing ovation. 20/20 did a segment highlighting his life and how he overcame obstacles in his path. Shelly got the call from William H. Macy's assistant telling her that they wanted to fly to Portland Oregon to meet Bill personally before filming his story. Shelly tells of relaxing at a pool in Palm Springs after another speech her and Bill gave to a packed convention crowd. In every one of these moments Shelly asks, it this the moment Bill had dreamed of all his life. He would say no. When asked that question, that moment came when Bill would knock on a door of a home that had told him to never come back, no, not ever. And the 4th or 5th time they finally open the door to listen. Then the 9th or 10th visit they take a catalogue. Shortly

after, they buy a bottle of vanilla, maybe just that one bottle. But that is the moment he had dreamed of his whole life.

Bill was born September 9th, 1932. There was no notice of a problem at first, but soon his parents realized he had physical problems. His left hand was always clasped tightly, they would spread his fingers out, only to see them clutch back again almost immediately. His back was stiff and arched, he did not have the strength to sit up and move across the floor, just did not develop as a normal infant should. Their family doctor recognized the symptoms of cerebral palsy, possibly due to forceps used in his long delivery. His brain was partially damaged, the part that controls movements and speech. His parents never gave up, they said he was a gift from God and decided to help him grow and mature in every way they could.

SEE HINSHAW PG.14



Jim Hinshaw

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

Jim Hinshaw, Vertical Market Manager, HVAC for Service Nation. Jim works with hvac and plumbing companies of all sizes, Service Nation has members from 2 man shops to several hundred. We help our members improve sales and profits offering employees a career path and strong financials, enabling owners to work on the business instead of in the business.

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

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

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HINSHAW con't

Bill's mom and dad both dedicated their lives to helping Bill move from adolescent to adulthood. Bill's dad was doing well as a salesman, but that required lots of travel, so he quit to help out his wife Irene. They both ended up working for a school for children with cerebral palsy, which allowed them to treat Bill daily.

Bill's dad passed away in 1962, leaving Bill and his mom alone. Bill realized he needed a way to help provide for the family. One of his early attempts at a career was to cut out photos from a Sears catalogue, go thru the neighborhood and see what people wanted to buy, then buy that item, and deliver it, adding a couple of dollars for his trouble. He soon understood he would

need a better plan for a career. Not long after his mom was diagnosed with Alzheimer's, he was now on his own.

He answered an ad for selling Watkins products door-to-door in Portland. The first interview did not go well. They noted that he had a bad limp and a weak left arm, the job required him to walk 8 miles a day. He would not take no for an answer, one of the great attributes of a successful salesperson. When he pressed, the Watkins people gave him a terrible territory, one the other reps had turned down. He got assigned the worst part of Portland, where most of the homes were boarded up, the ones that weren't boarded up usually had drug dealers living in them. A tough place to start

selling. But sell he did, worked that territory for years, turned it into a route that enabled him to sell with the best reps in the area. Which got him the chance to get a better route, which enabled him to become the number one Watkins salesperson for the entire company. Still carrying the heavy case with samples, still walking almost 10 miles a day, typing up the orders by hand on a typewriter, doing it all without the help of electronics or a team of support people.

You will hear about tenacity and perseverance, about how he manages to get things done that are amazing. How he worked past setbacks that derail most of us. We'll start next month with the 10 lessons, come back, and be blessed.

Johnstone Supply Houston National Winner

In conjunction with our monthly flyer, twice a year Johnstone Supply holds promotions in the fall and the spring. This year's spring contest was the Adventure Ready Promotion consisting of a chance to win a national, regional, or local prize. The national prize was a 2022 Airstream® Basecamp 20X

travel trailer.

Our customer Jesse Massay won the national prize out of our Conroe location. Jesse was so excited and in shock when he received the call from us notifying him that he was the national winner! We are beyond excited that it was one of our customers who won this national prize. We

would also like to highlight that we had 10 local winners, one winner per branch. The local prize was a Johnstone Supply swag pack.

Stay tuned for Johnstone's October flyer, it's one promotion you won't want to miss!

Below are a few of our local winners:



Below are photos of the national winner:



The next Air Conditioning and Refrigeration Contractors Advisory Board meeting is scheduled for **Wednesday, August 24, 2022 at 10:00 a.m.** The meeting will be held via videoconference and will be viewable on TDLR's YouTube channel. Sharing of pre-recorded audio or video is not allowed during the public comment period. When the agenda and staff reports are available, they will be posted online.

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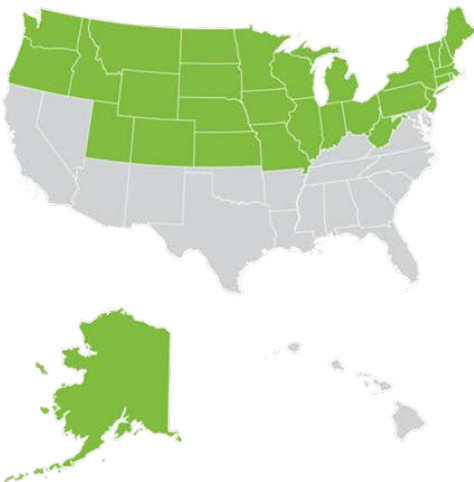
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65,000 BTUH OR LESS	
Split Air Conditioners	14 SEER
	13.4 SEER2
Split System Heat Pumps	15 SEER, 8.8 HSPF
	14.3 SEER2, 7.5 HSPF2

IN THE SOUTHEAST



Units Installed After December 31, 2022

MINIMUM EFFICIENCY FOR UNITS INSTALLED IN THIS REGION	
45,000 BTUH OR LESS	
Split Air Conditioners	15 SEER
	14.3 SEER2
GREATER THAN 45,000 BTUH	
Split Air Conditioners	14.5 SEER
	13.8 SEER2
65,000 BTUH OR LESS	
Split System Heat Pumps	15 SEER, 8.8 HSPF
	14.3 SEER2, 7.5 HSPF2



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Johnson Controls Invests \$7.5M into Automation Equipment at Commercial HVAC Plant in Oklahoma

The 900,000-square-foot facility in Norman, Oklahoma now features seven new pieces of automation equipment to increase capacity and improve assembly productivity



Milwaukee –Johnson Controls completed a major \$7.5 million investment into new automation equipment at the company's commercial HVAC manufacturing plant in Norman, Oklahoma. The new equipment will increase capacity, while improving product quality, safety, and assembly productivity at the 900,000-square-foot facility, known as Johnson Controls Rooftop Center of Excellence.

"Johnson Controls is committed to surpassing our customers' expectations through the continuous improvement of our manufacturing plants and investment into our product lines," said Doug Schuster, Vice

President & General Manager, Global Ducted Systems, Johnson Controls. "We continue to invest in the improvement activities at the Norman facility to modernize and expand the plant, automate the manufacturing process, improve safety for our employees and ensure our products are built to the highest quality standards possible."

The new automation equipment includes the following:

- **Punch and Roll Forming Machine:** A new punch and roll forming machine will produce all base rails from coils to finished product in one process, supporting Select and

Premier commercial rooftop units. This all-in-one machine will take approximately 45 seconds of cycle time per rail, resulting in productivity gains and reduced material handling, while giving the operators an ergonomically sound process for fabricating rails. The machine also features kitting capabilities, which increases speed and reduces human error.

- **Robotic Press Brakes:** Three new robotic press brakes have been installed at the facility. The robotic arm in each machine moves parts to and from the press break before being placed on an exit conveyer. Three of these machines can be operated by one operator, resulting in productivity gains, improved quality and repeatability.

- **Turret Laser Machines:** Two new turret laser machines will punch and cut sheet metal for three newly installed assembly lines. Each machine features an eight-shelf loader for raw materials and finished parts, a 220-tool automatic tool changer and a part sorter. These machines will support growth plans by increasing capacity, providing redundancy for the laser cutting process and improving sorting productivity.

- **Auto Brazers:** The new auto brazers will increase output of fin and tube coils for large

rooftop units and address the new coil lengths being introduced on future products.

The new equipment will increase facility capacity and streamline the manufacturing process, making employees jobs safer and more efficient, but jobs will not be impacted.

The most notable expansion of the 50-year-old Norman facility was in April 2019. It now features nearly 400,000-square-feet of incremental laboratory and manufacturing space, which includes a two-story, 52-foot-high testing lab roughly the size of one-and-a-half football fields. The extensive laboratory allows Johnson Controls to conduct on-site development, regulatory compliance, performance, safety, and reliability testing, including the ability to test a 150-ton rooftop unit in climates ranging from -30°F to 130°F. The 2019 expansion also included renovations to more than 150,000-square-feet of office and meeting space. Today, the facility manufactures commercial HVAC systems for Johnson Controls, YORK®, TempMaster®, Luxaire®, Coleman® and Champion® brands.

To learn more Johnson Controls rooftop units, visit www.johnsoncontrols.com/hvac-equipment/rooftop-units.


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Overland Park, KS – SPX Cooling Technologies, Inc., a full-line, full-service industry leader in the design and manufacture of evaporative cooling systems and air-cooled heat exchangers, is commemorating the 100-year anniversary of its Marley brand, a name synonymous with the development and advancement of energy-efficient and sustainable evaporative cooling towers and components. SPX Cooling will celebrate this milestone throughout 2022 with a company timeline, video history, and events for employees, alumni, representatives and customers.

“We are excited to honor the Marley Company founders who have fostered a long-standing culture of curiosity, drive and inventiveness throughout our company,” said Ankush Kumar, President, SPX Global Cooling. “We’re also happy to celebrate the next century of Marley, where we continue to be built for quality, powered by innovation, and committed to sustainability.”

Over the past 100 years, the Marley spirit of entrepreneurialism and invention has fueled the organization. Today, SPX Cooling Technologies holds over 200 U.S. patents for evaporative cooling systems and components.

“Our founders were young engineers and manufacturer’s representatives who listened intently to their customers and quickly began improving upon existing products to provide better industrial cooling solutions,” stated Kumar. “Today, we still consistently look for input from our customers and use their needs to develop new products.”

The Marley brand traces its history to the formation of the Power Plant Equipment Company in Kansas City, Missouri in 1922. By the mid-1920’s, founders L.T. Mart and Chester Smiley had patented new spray nozzles and spray pond inventions, and combined elements of their last names to identify these inventive products as the “Marley” brand. In 1928 the Marley Company was incorporated. The company was acquired by SPX Corporation in 2001 and today is known as SPX Cooling Technologies.

“Over the next several years, we have a strategic path to double the size of our business in cooling, which will come from expansion of our product lines through innovations in R&D as well as acquisitions,” added Kumar. “We will continue to build on our future as we celebrate our historic past, and work on meeting the needs of our customers along the way with sustainable innovations.”

To learn more about the history of Marley cooling towers and components, see the brand’s interactive timeline and watch centennial videos, visit <https://www.spxcooling.com/centennial>.



AHRI, Alliance Seek Senate Support for Kigali Amendment

Arlington, Va. – Leaders of member companies of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) and the Alliance for Responsible Atmospheric Policy today issued a letter to the leadership of the United States Senate urging expeditious action to ratify the Kigali Amendment to the Montreal Protocol. The Amendment, approved in May by the Senate Foreign Relations Committee, is currently awaiting floor action. The Kigali Amendment provides for a global phasedown of hydrofluorocarbon refrigerants, an action AHRI and its 320 HVACR and water heating manufacturers have sought for more than a decade.

The letter informed Senate Leaders Chuck Schumer (D-N.Y.) and Mitch McConnell (R-Ky.) that ratification “will secure a position of strength for American companies in a highly competitive global market for next-generation refrigerant technologies by creating new U.S. manufacturing jobs and stimulating further investment in the U.S. economy.” It noted that “failure to ratify would close these markets to U.S. manufacturers after 2023 because the Montreal Protocol prohibits trade with countries not party to [it] or its amendments.”

If the Amendment is ratified by the Senate, the United States will join some 129 other nations as full parties to the treaty, approved in October 2016, with the United States as a signatory.

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When It's Time to Hang Up the Six-Shooters

There comes a time in every owner's life when he or she begins thinking about getting out of this business and retiring—or doing something altogether new and different (like opening a French restaurant that specializes in escargot in Big Lake, Texas). (And if there IS a French restaurant that specializes in escargot in Big Lake, I apologize!)

And that's when you discover that getting rid of one of these HVAC businesses is a lot harder than starting one!

If you are the original owner of your business, you probably started your "baby" in an entrepreneurial seizure. You suddenly realized one day that you could do an HVAC business and make a lot more money than you were as a service tech slaving away for some other fat cat. (Yeah, you were naïve then!) So you quit your service tech job at Big Bubba's Heatin'

and Air and started your own financial empire.

Remember those days? Exhilaration! Euphoria! Wow, is this being-your-own-boss-thing great or what?

Then the shock of the daily grind set in. And the fun went away. Now you had a job, like you had before, but now you had the worries of ownership to go with it. And it got to be less and less fun.

Employee issues (as you grew and added people—people who did not think and act like you did or always have the best interests of the company in mind). Government rules and regulations. Taxes. Insurance headaches. Taxes. Butt-headed customers. Taxes. The list goes on.

So here you are 30 years later thinking, "It's time to hang up the six-shooters and retire as marshal of this town."

Except it ain't that easy.

Did I mention taxes?

There is a whole slew of tax issues to deal with. To say nothing of family issues (if you are lucky enough to have an unsuspecting son or daughter to pass it off to). Or employee issues. Or setting a fair price for the business. Or finding a qualified (that is, cash-loaded) buyer. Tax issues again (like estate taxes and inheritance taxes)—heck, you paid all kinds of taxes as you were growing this puppy, and now you have to pay even more to get rid of it? (And if not you, your successors, especially your offspring.)

I find that all too often, owners wait too late to begin their transition planning. They think they can sit down on July 1, draft a plan, and walk away by the end of the year.

It just ain't that easy!

I recommend you being your retirement and exit plan at least **five years before you lock the door for the last**

time. Any less than that, and something will not be done correctly and you (or your heirs) will pay dearly for it.

So why does it take five years to prepare? There is so much to do!

(1) Deciding who you want to sell it to. A qualified son or daughter? (Or an unqualified one?) Another dealer? A consolidator? (What makes you think they would even want to look at you?) An employee? A group of employees? If an internal buyer, how are you going to transfer power? Gradually or all at once? And should you buy an insurance policy to fund the transition?

How are you going to ensure that the employees embrace and respect the authority of the new owner? What safeguards can you put into place now to protect your company's good name and reputation and armor plate your company's good will?

(2) Deciding what you want to sell it for. To do this, you really need the advice of a qualified business valuation expert (not a CPA, banker, or insurance broker). Such folks are not cheap, but they can easily pay for themselves 10 times over by setting a price that is right. And most valuation methods that dealers common choose when they go it alone are terrible.

(3) Deciding when you want to walk away. Pick a date on the calendar and then honor it.

(4) Deciding how you want the deal financed. Do you want the buyer to provide all the funds himself? Will you finance it in part or whole? If so, what type of collateral will you require? And what if it fails and you have to step back in and take over again?

(5) Deciding what you want to do when you hang up the Colts on the peg by



Richard Harshaw

your door. Sadly, most men who retire with no plan for activity other than doing nothing end up dead within a few short years of retirement. People who plan an active retirement—either with travels, community service, a hobby—live much longer and have much greater joy in life as they near the Final Call.

So, if you want to quit by 2027 but have not started your plan yet, good luck. You'll need it. But if you plan on getting out after 2027, start your plan NOW. It will make that day so much more enjoyable!

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

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Product News

Oxbox® 14 SEER Air Conditioner

Endorsed by Trane, Oxbox® air conditioners have been tested to perform even in the hottest climates, with equipment that is quiet, dependable, and affordable. Oxbox® provides affordable quality residential heating, ventilation, and air conditioning (HVAC) equipment for single-and multi-family customers seeking a durable and reliable solution. Your customers can be proud to offer price-competitive equipment that is less expensive than mid-tier or premium offerings.

The Oxbox® 14 SEER Air Conditioner is complete with a sleek compact design and small footprint, ideal for homeowners with limited yard space. Units operate quietly, with a maximum sound level of 76 decibels and the 24V lowvoltage control provides added safety.

14 SEER Air Conditioner (J4AC4):

- Oxbox 14 SEER units are available in R410A models only
- 1.5 – 5 ton models available
- Painted, galvanized steel cabinets resist rust and stand up to weather



- The compact design and small footprint are ideal for homeowners with limited yard space
- Units operate quietly, with a maximum sound level of 76 decibels
- 24V lowvoltage control provides added safety

Carrier Introduces Two-Stage Air Conditioner and Heat Pump Ahead of 2023 DOE Minimum Efficiency Regulation Changes

Carrier continues introduction of 2023 regulation-compliant equipment under its #2023READY initiative in advance of industry changes

Indianapoli - Carrier introduced its redesigned Performance™ series 17 two-stage air conditioner and Performance™ series 17 two-stage heat pump that are compliant with the upcoming 2023 Department of Energy (DOE) minimum efficiency requirements. In addition, these two products have been tested under the new 2023 test procedures and have SEER2, EER2 and HSPF2 ratings published. In the South Region, any air conditioning unit that does not meet the new requirements cannot be installed as of January 1, 2023. Fines for installing non-compliant air conditioners can be as high as \$503.00 per unit. Carrier is pleased to offer a South Region compliant air conditioning unit in advance of regulatory changes to its customers. Carrier is a part of Carrier Global Corporation (NYSE: CARR), the

leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions.

The Performance 17 air conditioner earns an impressive Seasonal Energy Efficiency Ratio (SEER) rating of up to 18.0 and an Energy Efficiency Ratio (EER) rating of up to 14.5. The Performance 17 heat pump reaches SEER ratings of up to 18.5 EER ratings of up to 14 and Heating Seasonal Performance Factor (HSPF) ratings of up to 9.5. These two stage models provide enhanced humidity control by operating in low stage to extract more humidity from the indoor air.

“We’re pleased to introduce our new 2023-compliant Performance series two-stage air conditioner and heat pump,” said Braden Cook, Director, Product Management & Training, Residential

HVAC, Carrier. “Carrier is taking a leadership role in setting the timetable to be ready to meet the 2023 DOE minimum efficiency regulations. We know that our distributors and dealers will appreciate our commitment to bringing them compliant products in advance of the regulation change to ensure they can offer a seamless transition to their customers.”

The Performance series 17 air conditioner and Performance series 17 heat pump are among the first in a line of products that meet the 2023 efficiency standards to be released in 2022. Carrier will offer a full line of heating and cooling products that meet the new criteria this year, ahead of the January 1, 2023 deadline as part of its #2023READY initiative.

To learn more about Carrier’s full heating and cooling solutions lineup, please visit: www.carrier.com/residential.

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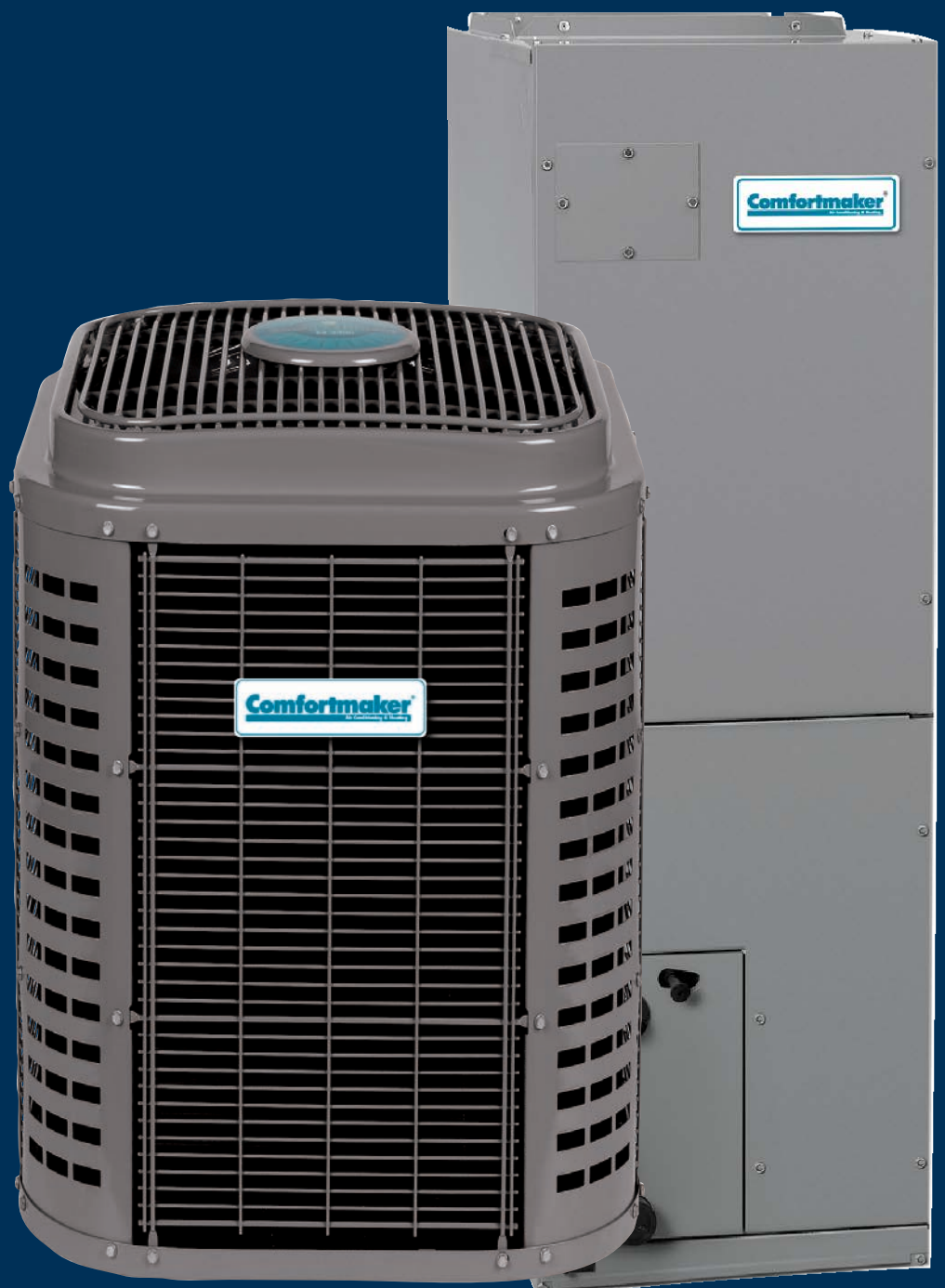
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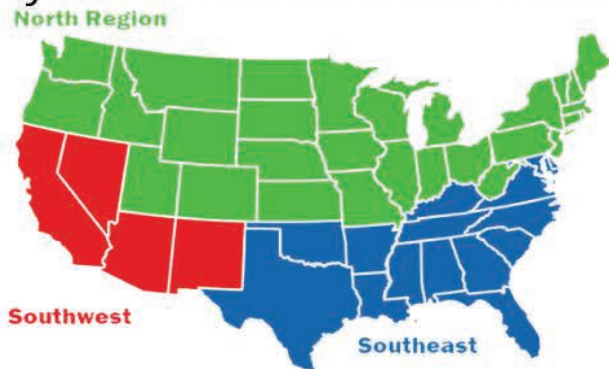




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To learn more about the upcoming changes please visit:
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- Heat Pumps

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10:30	Registration Opens	9:30-12:30	Sessions
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TACCA Greater San Antonio Sporting Clay Shoot

TACCA Greater San Antonio held their Annual Sporting Clay Shoot on May 25th. There was a break in the heat making for a perfect day! 160 shooters enjoyed a fun day of shooting and camaraderie.



1st C Class Brain Houghton, Comfort-Air Engineering



1st A Class Michael Guillory, Riteway Service



1st AA Class Austin Luchak, FA Nunnely



1st B Class Derek Garza, Ridout Barrett



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ASHRAE Welcomes 2022-23 President, Officers and Directors

Atlanta – ASHRAE is pleased to introduce its 2022-23 Society president, executive committee officers and directors.

Farooq Mehboob, Fellow Life Member ASHRAE, will serve as the 2022-23 Society president. During his inaugural presidential address, Mehboob introduce the theme for the 2022-23 Society Year, *“Securing Our Future.”* The theme examines how the crucial personal and professional events of the past can help us leverage relationships, knowledge and change, as the formula for making an impact and embracing our diverse world.

Mehboob is a principal consultant for S. Mehboob & Company Consulting Engineers in Karachi, Pakistan.

Elected officers who will serve one-year terms are as follows:

- President-Elect: Ginger Scoggins, P.E., Fellow ASHRAE, Principal, Engineered Designs Inc., Cary, N.C.
- Treasurer: Dennis Knight, P.E., Fellow ASHRAE, Principal, Whole Building Systems, LLC., Mount Pleasant, S.C.
- Vice President: Billy Austin, P.E., BCxP, BEAP, BEMP, HBDP, HFDP, OPMP, Member ASHRAE, Principal, Shultz Engineering Group, Charlotte, N.C.
- Vice President: Dunstan Macauley III, Member ASHRAE, Director of Mechanical Engineering, Setty & Associates, Rockdale, Md.
- Vice President: Sarah Maston P.E., BCxP, Member ASHRAE, Director, Commissioning & Energy Services, Colliers Project Leaders, Hudson, Mass.
- Vice President: Ashish Rakheja, Member ASHRAE, Director/Chief Operating Officer, Aeon, Noida, India.

ASHRAE introduced its newest Directors and Regional Chairs who will serve three-year terms from 2022–25:

- Region IV Director and Regional Chair: Bryan Holcomb, Member ASHRAE, Vice President Sales & Preconstruction, Environmental Air Systems, Oak Ridge, N.C.
- Region V Director and Regional Chair: James Arnold, P.E., Member ASHRAE, engineer, Gutridge, Dublin, Ohio.
- Region VI Director and Regional Chair: Susanna Hanson, Member ASHRAE, Application Engineer, Trane, La Crosse, Wis.
- Region XII Director and Regional Chair: John Constantinide, P.E., Member ASHRAE, Energy Manager, Cape

Canaveral Space Force Station, Merritt Island, Fla.

- Region XIII Director and Regional Chair: Cheng Wee Leong, P.E., Member ASHRAE, Director, Method Engineering Pte. Ltd., Singapore.
- ASHRAE also introduced its newest Directors-at-Large (DALs):
- Blake Ellis, P.E., Fellow ASHRAE, Principal, Burns & McDonnell, Overland Park, Kan.
- Luke Leung, P.E., Member ASHRAE, Sustainable Engineering Practice Leader, Skidmore Owings & Merrill, Clarendon Hills, Ill.
- Wei Sun, P.E., Member ASHRAE, President, Engsysco, Ann Arbor, Mich.

ASHRAE and DOE Office of Energy Efficiency and Renewable Energy Sign Renewed MOU Agreement

Atlanta – ASHRAE and the U.S. Department of Energy's (DOE) Office of Energy Efficiency and Renewable Energy (EERE) signed a renewed Memorandum of Understanding (MOU) agreeing to further their long-term relationship.

The MOU was signed by 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP and DOE Principal Deputy Assistant Secretary, Kelly Speakes-Backman, in early June. The agreement defines parameters on how ASHRAE and the DOE will collaborate more closely to continue to advance and promote mutual interests.

“With ASHRAE's focus on building decarbonization and resilience, we are pleased to continue our partnership with the Department of Energy as we share our knowledge base in the built environment on a larger scale and work towards a more sustainable world,” said Schwedler.

ASHRAE and DOE seek to work cooperatively on the following:

- Advance decarbonization of the building sector by increasing the energy efficiency and reducing the carbon footprint of buildings beginning with the construction phase throughout the building's life, including operation and maintenance;
- Increase the grid-interactivity of buildings by advancing grid-flexibility, flexible energy storage, and renewables integration into buildings;
- Promote more resilient, efficient buildings through the adoption of advanced building standards and codes, including

supporting innovative code approaches in the model code development, building performance standards, and zero energy codes;

- Increase compliance with the latest building energy codes by supporting States in understanding the latest codes;
- Improve building resiliency and keeping occupants safe;
- Develop the workforce of the HVACR and associated sectors including through increasing diversity and advancing training to support decarbonization; and
- Improve overall building performance, including for occupants' health and well-being.

ASHRAE Recognizes the Extraordinary Contributions of Members at the 2022 Annual Conference

Atlanta – ASHRAE recognized the outstanding achievements and contributions of members to the Society and the built environment industry during an Honors and Awards program at the 2022 Annual Conference in Toronto.

“ASHRAE's Honors and Awards recipients exemplify excellence in our industry,” said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. “We appreciate your contributions to the global built environment and your commitment to our Society's mission to serve humanity by advancing the arts and sciences of HVAC&R.”

A list of the awards and recipients can be found at www.ac-today.com under “news”.

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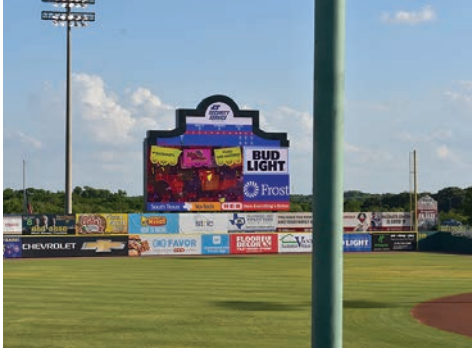
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Johnstone Supply San Antonio Petit Group Baseball Night

The Petit Group Johnstone Supply in San Antonio held their Annual National HVAC Technician Day at the Missions Baseball Game in San Antonio on June 22nd. Johnstone Supply hosted 200 customers and their families on the Missions Patio Deck at Nelson Wolff Stadium on the cities' southwest side. There was free food and drinks for everyone that attended.

The San Antonio Missions are a Minor League Baseball team of the Texas League and the Double-A affiliate of the San Diego Padres. They are located in San Antonio, Texas, and are named for the Spanish missions around which the city was founded.



HARDI Southwest Regional Conference 2022

HARDI Southwest Region held their Annual Conference June 12th-14th at The Charleston Place in Charleston, South Carolina.
The annual 3-day event was well attended and featured meetings, speakers, live entertainment and dinner.
The new board for the 2022 year was in attendance. HARDI SW Region would like to thank the Conference sponsors Global, Polymer Adhesives, TPG, Pepco and RegalNexnord.





Women in HVACR 2022 Texas Regional Meeting

The Women in HVACR held their Texas Regional Meeting for 2022 at the Bonfire Grill in Tomball TX on Thursday June 9th. The President of WHVACR Colleen Keyworth attended and helped run the meeting. The event was very well attended and featured some great food. The WHVACR would like to thank the meeting sponsors Daikin, Quietflex and Johnson Supply. The WHVACR will hold their Annual Conference in Phoenix in December. Details on page 10.





The spotlight



Danfoss Appoints Steven Lakin as New Director of Public and Industry Affairs



NIBCO Announces Promotion of Dawn Bloch to VP Customer Engagement



Ecoer names Rick Warner as President of North America Operations

CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

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UPCOMING JULY MEETINGS

MEPO Social Dinner Meeting Bring your Spouse or Guest July 7th 6:30pm
Shogun Steakhouse of Japan
6808 S. Memorial Dr
**Due to Special Seating
YOU MUST RSVP**

Send your and your guest names
ASAP to reserve tables

JULY LUNCH MEETINGS Presentations will feature JACKSON SYSTEMS

Zoning Systems and Controls
By Tom Jackson and Miles Wilkins

Oklahoma City Lunch meeting
Wednesday July 13th 11:30am
Charleston's 2000 S. Meridian

Tulsa Lunch Meeting
Thursday July 14th 11:30am
OK Joe's BBQ 6175 E. 61st St
(use the back door)

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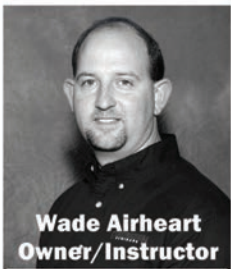
Mission Statement

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.

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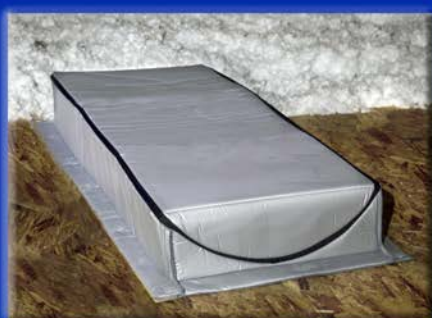
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2022 REMAINING CLASS SCHEDULE

Abilene	Aug 20	<div>In-person TACCA Members \$159 \$0 Nonmembers \$159</div>
Austin/RR	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	Jul 16, Aug 13, Sep 17, Oct 15, Nov 19, Dec 3	
Hurst	Jul 9, Aug 13, Sep 10, Oct 22, Nov 12, Dec 3	
Lubbock	Sep 15	
San Antonio	Aug 6	
Waco	Oct 1	



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Mitsubishi Electric Trane HVAC US Honors Distributors at 2022 Diamond Service Group Conference

Business Unit Diamond Service Group Distributor of the Year Awards Announced

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 air-conditioning systems, recently celebrated the contributions of Mitsubishi Electric Diamond Service Group (DSG) members at the 2022 Diamond Service Group Conference in Atlanta.

The Mitsubishi Electric DSG network is comprised of 365 distributor personnel providing technical service support in North America, Latin America and the Caribbean. DSG members serve as the local customer contact for troubleshooting and offer support and training for all Mitsubishi Electric systems sold and installed through the distributor network.

At the conference, distributors heard from METUS leadership. Distributors were provided with extensive technical instruction on current and future products for delivering faster, quality service support and resolution for HVAC contractors within their local markets. Approximately 150 participants attended each portion of the two-part conference.

“After a two-year, pandemic driven hiatus, we’re grateful to host and directly engage our valued distributors,” said Mark Rogers, director, DSG program and QA operations, Mitsubishi Electric Trane HVAC US LLC. “This conference allows Diamond Service Group members to network with peers and receive training and technical support. This year’s theme embodied our program’s philosophy of teamwork. We recognize and support DSG members as essential to our team at METUS. DSG members support other DSG members through collaboration and sharing lessons learned on various products.”

At the conference, METUS leadership, including Rogers, Brent Constant, director of technical solutions, and Mark Kuntz, chief executive officer, and Business Unit Technical Service Managers presented the Business Unit DSG Distributor of the Year Award to companies in each business unit. METUS recognized the following companies for their achievements:

- Mike Reed, Trane U.S. Inc. Commercial Sales Office, Nashville, Tennessee, South Business Unit
 - Vincent Patti, Robert Delmauro and Alex Dowzycki, Trane U.S. Inc. Commercial Sales Office, Pine Brook, New Jersey, Mid-Atlantic Business Unit
 - Brian Groom, CFM Equipment Distributors, Inc., Sacramento, California, West Business Unit
 - Mike Lumia, David Carette, Tim Williams, Craig Johnson, Tat Yuen, Justin Heinzman, Andre Correia, Robert Killion, Peter Pavlou and Brian Warren, Homans Associates, Wilmington, Massachusetts, Northeast Business Unit
 - Brent Cox, Larry Armes and Larry Marhofer, Young Supply Company, Chesterfield, Michigan, Central Business Unit
 - Kelly Vinson, Robyn Boling and Clint Jones, Trane U.S. Inc. Commercial Sales Office, Carrollton, Texas, Southwest Business Unit
 - Aaron Vasquez Lopez, Caurus Ecoingeniería®, Sinaloa, Mexico, International Business Unit
- For more information about METUS, visit www.metalvac.com.

DiversiTech® Corp. Acquires Big Goose® HVAC Condensate Sensors

Duluth, Ga. – DiversiTech® Corp., a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration (HVAC/R), announced today that it acquired the Big Goose® line of innovative latching condensate float switches. The switches will become part of DiversiTech’s Asurity Condensate Management system which offers contractors the only full system solution to managing condensate.

The patented and patent-pending condensate float switches differ from other switches in the industry in that they feature a latching mechanism that prevents the unit from turning on after tripping until a technician addresses the reason for the condensate blockage. This eliminates the electrical chatter which may cause damage to HVAC equipment. Simply reset the switch with a push of a button. The switches also incorporate a unique float design which is not prone to sticking.

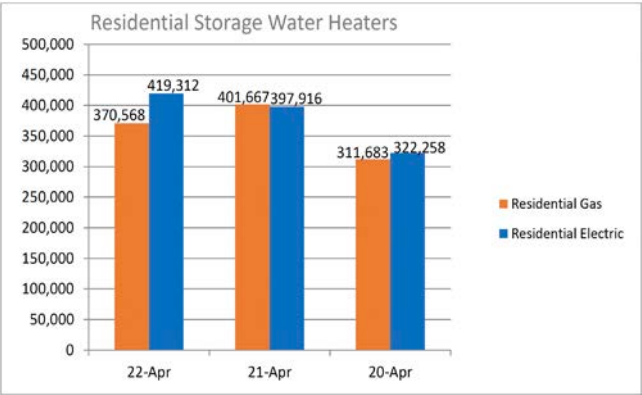
“These innovative float switches from Big Goose are a natural addition to our Asurity line and will provide technicians another great option in achieving a robust condensate system implementation, eliminating a top reason for callbacks. Contractors who follow our installation guidelines qualify for the Asurity Promise™ which provides contractors an extra level of assurance ” said Franco Daino, VP, Product Line Management & Marketing.

For more information about DiversiTech, go to diversitech.com
For more information about Asurity, go to asurityhvacr.com

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for April 2022 decreased 7.7 percent, to 370,568 units, down from 401,667 units shipped in April 2021. Residential electric storage water heater shipments increased 5.4 percent in April 2022 to 419,312 units, up from 397,916 units shipped in April 2021.

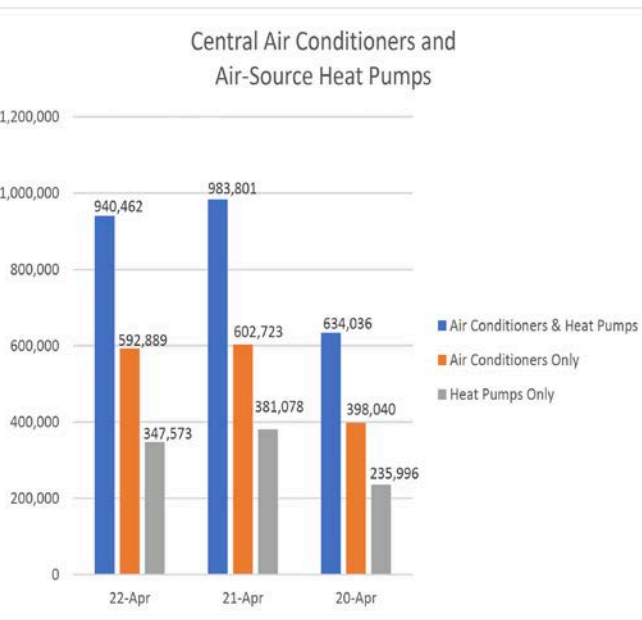


Year-to-date U.S. shipments of residential gas storage water heaters decreased 3.8 percent, to 1,569,456 compared to 1,631,081 shipped during that same period in 2021. Residential electric storage water heater shipments increased 6.8 percent year-to-date, to 1,708,764 units, compared to 1,599,456 shipped during the same period in 2021.

Year-to-Date				
	Apr 22 YTD	Apr 21 YTD	%CHG. (From 2021-2022)	Apr 20 YTD
Residential Storage Gas	1,569,456	1,631,081	-3.8	1,473,757
Residential Storage Electric	1,708,764	1,599,456	+6.8	1,489,496

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 940,462 units in April 2022, down 4.4 percent from 983,801 units shipped in April 2021. U.S. shipments of air conditioners decreased 1.6 percent, to 592,889 units, down from 602,723 units shipped in April 2021. U.S. shipments of air-source heat pumps decreased 8.8 percent, to 347,573 units, down from 381,078 units shipped in April 2021.

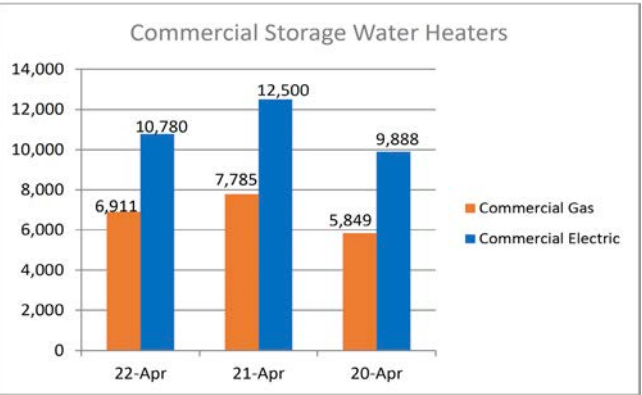


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 4.4 percent, to 3,374,535 units, up from 3,232,530 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners increased 4.2 percent, to 2,032,270 units, up from 1,951,245 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 4.8 percent, to 1,342,265, up from 1,281,285 units shipped during the same period in 2021.

Year-to-Date				
	Apr 22 YTD	Apr 21 YTD	%CHG. (From 2021-2022)	Apr 20 YTD
Air Conditioners & Heat Pumps Combined Total	3,374,535	3,232,530	+4.4	2,585,007
Air Conditioners Only	2,032,270	1,951,245	+4.2	1,579,040
Heat Pumps Only	1,342,265	1,281,285	+4.8	1,005,967

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 11.2 percent in April 2022, to 6,911 units, down from 7,785 units shipped in April 2021. Commercial electric storage water heater shipments decreased 13.8 percent in April 2022, to 10,780 units, down from 12,500 units shipped in April 2021.



Year-to-date U.S. shipments of commercial gas storage water heaters decreased 9.3 percent, to 28,262 units, compared with 31,165 units shipped during the same period in 2021. Year-to-date commercial electric storage water heater shipments decreased 27.5 percent, to 35,763 units, down from 49,359 units shipped during the same period in 2021.

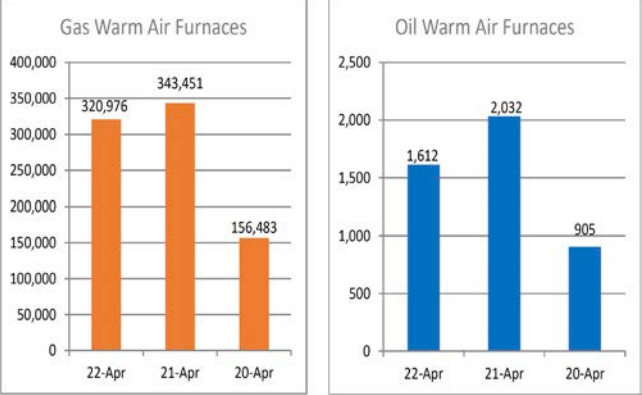
Year-to-Date				
	Apr 22 YTD	Apr 21 YTD	%CHG. (From 2021-2022)	Apr 20 YTD
Commercial Storage Gas	28,262	31,165	-9.3	28,703
Commercial Storage Electric	35,763	49,359	-27.5	49,253

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

Month			
Size Description (000) BTUH	2022 Total	% Change from 2021	2020 Total
Under 16.5	25,951	-46.3	19,762
16.5-21.9	89,384	+0.8	53,559
22-26.9	194,523	+3.3	118,921
27-32.9	155,932	+0.8	102,269
33-38.9	199,660	-9.1	138,131
39-43.9	68,798	-10.2	54,295
44-53.9	104,815	-2.6	76,893
54-64.9	79,732	+5.4	53,928
65-96.9	7,940	-13.0	5,021
97-134.9	6,022	-10.9	4,355
135-184.9	3,683	-9.6	2,940
185-249.9	1,600	-6.3	1,466
250-319.9	1,287	-16.8	1,298
320-379.9	279	-20.5	248
380-539.9	301	+11.5	259
540-639.9	212	-0.9	284
640-799.9	107	+20.2	113
800.0-899.9	43	-8.5	85
900.0-999.9	76	-6.2	78
1,000.0-1,199.9	41	+7.9	56
1,200.0 & Over	76	+1.3	75
TOTAL	940,462	-4.4	634,036

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for April 2022 decreased 6.5 percent, to 320,976 units, down from 343,451 units shipped in April 2021. Oil warm air furnace shipments decreased 20.7 percent, to 1,612 units in April 2022, down from 2,032 units shipped in April 2021.



Year-to-date U.S. shipments of gas warm air furnaces decreased 6.5 percent, to 1,285,516 units, compared with 1,375,187 units shipped during the same period in 2021. Year-to-date U.S. shipments of oil warm air furnaces decreased 15.5 percent, to 9,641 units, compared with 11,414 units shipped during the same period in 2021.

Year-to-Date				
	Apr 22 YTD	Apr 21 YTD	%CHG. (From 2021-2022)	Apr 20 YTD
Gas Warm Air Furnaces	1,285,516	1,375,187	-6.5	831,733
Oil Warm Air Furnaces	9,641	11,414	-15.5	7,697

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

1. How do my colleagues subscribe to the report?
Go to <http://www.ahrinet.org/statistics> and click on Subscribe.
2. Does this data represent shipments to the United States only or are shipments outside of the United States included?
This data represents shipments to customers in the United States only.
3. Do you provide U.S. data by state?
That data is not available publicly.
4. Is historical data available in Excel?
It is available monthly reflecting exactly the data presented in the monthly public release.
5. Can I purchase additional industry data from AHRI?
No, AHRI Statistics data are not for sale.
6. How much of the industry does the data represent?
Although we cannot get into specifics about how much of the industry the data represents, in general, AHRI is one of the largest trade associations in the nation, representing more than 300 heating, water heating, ventilation, air conditioning and commercial refrigeration manufacturers within the global HVACR industry. AHRI's 300+ member companies account for more than 90 percent of the residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment manufactured and sold in North America.

CALENDAR OF EVENTS



JULY 2022 TRAINING CALENDAR
Broadway Training Center
9311 Broadway, Suite 200
San Antonio, TX 78217

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

DATE	TIME	LOCATION	CLASS	REG. CODE	Price
Wed, 7/6/2022	8:00 AM - 4:30 PM	Broadway	TDLR CE for State HVACR License Renewal	605-115	\$135
Thu, 7/7/2022	8:00 AM - 4:30 PM	Broadway	ESCO EPA Section 608 Review & Exam	605-101	\$175
Thu, 7/7/2022	1:00 PM - 4:30 PM	Broadway	ESCO EPA Section 608 Exam Only	605-102	\$95
Tue, 7/12/2022	7:00 AM - 9:00 AM	Broadway	ComfortBridge Workshop	605-159	\$45
Wed, 7/13/2022	8:00 AM 11:00 AM	Broadway	US Motors - Rescue Motor Training	605-105	Free
Wed, 7/20/2022	8:00 AM 11:00 AM	Broadway	INFICON - Leak Detection and Brazing Class	605-107	\$45

Classes are limited to 15 people.
We recommend following COVID-19 Safety Guidelines:
Please do not attend if you are sick, coughing, sneezing or running a fever.
WEAR MASKS AT ALL TIMES DURING TRAINING.



RSES San Antonio

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 you get 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)

If you are interested in being a speaker for one of our meetings, please reach out to mhey1955@att.net or call (210)884-8415.

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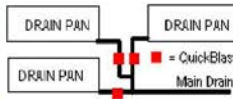
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7. Gallo gun brass Adapter: Gallo gun or air gun to gauge hose direct coupling. For QB1 or any other type of blowout valve.

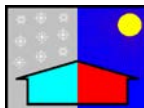


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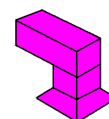


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