



## Multifamily Sector Shows Signs of Caution in the Second Quarter

NAHB- Confidence in the market for new multifamily housing was mixed in the second quarter of 2022, according to results from the Multifamily Market Survey (MMS) released today by the National Association of Home Builders (NAHB). The MMS produces two separate indices. The Multifamily Production Index (MPI) decreased six points to 42 compared to the previous quarter, dragged down largely by the for-sale condo sector. The Multifamily Occupancy Index (MOI) fell eight points to 60.

The MPI measures builder and developer sentiment about current production conditions in the apartment and condo market on a scale of 0 to 100. The index and all of its components are scaled so that a number above 50 indicates that more respondents report conditions are improving than report conditions are getting worse.

The MPI is a weighted average of three key elements of the multifamily housing market: construction of low-rent units-apartments that are supported by low-income tax credits or other government subsidy programs; market-rate rental units-apartments that are built to be rented at the price the market will hold; and for-sale units—condominiums. Two of the three



components saw decreases compared to the first quarter: The component measuring low-rent units fell four points to 45, and the component measuring for-sale units declined 11 points to 33. Meanwhile, the component measuring market rate apartments increased by three points to 52.

The MOI measures the multifamily housing industry's perception of occupancies in existing apartments. It is a weighted average of current occupancy indexes for class A, B, and C multifamily units, and can vary from 0 to 100, with a break-even point at 50, where higher numbers indicate increased occupancy.

The MOI fell eight points to 60, but multifamily developers on balance are still reporting improving occupancy.

"Overall, rental demand remains solid. Rising mortgage interest rates mean low vacancy in multifamily rental," said Sean Kelly, executive vice president of LNWA in Wilmington, Del., and chairman of NAHB's Multifamily Council. "Additionally, recent Treasury guidance related to American Rescue Plan funding creates clarity in the production pipeline for apartments supported by the Low Income Housing Tax Credit."

"With rising interest rates and high construction costs, multifamily developers need to be cautious given recession concerns," said NAHB Chief Economist Robert Dietz. "However, the multifamily market is showing growth this year, with 5+ unit permits and starts up 18% on a year-to-date basis."

For data tables on the MPI and MOI, visit [nahb.org/mms](http://nahb.org/mms).

## Jim Hinshaw Named Vice President of Service Nation



who work in these industries.

"Service Nation and the contractors we support are blessed to have Jim Hinshaw on our team," said Service Nation President, Matt Michel. "Jim has worked at every level of the industry and is one of the best sales trainers around. His contracting business acumen is unsurpassed. He will do an outstanding job leading the vertical market managers.

Senior Vice President, David Heimer added, "Jim Hinshaw's extensive knowledge of our industry is deep and wide. He is well known for his friendly, outgoing personality, his dynamic energy, and his strong desire to help every single person he meets. We are delighted to have Jim join Service Nation's leadership team where his industry knowledge and desire to help contractors will drive us forward with new products and services and ensure our membership is the best in the industry."

"When you get up in the morning, decide to say, 'This is going to be a great day,'" said Jim Hinshaw. He explained, "We get what

we are looking for. If you think the sky is falling, you are correct, it will. If you think there are some ways to improve business, find some great new employees, improve processes and profitability, you will find them. Today."

With over fifty years of experience in the industry, Jim earned this position from his hard work and dedication to Service Nation and his passion for the industry, which will only continue to show through this new role.

Service Nation operates the Service Roundtable, Retail Contractor Coalition, Service Nation Alliance, Roundtable Rewards buying group, and the Service World Expo. For more information, visit [ServiceRoundtable.com](http://ServiceRoundtable.com).

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Product News

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RGF® Environmental Group, Inc.'s Newest Indoor Air Quality Product is Verified Zero Ozone

Port of Palm Beach, FL- RGF® Environmental Group, Inc., a leading manufacturer of Indoor Air Quality (IAQ) devices, is thrilled to announce the launch of the REME HALO®Zero that utilizes RGF's proprietary aGHP-Cell™ technology with Verified Zero Ozone validation to UL 2998.

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In the coming days, RGF® will roll out this new technology in markets across the US and internationally. RGF® remains a global leader in innovative environmental solutions, testing, and validation and is committed to building a cleaner planet for generations to come.

About RGF® Environmental Group, Inc.

RGF® manufactures over 500 environmental products and has a 37+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air

purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 200,000 square feet of manufacturing, warehouse, and office facilities. RGF®'s Lakeland, FL facility adds over 40,000 square feet for backup production and lamp production. RGF® continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market.

\*For more information, please contact Ashley Gibb, Director of Operations, email agibb@rgf.com or phone: 561-848-3769.



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## “The Most Underrated Business Conference You Should Go To: Business Uncensored 2022”

Five years ago, Danielle Putnam, Rodney Koop, and Matt Koop decided they wanted to start the best business conference they had never attended. How could their company, The New Flat Rate, create a conference that wasn't just a “mall” tradeshow or a recycled playlist of break-out sessions from the tradeshow circuit? How could they curate cutting-edge, hand-selected content for service industry owners and implementers? How could they build in time for networking, round-table discussion, and learning from like-minded business owners and industry leaders? What started out as a conference meant to gather The New Flat Rate members for synergy and mentorship has since grown into “the most underrated business conference you should go to,” says AJ Fergelec, owner of Comfy Kozy HVAC.

Service industry owners this year are particularly keen to hear updates on how to continue efficient and profitable business processes despite inflation, cost increases, technician turnover, and supply chain challenges. This year's keynote speaker

Dominic Rubino will bring applicable content about proven, simple systems that keep the business of business efficient while also maintaining work-life balance. Rubino's wisdom was hard-won as he grew two 120-million-dollar companies. Other general session speakers are challenging attendees with introspective questions about business mindset, vision-casting, and inventory management. Of particular interest is Ben Middleton from Daikin Comfort Technologies, who will offer updates and training on HVAC regulatory and pricing changes for 2023 and beyond.

The New Flat Rate's fourth annual Business Uncensored Conference is October 3-5, 2022 in Atlanta, Georgia at The Omni Hotel. Interested parties can register at [www.2022BU.com](http://www.2022BU.com).

The New Flat Rate, Inc. was voted No. 1 retail pricing generator during the 2021 HARDI conference. TNFR offers done-for-you menu-pricing and business processes for technicians in HVAC, Electrical, IAQ, Chimney, and Plumbing. [www.thenewflatrate.com](http://www.thenewflatrate.com) 706-259-8892

## Daikin Applied Names Jeff Drees as Chief Executive Officer



**Minneapolis** – Daikin Industries, Ltd., the world's number one air-conditioning company, today announced that Jeff Drees has been selected as the new chief executive officer and president of Daikin Applied Americas. Drees currently serves as

executive vice president of sales, marketing and aftermarket at Daikin Applied, and will replace Mike Schwartz who is retiring at the end of August after 11 years leading the organization.

“This is an exciting time to be in the HVAC and building solutions industry,” Drees said. “The work we do has a profound impact on the world at large, helping customers address issues such as reducing carbon emissions and improving indoor air quality. I'm honored to lead these efforts and add to the significant growth the business has experienced over the last decade.”

Daikin Applied designs and delivers innovative heating, ventilation and air-conditioning (HVAC) technology that not only offers superior comfort, but helps provide healthy, safe and sustainable environments. Its offerings include equipment, service, controls and systems integration for commercial and industrial facilities, encompassing the full customer lifecycle.

Drees joined Daikin Applied in 2020 and has helmed the organization's solutions transformation, expanding the portfolio of offerings and adding new capabilities through key acquisitions. He is a staunch advocate for customers, as well as Daikin's sales representatives and employees.

“Jeff's leadership is critical to developing the strategy, plan and portfolio required to meet local and global challenges — air quality, decarbonization, digitalization,” said Hirokazu Hirao, director of Daikin's Applied Solution Business Division, which includes Daikin Applied. “He is uniquely qualified to shape this organization to solve our customers' problems and help us attain the top position in North America.”

Drees came to Daikin with experience in commercial engineering and operations. He held executive positions in private equity, as well as serving in significant business unit roles at Flowserve and Schneider Electric. He started his career in the United States Air Force, and holds a Bachelor of Science degree from Southern Illinois University and an MBA from Aurora University.

To learn more about the full range of Daikin Applied solutions, and to find a local sales representative, visit [www.daikinapplied.com](http://www.daikinapplied.com). Also, follow Daikin Applied on LinkedIn for the latest on commercial HVAC equipment, services and trends.

## Daikin Applied Announced a Price Increase

**Minneapolis** – Daikin Applied announced a price increase of up to 5 percent on commercial heating, ventilation and air-conditioning (HVAC) equipment. The increase varies based on the make and model of the equipment, and it applies to all new orders received on or after Aug. 31, 2022.



This isn't your typical conference. It's an intense deep-dive for owners and managers. We've hand-selected speakers based on needs we see in the service industry. What will your future gain from Business Uncensored?

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Too often business owners have brilliant ideas but don't think through all the steps necessary to turn their ideas into reality. The result... failure or mediocre performance when there could have been extraordinary success.

Whether you are trying to launch a new product or company, or simply run a successful promotion or special event, a well thought out tactical plan gives you a great foundation. While the amount of detail required will vary, any tactical plan should include the following:

- **Specific Roles** - What specific activities must occur, and who will do them? Don't leave important details to chance, assuming "someone" on the team will handle it. I have seen too many plans fall apart, because everyone assumed, someone else was going to handle a key action.
- **Timeline** - Working backward from the launch date, create your timeline. Be sure to consider the order in which things must occur. Look at your critical path to ensure things don't get held up waiting for a minor item to be completed.
- **Measures for Success** - When it is all done, how will you measure the success of the project? Take time to



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.

debrief. Look for weaknesses in your execution plan which should be addressed before the next launch. Use what you learn to be more successful next time.



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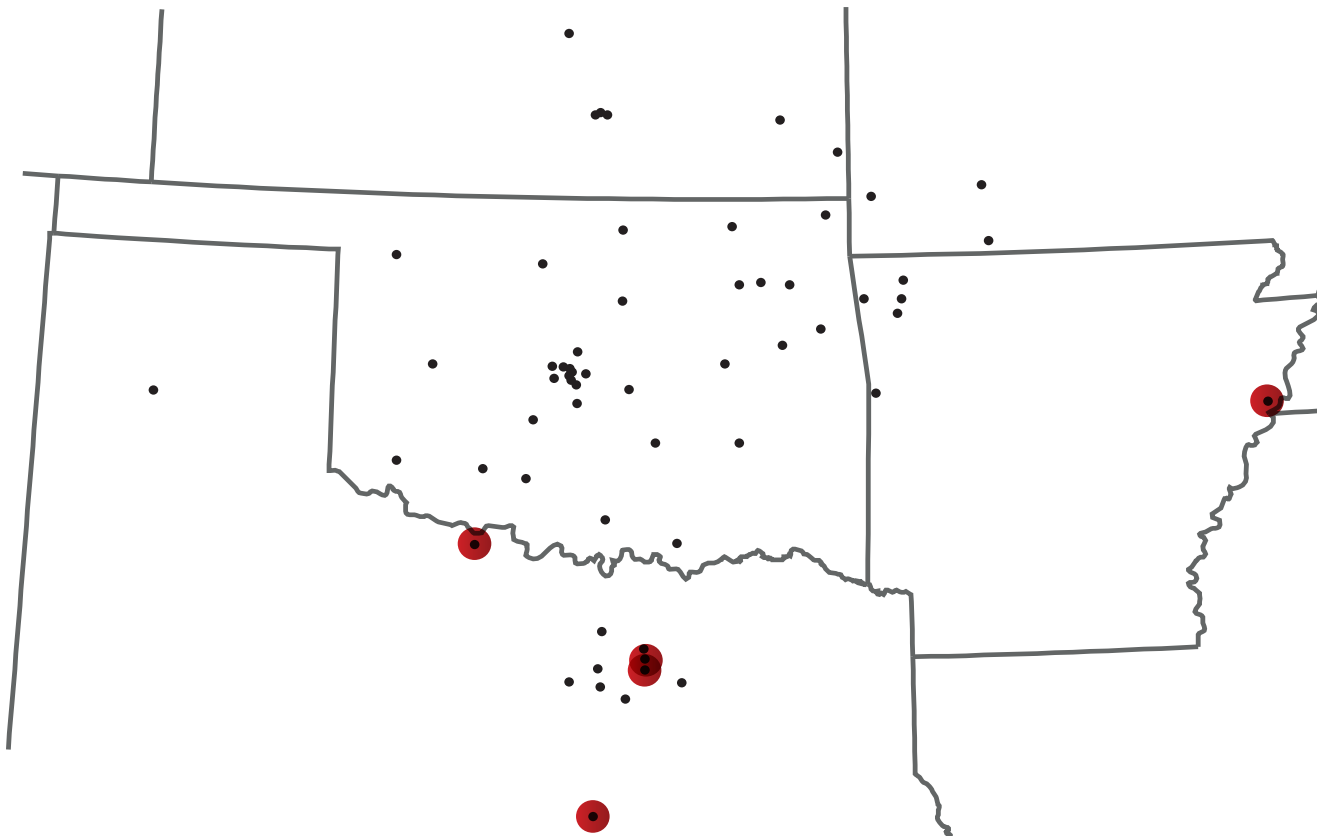
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Company invests to support customers' growth and a sustainable future by increasing ultra low-GWP refrigerant production by approx. 40%

The refrigerants manufactured by Chemours in Ingleside—which is 20 minutes outside of Corpus Christi—will be delivered to a rapidly growing base of customers around the world. In the mobile air conditioning market, the number of vehicles on U.S. roads using HFO-1234yf is estimated to be at least 80 million. Since the opening of the production facility, several equipment manufacturing companies have also selected Opteon™ products for residential and commercial HVAC applications. By 2025, Chemours estimates that its low-GWP product line will eliminate an estimated 325 million tons of carbon dioxide equivalent globally.

company's capacity of Opteon™ YF, making it one of the world's largest HFO-1234yf production facilities, a distinction it will retain with this project. This investment, along with on-going de-bottlenecking projects, will further increase that capacity by approximately 40%.

“This expansion demonstrates Chemours’s devotion to our customers, the communities in which we live and work, and the health and sustainability of the planet,” said Alisha Bellezza, president of Thermal & Specialized Solutions at Chemours. “Opteon™ YF is a game-changing refrigerant

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# It's On My Heart: Bill Porter Part 3

So here are the last 5 lessons from Shelly Brady's book: *Ten Things I Learned from Bill Porter*. More concepts that can help us improve our results and even our lives.

**Know your limits and reach past them.** When Bill was in high school, he really wanted to be on a sports team, any team. He watched each game, made up a player's roster, complete with the different plays for each game. Kept detailed notes, stayed up half the night typing up the results, presented them to the coach the next day. He did this for years; it was Bill's way of connecting to an activity he couldn't play in. His contributions to Lincoln High athletics were greatly appreciated, and they awarded him with a letter jacket at the senior awards banquet. He hung it in his closet at home, ready to be modeled for anyone who asked about it.

**Be a Team Player.** When

Bill's mom was placed in a nursing home, he was alone for the first time in his life. He soon realized he could not do the routine things needed in a home, cooking, cleaning, yard work, and keep up the sales with his Watkins products. So he reached out to his neighbors and church, letting them know he needed help. A couple of people responded and would not take any money, just wanted to help. Further, Bill had relied on his mom to tie his tie and shoelaces, his fingers just would not let him handle those type of duties. His bus stop downtown was near the Vintage Plaza Hotel, Bill got off and went in to see if someone could help him there. He met the manager, Craig Thompson, who said he would be honored to help. Each day, Monday thru Friday he stopped with his cuffs and shoes undone and tie in his briefcase. If guests were in the lobby, he waited patiently until

they had left. The bellhops and other employees were always glad to help, they became an extended family.

When Craig was transferred to the Fifth Avenues Suites hotel, Bill followed him there. Shelly asked Bill if it bothered him, having to ask for help with his clothing. He said, no, he needed someone to help him with his shirts and shoes, and he appreciated the fact that the hotel employees were available to be involved. His words: "I don't look at myself any different just because I need a little help, it's just part of my daily routine."

**If it ain't broke, don't fix it.** Bill was focused on his route, so much so that when he had a problem that would derail most of us, it didn't stop him. He was walking downtown Portland when he stepped in front of a car, got hit, ended up in the hospital. He had a cut on his face that took 7 stitches to

close, some bruised legs, x-rays showed nothing broken. So he starts out back on his route again. The hospital nurses tried to talk him out of it, told him to go home, get some rest, he would not think of it. He goes back out, after just a few blocks the pain was so bad he collapsed on the sidewalk, not able to continue. An ambulance took him to another hospital for another round of x-rays, they then discovered he had a broken pelvis. When Sherry found out, she asked him why he kept going when he was in such pain. He replied, I'm always in pain, pain is nothing new. Now, here are the deliveries I need for the sales I just completed. His theory was, if it is possible to continue, then I will continue, doing what I have been doing all my life. Working thru the pain and discomfort, delivering my orders as best I can.

**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](mailto: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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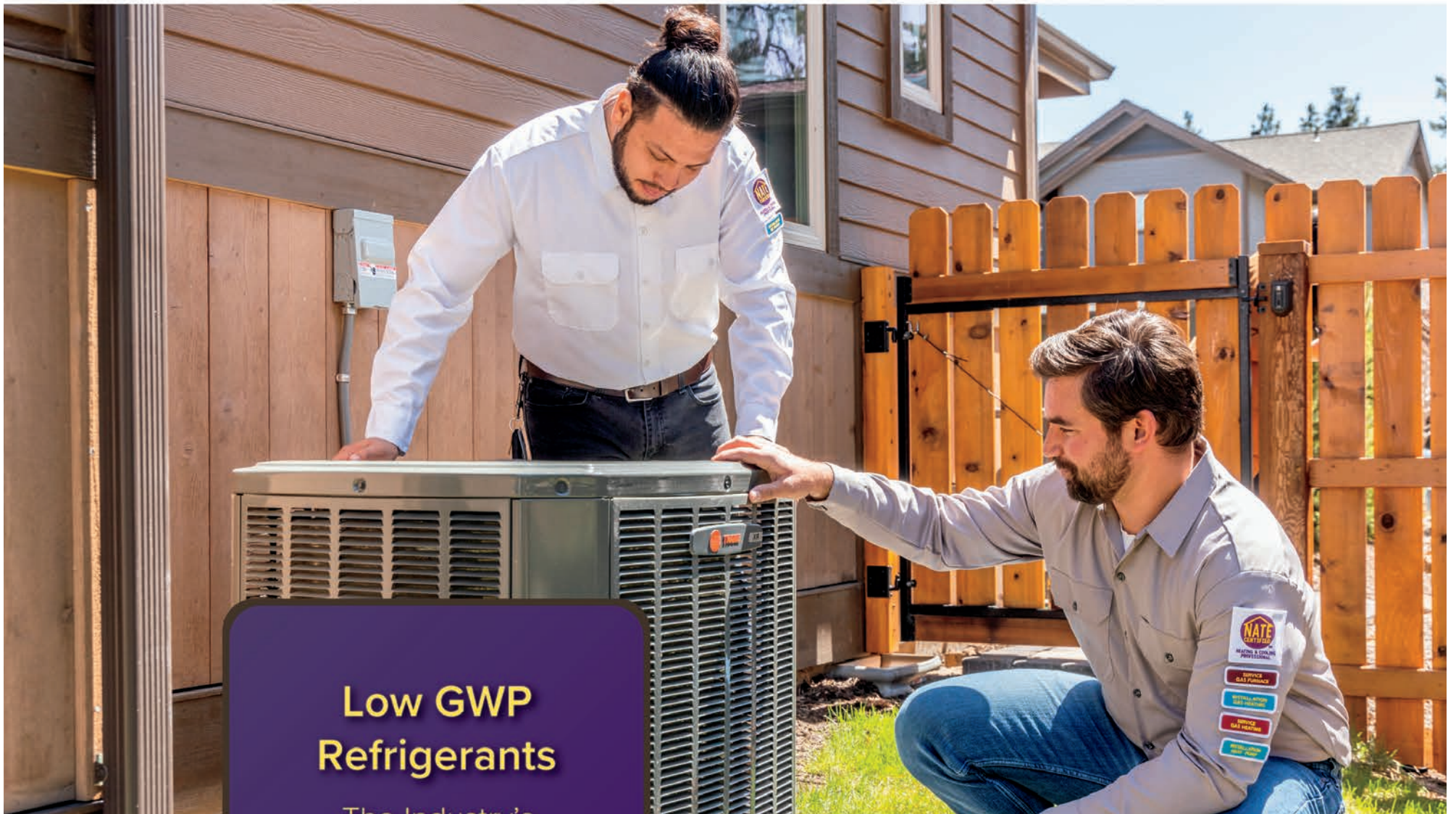
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Sherry told him he needed to start selling his products over the phone. He resisted, saying his system of door-to-door worked best. As he came to realize that he faced months of rehab, phone sales were the only door to walk thru, and he did that very well. It took a major injury to convince him of how powerful he could be on the phone.

**There Are No Obstacles.** Bill’s first speaking engagement was titled: Overcoming Obstacles, The Bill Porter Story. Preparing for the meeting, Shelly asked Bill what obstacles he faced. He said there were no obstacles in his life. Shelly thought about Cerebral Palsy, an aching back, speech impediment, lack of muscular control, all the things in Bill’s

life that he had to contend with. He said, I have no obstacles, ask me another question. In Bill’s mind an obstacle is something in your path that prevents you from getting to a goal. He refused to believe that he had anything in his way that he could not get past.

One example was a winter day in Portland, where a freezing rain covered everything in ice. Bill was walking his route, took more time than usual because of the weather, when he got back to the bus stop, he found out the buses quit running because of the road conditions. He hitchhiked and walked all the way home. When he arrived, he tried to walk up the steep drive to his front door, but could not get traction, it was glaze ice. He

finally dropped down on hands and knees and struggled up the driveway on all fours. Shelly scolded him, told him he should have called her to come help. His reply: “what’s the big deal, no one could have gotten up that driveway without getting down on all fours”

**Live Your Values.** Shelly closes the book by sharing what her family did to live their values, which she claims came from watching Bill’s family as they worked through this journey. Years ago she sat down at the kitchen table with her family (which grew to seven children!) and put together a mission statement and goals. Here is the items on the list that went on their refrigerator and stayed there for over a decade.

Carrier and Bryant  
Announce Recipients of  
Distributors’ Education  
Foundation Scholarships

*Scholarships awarded to children,  
grandchildren and employees of  
Carrier and Bryant distributors and  
contractors nationwide*

**Indianapolis** – Carrier and Bryant have announced the recipients of this year’s Carrier & Bryant Distributors’ Education Foundation scholarships. Recipients will receive funding for their post-secondary or vocational program during the 2022-2023 school year. Carrier and Bryant are part of Carrier Global Corporation (NYSE: CARR), the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions.

Established in 1981 the Carrier & Bryant Distributors’ Education Foundation was created to commemorate the late William A. Bles for his many years of service as an advisor to Carrier and Bryant distributors. Since inception, the foundation has awarded scholarships to over 400 students. Today, the foundation continues to serve the children, grandchildren and employees of distributors and contractors while also honoring the industry’s founder, Willis Carrier.

Willis Carrier attended Cornell University on a full, four-year merit scholarship. He earned a bachelor’s degree in electrical engineering, became a successful inventor and businessperson, and, in 1902, invented the founding principles of modern air conditioning. Willis Carrier was a consummate scientist and an educator who attended college on scholarship, just as our recipients will in his honor.

“The Carrier & Bryant Distributors’ Education Foundation scholarships are a special way for us to say ‘thank you’ to our contractors and distributors for their expertise and support,” said Justin Keppy, President, NA Residential & Light Commercial HVAC, Carrier. “This year’s outstanding scholarship recipients embody all of the values and characteristics we look for in future leaders, and we’re proud to support their educational endeavors just as Willis Carrier was supported in his.”

Scholarships from the foundation are available to children, grandchildren and employees of Carrier and Bryant distributors and contractors and their employees throughout the U.S. Students are awarded the scholarship based on academic achievement, extracurricular activities, demonstrated leadership potential, and personal motivation. A short essay about the candidates’ educational and career aspirations is required during the application process. There were 119 total applicants from 27 states for this year’s scholarships.

The 2022 Carrier & Bryant Distributors’ Education Foundation scholarship recipients include:

- |                     |                   |
|---------------------|-------------------|
| Jordan Acuna        | San Marcos, CA    |
| Jacob Baker         | Monroe, NC        |
| Joshua Bedwell      | Candler, NC       |
| Hallei Bittlinger   | Hebron, KY        |
| Yvette Castaneda    | Mission Viejo, CA |
| Lillian Cleaves     | Lima, OH          |
| Audry DeSantis      | Springfield, OH   |
| Domiy DiTomaso      | Hahira, GA        |
| Mary Drinkard       | Rome, GA          |
| Gary Faulks         | Stamford, TX      |
| Eva Griffin         | Springfield, IL   |
| Derek Helsten       | New London, WI    |
| Mary Kulis          | Kent, OH          |
| Anne Leaman         | Willow Street, PA |
| Addyson Lingafelter | Griffin, IN       |
| Shayna Lloyd        | Eden, NC          |
| Camden Meadows      | Cartersville, GA  |
| Josiah Paul         | Stoutsville, OH   |
| Rachel Rawlings     | Chillicothe, OH   |
| Myora Slaughter     | Blue Springs, MO  |
| Rachel Strausman    | Moorpark, CA      |
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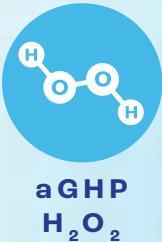
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## Air Pros USA Strengthens Presence in Louisiana by Acquiring Dream Team Heating and Air

**Hollywood, FL**—Air Pros USA announced the acquisition of Dream Team Heating and Air, a family owned HVAC company that has been serving the Baton Rouge area for decades. As an Air Pros USA Company, Dream Team Heating and Air will benefit from full operational and sales integration with the Air Pros USA platform to leverage expanded resources and continue building on nearly 20 years of service excellence.

“Air Pros USA has come a long way since starting out with a team of two people and a truck. But even with our exponential growth, we have never lost sight on being there for our customers,” said Anthony Perera, Founder and Chief Growth Officer of Air Pros USA. “Dream Team Heating and Air Pros USA have the same commitment to



*Dream Team Heating & Air- Trey & Baylie Annison*

customers that differentiates us from competitors. They are dedicated to making the process as hassle and stress free as possible for their customers.”

“It has always been my vision to build the greatest team of skilled, talented professionals. Joining the Air Pros USA family was the next step to continue towards our goals for growth and customer service,” said Trey Annison, President of

Dream Team Heating and Air. “We are looking forward to a bright future together where quality is never compromised in our service.”

This acquisition expands Air Pros USA’s market reach in Louisiana, having previously acquired Doug’s Service Company in Thibodaux early last spring. Air Pros USA will now serve 20 service locations in the Baton Rouge metropolitan area, including Denham Springs, Prairieville,

and Central, as well as Southern Louisiana.

“In the short time since entering the Thibodaux market, Air Pros USA has made an incredible impact in the community. We are excited to introduce ourselves to the Baton Rouge region with our reliable service and value that customers across the nation recognize,” said Robert DiPietro, CEO of Air Pros USA.

Nationally, Air Pros USA has nearly 600 vehicles, 700 technicians and staff, and serves a customer base of nearly 450,000. 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](http://AirProsUSA.com) and [CallDreamTeam.com](http://CallDreamTeam.com).

## ACCA Announces Fall Meetings 2022

**Alexandria, VA**- The Air Conditioning Contractors of America (ACCA) is holding two back-to-back Fall Meetings forums September 12-15, 2022 at the Hilton Baltimore Inner Harbor in Baltimore, MD. ACCA’s Fall Meetings 2022 will bring together hundreds of contracting professionals for industry-led educational programs and networking events.

The ACCA Business Technology & Operations Forum, September 12-13, helps contractors navigate technology and operations challenges using expert insights, practical business solutions, and peer-to-peer networking. The ACCA Service Managers Forum, September 14-15, helps leaders build professional teams and steer them toward common goals of customer satisfaction and professional craftsmanship.

Presenters at this year’s

Fall Meetings include keynote speakers Randall Dean, MBA, and Bryan Dodge, Dodge Development, Inc. Top industry professionals presenting include Matt Marsiglio, Flame Furnace, Inc., Shelly Matter, HB McClure, and representatives from Classic Air’s One Hour Air Conditioning and LCS Heating and Cooling.

To register for ACCA’s Fall Meetings 2022, visit [acca.org](http://acca.org)

For vendors interested in sponsoring the event or showcasing their products, please contact Tom Murphy, ACCA sales specialist, at [tom.murphy@acca.org](mailto:tom.murphy@acca.org) or (703) 824-8875.

For more information about ACCA, please contact Natalie D’Apolito, ACCA communications coordinator, at [natalie.dapolito@acca.org](mailto:natalie.dapolito@acca.org) or (703) 824-8873.

## 2 New AHUs for ‘22

Aspen innovation and quality is on full display with the introduction of two new all-aluminum air handlers. The LGM and LEM series air handlers offer field convertible, multi-position installation and can be AHRI certified with most condensing unit brands. Also, both series are ETL-listed for use with R-22 or R-410A refrigerant when a proper metering device is used. All models are covered by a 10-Year Parts Limited Warranty with registration.



Aspen continues to set new standards for air handler performance and durability. See all the benefits from Aspen at [www.aspenmfg.com](http://www.aspenmfg.com).

### Standard Specifications

- 120 Volt DX only (LGM Series)
- 230 Volt 0-25kW Electric Heat (LEM Series)
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Product News

Allied Air Enterprises Helps Distributors Get Ahead of the Curve with Early Introduction of Armstrong Air® and AirEase™ 17 SEER AC Units

*Particularly Relevant to 2023 Southeast and Southwest Regions*

**West Columbia, SC** – Allied Air Enterprises announces the new 4SCU17LE single stage air conditioner under the Armstrong Air® and AirEase™ brands, providing an efficiency range of 15 to 17 SEER. Allied Air launched the product in June 2022, proactively anticipating 2023 regional efficiency requirements in the Southeast and Southwest



United States, where new minimum efficiency requirements are moving from 14 to 15 SEER or 14.3 SEER2 under the new testing standards. According to the 2023 requirements, there is no sell-through period for non-compliant air conditioning units in these regions. This means distributors must have compliant products in stock well before January 1, 2023.

“With the current supply chain and lead times, Allied Air is getting ahead of the curve, helping distributors in the Southeast and Southwest get the product in-hand in Q3,” said Kim McGill, VP - Marketing, Allied Air Enterprises. “This will make it easier for distributors to phase-out their current AC inventories

by the end of the year, ensuring they’ll have product in stock for their customers.”

Delivering up to 17 SEER, the 4SCU17LE unit is built on Allied’s proven design of cooling products. It also achieves compliance without requiring a change to existing indoor system components to ease the burden of this transition, knowing distributors will face another major transition in 2025.

Other features include:

- **MHT™ Technology** - Proprietary heat transfer system for maximum heat transfer and efficiency. A specially designed fan shroud pulls air evenly throughout the air conditioner’s coil surface, while lanced coil

fins and rifled aluminum tubes enhance refrigerant flow and provide greater surface area for heat exchange.

- **Precision Service™ Technology** - Mechanical pressure switch attached with Schrader core connections eliminate the need to evacuate the system, while four independent panels may be removed for cleaning. The fan motor even has enough wire to set it on the ground while servicing.

- **Single-Stage Scroll Compressor** - Reliable single-stage compressors are made from quality materials that are built to provide year-after-year comfort.

- **Installation ease** – refrigerant valves are placed at the corner of the unit and angled at 45° to help make brazing and

gauge port access easier while our all-aluminum Omniguard coil system maintains a copper to brass connection – keeping brazing techniques familiar.

Inside every 4SCU17LE single stage air conditioner, you’ll find a high level of technology and craftsmanship, backed by a 10-year Limited Warranty on the compressor\* and a 10-year Limited Warranty on parts\*

\*Product registration required except where prohibited by law. Warranty applies to residential applications only. For terms, conditions and exclusions, see full warranty at [armstrongair.com](http://armstrongair.com) and [airease.com](http://airease.com).

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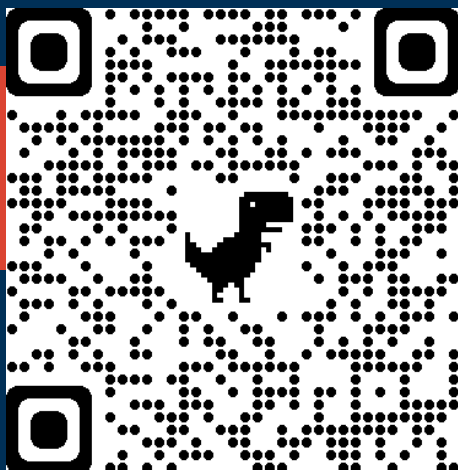
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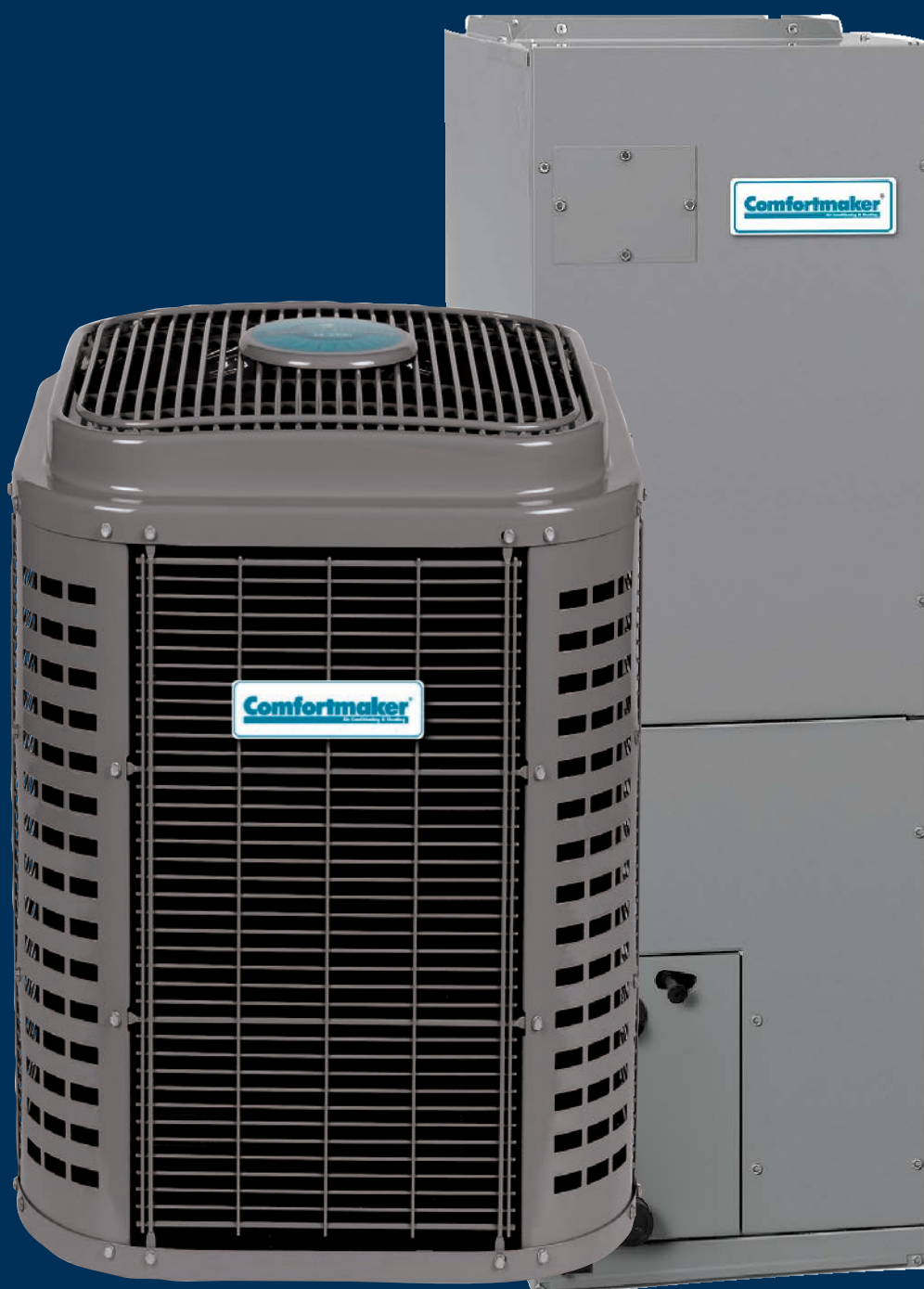
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## Bosch Thermotechnology Introduces New Inverter Ducted Split (IDS) Light

*Bosch's new, extremely quiet IDS Light is the only 15-SEER inverter condenser solution on the market*

**Watertown, Mass.** - Bosch Thermotechnology, a leading global source of high-quality heating, cooling, and hot water systems, is pleased to introduce a new addition to its Inverter Ducted Split (IDS) family: IDS Light. Coming to market this summer, the new solution features state-of-the-art technology to precisely match the constantly changing heating and cooling needs of residential applications.

"Bosch Thermotechnology is thrilled to extend our lineup of IDS products with the unveiling of our new IDS Light this year," says Katelyn Woodling, Manager of Product Management for Bosch Thermotechnology North America. "The new IDS Light is a game-changing solution for the industry, offering Bosch's inverter compressor technology in a product in the below 16 SEER market at an unbeatable price. It's a win-win for both homeowners and contractors."

With the debut of the new IDS Light,

Bosch brings the consistency and comfort of inverter technology to a 15-SEER product. As the only 15-SEER inverter condenser solution on the market, IDS Light delivers the steady energy use and minimal noise expected of an IDS system at a price point customers will love. IDS Light combines the efficient and reliable BOVA15 outdoor inverter condensing section with the robust BVA15 fixed-speed air handler for a simple and cost-effective solution.

While conventional heat pumps frequently cycle on and off resulting in temperature fluctuations, the new IDS Light's inverter-driven heat pump self-adjusts, providing the ultimate comfort with consistent room temperature. Its boosted compressor speed allows for quicker, smoother and more efficient heating and cooling, with a modulating inverter system that delivers only the amount of hot or cool needed to achieve

a desired temperature. The high-efficiency variable capacity inverter compressor in the Bosch BOVA15 can adjust to any speed between 33 percent and 110 percent (in 1 percent increments), to perfectly cool and heat your home using minimal energy for maximum comfort. The condensing units come standard with an electronic expansion valve (EEV) to ensure proper refrigerant flow during all conditions to optimize the unit's operation to the highest efficiency possible. The direct-drive fan blades provide vortex suppression to reduce the sound of airflow exiting the condensing section, which results in sound levels as low as 59 dBA.

Further, IDS Light utilizes Bosch's BVA15 air handler with foil-faced insulation material to decrease energy loss and condensation, which accommodates electric heat with no modification to the galvanized steel cabinet. Its fully aluminum coil produces excellent heat

transfer, efficiency, and humidity removal, with higher durability and a lower chance of refrigerant leakage compared to typical copper coils. The IDS Light outdoor unit is available in 24k, 36k and 60k BTU capacity.

IDS Light will be available to the market by end of summer 2022. For more information about Bosch Thermotechnology, visit <https://www.bosch-climate.us/>.



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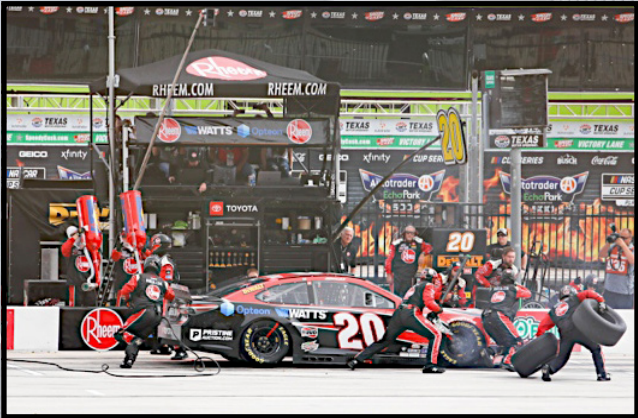
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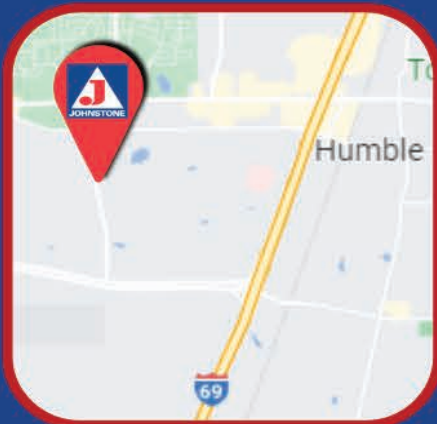




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12:00	Lunch/Keynote	12:30	Lunch/Session
2:00-5:30	Sessions		
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From Entrepre-doer to Entrepreneur

As entrepreneurs, we start our businesses “full steam ahead”. However, despite best efforts, even the savviest among us can end up off track. Why? Because the desire to grow is not the same as having a growth mindset. Chris Crew outlines the traps that can derail your growth, and how to dig out or avoid them altogether. His proven methods will help you develop a strategy and way of thinking that frees you from what’s bogging you down and enables you to stoke your entrepreneurial passion.



Full-Throttle Leadership

Stephen Foster will challenge you to define your own “Full Throttle Leadership” Rules of the Road to succeed in any environment. When individuals and companies have clear values and practices around “Passion, Power, and Purpose”, you have the fuel necessary to influence, impact, and inspire purposeful breakthroughs. Are you ready to ride?



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# Friedrich Air Conditioning Co. Supports Industry, Local Community with Innovative Internship Opportunities

San Antonio—As the U.S. job market whipsaws from labor shortages to slowdowns, real-world internship experiences that offer hands-on training and education for enterprising young people are undoubtedly more important than ever.

That's what makes the engineering internship program offered by Friedrich Air Conditioning

Co., a leading U.S.-based manufacturer of air conditioners and other home environment products, such a unique and valuable experience. Earlier this summer, the company selected five students—one in high school and the other four in college—for the opportunity to gain practical experience as part of the company's engineering group.

The Friedrich internship

program [www.friedrich.com/about/internship](http://www.friedrich.com/about/internship) provides participating engineering students with the chance to work in one of the most technically advanced room A/C labs in North America, while honing their teamwork, communication, presentation and professionalism skills. The students gain practical experience working on complex projects ranging from using simulation software and

ultrasonic humidifiers, to building reliability test fixtures.

Friedrich has a long-standing track record of supporting the industry and the community by offering internships for promising local engineering students. For nearly 10 years, the company has given selected students the opportunity to better understand their future path and get hands-on experience that

goes above and beyond what they might learn from a class or book. This type of practical educational experience is not only invaluable for the students, but also for the future health and growth of the industry.

"Our goal is to motivate and encourage the next generation of engineers by offering our internship participants real-world projects to tackle," said Lionel Lopez, Friedrich Vice President of Engineering. "We provide them with the opportunity to flex their creative problem-solving skills and gain valuable professional experience in our state-of-the-art product design center."

Interns participating in Friedrich's 2022 program include: **Bryan McLaughlin** – Senior Mechanical Engineering Student at UTSA; **Jennifer Melchor** – Engineering Intern, Local San Antonio High School student with Family Service; **Montana Clark-Wyatt** – Senior Mechanical Engineering Student at UTSA; **Mariana Garcia** – Senior Mechanical Engineering Student at UTSA; **Blake Zigmund** – Junior Electrical Engineering student at UTSA.

Friedrich was able to attract an exceptional group of internship candidates this year, because, according to one of the participants, "Friedrich is well-known for high quality air conditioners and it's a privilege to learn from such knowledgeable engineers."

Friedrich's internship program aligns well with the company's deep-seated values to support not only the overall industry, but the local community. In addition to providing students with educational opportunities they need to succeed, Friedrich is recognized for contributing to and supporting a variety of worthy causes and nonprofit organizations.

"Helping support and making a positive impact on the lives of others is a priority for Friedrich, and it shows in our long history of community involvement and the opportunities we offer, including our engineering internship program," said Chuck Campbell, CEO of Friedrich Air Conditioning.



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## Product News

### Johnson Controls Unveils New Line of Residential Air Conditioners that meet DOE 2023 Efficiency Regulations

- The systems are designed to meet upcoming Department of Energy efficiency standards that go into effect January 1, 2023.
- Homeowners will benefit from 40% savings on energy bills compared to older low-SEER systems at an entry-level price point with these models.

**Milwaukee** – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has launched a new line of 14.3 SEER2 residential air conditioners designed to meet the upcoming Department of Energy efficiency standards that go into effect January 1, 2023. The redesigned air conditioners are available in 1.5 to 5 tons and feature aluminum alloy micro-channel coils to ensure maximum energy efficiency and durability at an entry-level price point. The new product line is available for YORK®, Luxaire®, Coleman®, Champion®, Fraser-Johnston®, Guardian® and Evcon™ brands.

“The Johnson Controls team is pleased to bring forward products that not only are ahead of the curve in meeting the upcoming energy efficiency regulations, but that also deliver the affordability and reliability that are a must for homeowners,” said Doug Schuster, vice president and general manager, Global Ducted Systems, Johnson Controls. “The new 14.3 SEER2 air conditioners can save up to 40% on energy bills compared to older low SEER systems – all while being offered at an entry level price point.”

The new systems meet the DOE required 14.3 SEER2 cooling efficiency targets as well as the EER2 requirements

for the southeastern and southwestern U.S. regions. Expertly designed, engineered and rigorously tested, these air conditioners offer the latest in energy savings and lasting performance for years to come.

“Homeowners are looking for efficiency and effectiveness, and these new models deliver both – ensuring comfort and satisfaction in their purchase,” said Bart Balthazor, residential product manager, Ducted Systems, Johnson Controls. “These new models are available for purchase in the U.S. and Canada through our direct and indirect channels.”

Designed and constructed for optimal installation, performance and serviceability, they feature a durable powder-coating painted finish, low-sound and vibration direct-drive fan design, and easy installation and serviceability thanks to a swing-out control box and full access from the top and side of the units.



### Diversified Heat Transfer has Acquired the Assets and Key Personnel Sussman Electric Boiler, a Division of Sussman Automatic Corporation

**Towaco, NJ** - Diversified Heat Transfer, Inc. (DHT), a leading engineering and manufacturing company of heat transfer equipment and systems is pleased to announce that as of July 25th, 2022, they have acquired the assets and key personnel of Sussman Electric Boiler- Division of Sussman Automatic Corporation. The acquisition of Sussman Electric Boiler - a NY manufacturer of electric steam and hot water boilers, brings together two well-respected companies with deep roots in our industry, both known for long-term solid relationships, high-quality products, and outstanding customer service.

“DHT has been in business for four generations. During this period, our top priorities have been to remain forward-looking, establish a culture of continuous process improvement, and treat all our employees and stakeholders with integrity,” said DHT President/ CEO- Jake Goldberg. “We believe the acquisition of Sussman Electric Boiler further aligns our business with the market’s needs, bringing together the best people and technology to help us meet the ever-changing demands of our industry.”

Sussman Electric Boiler will continue its current operation out of its Long Island City, NY location.

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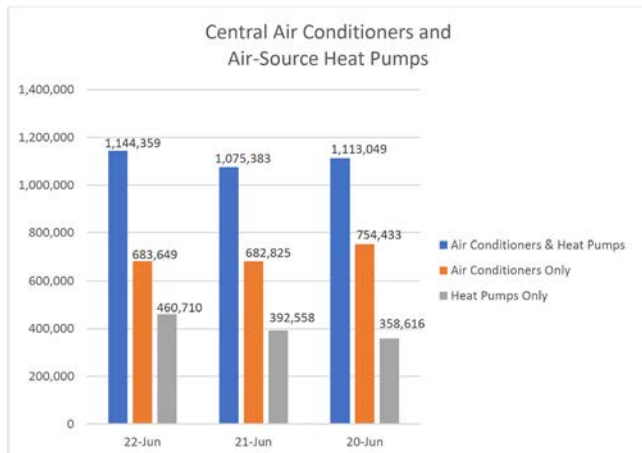
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# AHRI Releases January 2022 U.S. Heating and Cooling Equipment Shipment Data

## Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,144,359 units in June 2022, up 6.4 percent from 1,075,383 units shipped in June 2021. U.S. shipments of air conditioners increased 0.1 percent, to 683,649 units, up from 682,825 units shipped in June 2021. U.S. shipments of air-source heat pumps increased 17.4 percent, to 460,710 units, up from 392,558 units shipped in June 2021.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 4.0 percent, to 5,542,560 units, up from 5,330,426 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners increased 1.9 percent, to 3,338,316 units, up from 3,276,376 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 7.3 percent, to 2,204,244, up from 2,054,050 units shipped during the same period in 2021.

## 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	55,019	+10.8	34,746
16.5-21.9	107,067	+19.7	93,964
22-26.9	224,697	-0.8	217,811
27-32.9	175,660	-2.5	191,719
33-38.9	241,937	+5.7	247,859
39-43.9	87,253	+16.9	86,220
44-53.9	126,662	+13.7	125,656
54-64.9	100,009	+19.8	89,647
65-96.9	9,043	-18.0	8,805
97-134.9	7,788	-8.8	6,745
135-184.9	4,404	-25.1	4,542
185-249.9	2,032	-15.8	2,128
250-319.9	1,548	-25.3	1,789
320-379.9	319	-22.8	422
380-539.9	300	-19.1	393
540-639.9	289	+19.9	266
640-799.9	100	-23.1	105
800.0-899.9	76	+76.7	62
900.0-999.9	55	-5.2	44
1,000.0-1,199.9	25	-46.8	56
1,200.0 & Over	76	-29.0	70
<b>TOTAL</b>	<b>1,144,359</b>	<b>+6.4</b>	<b>1,113,049</b>

YTD			
Size Description (000) BTUH	2022 Total	% Change from 2021	2020 Total
Under 16.5	228,459	-8.5	164,737
16.5-21.9	525,183	+7.2	419,196
22-26.9	1,101,320	+2.5	892,169
27-32.9	871,759	+2.3	722,337
33-38.9	1,187,839	+4.7	958,759
39-43.9	418,924	+5.5	338,504
44-53.9	610,626	+6.7	495,320
54-64.9	464,147	+10.5	362,640
65-96.9	47,522	-6.5	42,901
97-134.9	37,583	-2.2	31,623
135-184.9	22,984	-3.1	21,873
185-249.9	10,531	+0.7	9,958
250-319.9	8,787	-7.7	7,919
320-379.9	1,636	-13.1	1,940
380-539.9	1,689	-7.6	1,962
540-639.9	1,529	+22.4	1,607
640 & Over	608	-8.3	668
800.0-899.9	332	+33.9	445
900.0-999.9	369	-1.6	456
1,000.0-1,199.9	203	+8.6	318
1,200.0 & Over	530	-1.5	539
<b>TOTAL</b>	<b>5,542,560</b>	<b>+4.0</b>	<b>4,475,871</b>

### 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 U.S. 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.

## NOTICE OF PLUMBER, PIPEFITTER, HVAC APPRENTICESHIP OPPORTUNITY

Plumbers & Pipefitters Local 142 J.A.T.C. will accept applications for apprenticeship beginning September 26-October 07, 2022, M-F, from 8:00 -11:00 a.m. and 1:00 - 3:00 p.m. at the address listed below.

Apprenticeship is the Earn-While-You Learn training program. Attend evening school and work during the day. No tuition or fees required for training. No financial debt for your career training.

Benefits include Health Insurance, Retirement plan, defined wage advancements, continuing education and training opportunities. Receive 32 hours of college credit upon completion of our 5-year training program. Veterans may utilize their Montgomery or Post-911 benefits in this program.

**MINIMUM QUALIFICATIONS:** Must be 18 years of age when applying. Must have a high school diploma (or be a graduating senior in May 2023) or have a GED. A certified birth certificate and official sealed high school transcript or GED grades are required to complete the application. DD-214 needed for Veterans. Driver's License or Photo ID. All applicants under the age of 26 must register for Selective Service or provide proof of ineligibility or prior registration.

Equal opportunity will be offered without regard to sex, race, color or national origin.

[www.local142.org/apprenticeship/](http://www.local142.org/apprenticeship/)

**PLUMBERS AND PIPEFITTERS J.A.T.C.**  
3630 BELGIUM LANE  
SAN ANTONIO, TX 78219  
(210) 226-2661

# GRAND OPENING HUMBLE

## THURSDAY, OCTOBER 20, 2022 9 AM - 1 PM

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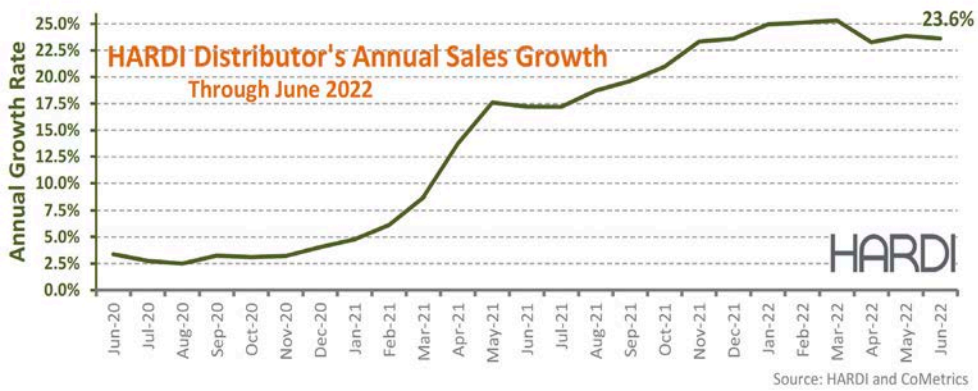


# HARDI

## HARDI Distributors Report 17.9% Percent Revenue Increase in June

**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 17.9% percent during June 2022.

The average annual sales growth for the 12 months through June 2022 is 23.6% percent.



“It looks like the annual sales growth has peaked,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The annual sales growth was near 25% during the first quarter, then in the 23.5% area the second quarter. The annual sales growth rate has peaked in five of our seven economic regions, and the industry PPI peaked in April.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 39 days at the end of June 2022.

“The June 2022 DSO is comparable to June 2021. This rate is considerably better than the pre-pandemic June level in the 43-day area,” said Loftus.


The TRENDS growth rate is a lot like the other economic data we have seen lately. The

results have been very strong but appear to be running out of steam. Average monthly job growth was 450K during the first six months of the year but 375K during the second quarter. Monthly job gains in the 400K area is unsustainable, especially since the average monthly growth during the Great Expansion was 200K and the unemployment rate is down to 3.6%. “Growth for our economy and TRENDS has been exceptional but will be slowing during the year ahead. Interest rates are considerably higher than at the beginning of the year and Consumer Sentiment is considerably lower,” said Loftus. “Economic cycles are not extinct and this one is rolling over into the next phase.”

*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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### 2022 EXAM PREP CLASS SCHEDULE

<b>AUSTIN/ROUND ROCK</b> Nov 19-20	<b>RED OAK/DFW (FRI-SAT CLASSES)</b> November 11-12
<b>HOUSTON</b> September 17-18 December 10-11	<b>SAN ANTONIO</b> October 22-23

Be prepared for the ACR license exam with our exam prep course - proven to increase pass rates.

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



## CONSTRUCTION DATA



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### SCHEDULE

<b>IRVING</b>	<b>Sept 22 - 24</b>
<b>HOUSTON</b>	<b>Oct 19 - 21</b>
<b>IRVING</b>	<b>Nov 17 - 19</b>

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McComb (601-684-8477)  
Meridian (601-482-2617)  
Natchez (601-442-9994)  
Ridgeland (601-853-4200)  
Vicksburg (601-638-6650)

### TEXAS

Houston - Jones Road West (832-478-5153)  
Houston - Waverly Street (713-868-4551)  
Houston - Winkler (713-944-2962)  
Abilene (325-672-5515)  
Angleton (979-849-5720)  
Arlington (817-402-7657)  
Beaumont (409-833-7438)  
Brenham (979-836-2121)  
Brownsville (956-547-9463)  
Bryan (979-779-4822)  
Cleburne (817-556-4648)  
Conroe (936-539-3144)  
Corpus Christi (361-452-1475)  
Early (325-641-0900)  
Galveston (409-744-0043)  
Harlingen (956-412-3900)  
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Missouri City (281-564-7777)  
Nacogdoches (936-564-0207)  
Orange (409-745-4800)  
Paris (903-784-8332)  
Port Arthur (406-985-5561)  
San Marcos (512-392-6288)  
Sherman (903-891-9966)  
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  - Inverter Variable
- Stand-Alone Support
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- Law and Rules

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## 2022 REMAINING CLASS SCHEDULE

Abilene	Next Date in 2023	In-person TACCA Members <del>\$159</del> \$0 Nonmembers \$159
Austin/RR	Nov 12	
Beaumont	Sep 9	
Burleson	Next Date in 2023	
Corpus	Next Date in 2023	Online Rates Members \$39 Nonmembers \$59
Denton	Oct 1	
Harlingen	Oct 1	
Houston	Sep 17, Oct 15, Nov 19, Dec 3	
Hurst	Sep 10, Oct 22, Nov 12, Dec 3	
Lubbock	Sep 15	
San Antonio	Nov 12	
Waco	Oct 1	



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# CALENDAR OF EVENTS

## MEPO OF OKLAHOMA, INC.

**MECHANICAL - ELECTRICAL - PLUMBING  
Contractors of Oklahoma**

\*\*\*\*\*

**UPCOMING September MEETINGS**

**Presentations will feature New  
Tools and Meters for Refrigerant  
Changes By CPS and James Porterfield  
of Texoma Reps**

**Oklahoma City Lunch meeting**  
Wednesday September 14th 11:30am  
**\*\*Charleston's 2000 S. Meridian\*\***

**Tulsa Lunch Meeting**  
Thursday 8th 11:30am  
**OK Joe's BBQ 6175 E. 61st St**  
(use the back door)  
\*\*\*\*\*

**This Months Social Dinner Meeting**  
Thursday Sept 1st will be at  
**STONE MILL BBQ & STEAKHOUSE 6:30pm**  
2000 W. Reno St Broken Arrow, OK 74012

\*\*\*\*\*

**This years meeting attendance will  
have Quarterly Special Prize Drawings**  
(for OK City and Tulsa Meetings)  
**Meeting sign-ins will be your entries**  
**Each attendance = 1 Entry**  
**per your signature on the monthly  
meetings sign in sheets for the  
Months of January thru December**  
**Drawings will be after each Quarter**  
**Last Quarter Prize was the**  
**VETO PRO PAC TP-XL**

\*\*\*\*\*

**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**



## The spotlight



Jeff Widdel has joined Malco Products as Director Of Engineering and Plant Operations



Thermosystems names Mike Murray as President



NIBCO Promotes Sally Boyer to Director, Marketing Communications



Jim Finneman has joined Malco Products as Executive VP Supply Chain Management

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CALENDAR OF EVENTS



SEPTEMBER 2022 TRAINING CALENDAR

Broadway Training Center  
9311 Broadway, Suite 100  
San Antonio, TX 78217

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

CLASS NAME	DATE	TIME	REG. CODE	PRICE
TDLR CE for State HVACR License Renewal	Tue, 9/6/2022	8:00 AM - 4:30 PM	605-115	\$135
ESCO EPA Section 608 Review & Exam	Wed, 9/7/2022	8:00 AM - 4:30 PM	605-101	\$175
ESCO EPA Section 608 Exam Only	Wed, 9/7/2022	1:00 PM - 4:30 PM	605-102	\$95
Goodman Unitary Inverter Installation	Thu, 9/8/2022	8:00 AM - 10:00 AM	605-162	\$45
Rectorseal Surge Protection & VRM Training	Wed, 9/14/2022	8:00 AM 10:00 AM	605-105	Free
NuCalgon Clean Coil Program	Wed, 9/21/2022	8:00 AM 10:00 AM	605-105	Free
SEER2 Goodman Equipment Overview	Thu, 9/22/2022	8:00 AM 10:00 AM	605-105	Free
ComfortBridge Installation & Commissioning	Thu, 9/29/2022	8:00 AM 10:00 AM	605-159	\$45

2022 Upcoming classes:

**TDLR CE Class 605-115**  
October 5th  
November 1st  
December 6th

**EPA Section 608 Review & Exam 605-101/Exam Only 605-102**  
October 6th  
November 3rd  
December 8th

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.**



SEPTEMBER 2022 TRAINING CALENDAR

Contact info: **\*Baton Rouge Coursey Training Center**  
11030 Coursey  
Baton Rouge training classes: Paul Bienvenu: 225-295-7019 ext. 213 or paul.bienvenu@johnstonesupply.com  
Baton Rouge LA 70816

Course/Description (Click to register)	Date	Time	Part #	Price	*Location
Wired for Wiring	Wed, 9/7/2022	8:00 AM - 9:30 AM	600-358	\$45.00	BR Coursey Training Center
Circuit Troubleshooting	Wed, 9/28/2022	8:00 AM - 9:45 AM	600-358	\$45.00	BR Coursey Training Center

Contact info: **\*Bill Barber Memorial Training Center**  
5630 Powell Street  
New Orleans training classes: Tim Richard: 504-754-5438 or tim.richard@johnstonesupply.com  
Harahan LA 70123

Course/Description (Click to register)	Date	Time	Part #	Price	*Location
Understanding Superheat & Subcooling	Wed, 9/7/2022	8:00 AM - 9:00 AM	605-191	\$45.00	Bill Barber Training Center
ESCO EPA Section 608 Exam Only	Wed, 9/28/2022	8:00 AM - 12:00 PM	605-102	\$95.00	Bill Barber Training Center



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Always use with time delay relay to prevent short cycling.

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

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

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

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

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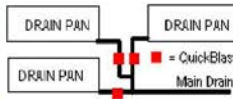
If you want locks that will actually **STOP someone from getting into the system**, get ours. If you are just trying to meet minimum code guidelines, get the cheap plastic ones that can be easily ripped off or opened with a common tool (Allen wrench, etc.). Lawyers will love those when litigating.

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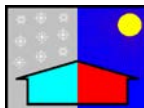


For questions or comments: [mikesears061@gmail.com](mailto:mikesears061@gmail.com)

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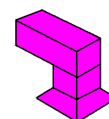


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