



TACCA Greater San Antonio 29th Annual Fishing Tournament



Pictures on page B6.

Johnson Supply Hosts TACCA Training Event



Pictures on page B12.

Johnstone Supply Petit Group Lafayette Grand Opening



Pictures on page B5.

AHR Expo celebrates 25 years of AHR Expo Mexico

Westport, Conn. - The AHR Expo (International Air-Conditioning,

Heating, Refrigerating Exposition) is excited to announce the 25th anniversary of its Latin American companion show, AHR Expo Mexico. The 2022 Mexico show was held at the Expo Guadalajara Convention Center in Guadalajara, Jalisco.

AHR Expo Mexico's history is tied to the rise of the HVACR market in Latin America. Following a boom of activity in the nineties, ASHRAE formally opened a chapter in Monterrey, Mexico, bringing together the engineering sector of the industry in the area. Not surprisingly, soon to follow was the desire to deepen industry access with a formalized trade show. In 1997,

AHR Expo hosted the first-ever event aimed at bringing the entire industry together for the Latin American HVACR market.

"Air conditioning was considered more of a luxury commodity until the 1980s. It was not common and therefore the market was not very organized," said Alejandro Guerra, Director of AHR Expo Mexico. "With the rise of necessity and the industry in general, there was a well-

received welcome for a show such as AHR, with such a strong history of success in North America to bring companies and professionals together."

The first show opened in Monterrey with 5,000 square meters. Since then, the HVACR market has experienced solid and consistent growth. As the market continues to welcome innovation, the outlook for the industry in South and Central

America remains strong.

"This year's show in Guadalajara had an exhibition floor of 15,000 m2 and we expect to expand even more in Mexico City for 2023 with a projected 21,000 m2," continued Guerra. "This is an indicator of the health of the industry and the motivation of businesses as they embrace opportunities to meet in person to strengthen business relationships."



Century A/C Supply Announces Ken Schreiber as New President



Houston, TX - Century A/C Supply, a leading HVAC distributor in the Houston area, is pleased to announce that Ken Schreiber has been promoted to President of Century A/C Supply.

Schreiber is an accomplished executive with more than 2 decades of senior management experience in the HVAC industry. He has over 30 years tenure with Century-affiliated companies and has held the positions of Inventory Control Specialist, MIS Director, VP of Operations and most recently, General Manager. As President, Schreiber will leverage

his proven leadership experience to drive strategic planning and profitability for the business.

"It's an exciting time for Century A/C with the recent acquisition/partnership with Rheem. As we move into our 50th year of business, I look forward to building on the solid foundation laid by Rick Luke and continuing to introduce innovative solutions that will add to the significant growth the company has experienced since 1973", says Schreiber.

Schreiber most recently held the position of General Manager and will be replacing Rick Luke who has served as President since 1993 and will remain the President of Air Management Supply in the Midwest, a sister company to Century A/C. "Ken has been instrumental in the growth and success of The Century Companies for 30 years. His work

ethic has paid dividends in his constant pursuit of accountability and efficiency. His efforts to learn the IT world in the 90's was paramount in moving the company forward and providing solutions for growth. Advancing to COO and on to General Manager, his knowledge of the distribution business is unmatched. I could not be more confident of leaving the company in his hands. He will continue the legacy of Century that Dennis Bearden started 50 years ago", says Luke.

About Century A/C Supply

Founded in 1973 by Dennis Bearden, Century A/C Supply is a leading HVAC wholesale distributor with 14 locations throughout the Houston area. Known locally as the exclusive distributor of Ruud air conditioning and heating systems, Century has been recognized by the Houston Chronicle as a Top 100 Private company and a Top Workplace in Houston. Learn more about Century A/C Supply at www.CenturyAC.com.

INSIDE

- Consultants' Corner6,10,21
- Product News..... 2,13
- TACCA- Trade Talk B2,B8,B12
- Focus Section..... B15
- CalendarB12,B14
- Hardi News..... B8



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Product News

Airzone Launches in North America with Critical HVAC / IoT Interface

The longtime leader in HVAC control solutions for the European market bridges the gap between HVAC inverter systems and smart thermostats

Miami, FL – Airzone, a worldwide industry leader in dynamic HVAC control solutions, is entering the rapidly growing North American market with an exclusive smart control solution for HVAC inverter systems. Airzone’s Aidoo Pro acts as the bridge between proprietary HVAC inverter and mini-split manufacturers’ protocols and IoT device APIs, including for the popular ecobee®, Honeywell® and Nest® smart thermostats. The Aidoo Pro enables HVAC professionals to completely integrate HVAC inverter systems with leading smart thermostats, preserving all inverter features and providing unparalleled levels of efficiency, energy savings, connectivity and comfort.

Airzone Solutions Bridge the Gap Between IoT and HVAC

The Airzone Aidoo Pro is a simple-to-install system add-on that sits between the HVAC system and IoT control devices such as third-party smart thermostats, voice assistants, and home automation. Airzone’s exclusive library of manufacturer-certified HVAC protocols enables full two-way communication between the Aidoo Pro, the HVAC solution, and smart thermostats or other connected devices. The Aidoo Pro receives smart thermostat data via API, interprets it, and then sends the appropriate commands to the inverter unit via manufacturer-certified protocol. The inverter continues to function at a variable rate, preserving the superior comfort and efficiency of the system.

Airzone has spent decades cultivating privileged working relationships with the industry’s leading HVAC inverter and

mini-split manufacturers. The Aidoo Pro has manufacturer-certified HVAC protocols from all leading brands, including Daikin, Fujitsu, Hitachi, LG, Mitsubishi and Panasonic. Airzone also has dedicated API cloud integrations with the industry’s leading smart thermostat solutions, including Nest®, ecobee® and Honeywell®. Additional integrations with other smart thermostats are on the roadmap for 2023 and beyond.

About Airzone

Airzone is an industry-leading manufacturer of dynamic HVAC control and zoning solutions for residential and light commercial environments. For more information, visit airzonecontrol.com

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AC Today	B5
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Barsco	19
Century A/C Supply	23
Century HVAC Distributing.....	4
Coburn Supply	6
Complete Curb.....	18
Construction Data	14,B14
Duct Saddle.....	B15
Elite Software.....	B15
FTL Finance.....	14
Gemaire.....	7
GREE	16,22
Insco Distributing	24
Johnson Supply.....	8
Johnstone Supply Houston	21,B1
Johnstone Supply Dallas	11
Johnstone Supply Petit Group.....	B4
Johnstone Supply South Texas.....	15
Locke Supply	20
Mitsubishi Electric	10
Mueller Streamline.....	5
MORSCO	12
Pipe Prop	21
Pro Lift	B14
Rectorseal.....	17
Searco	B15
Solar Supply	3,B3,B7
Standard Supply	13
TACCA	B2,B8,B12
TACCA Greater Houston.....	B13
TACCA Greater San Antonio	B11
Transtar AC Supply.....	2
United AC Supply	18



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D I S T R I B U T I N G TM

Ed's Supply, a Division Of Heritage Distribution Holdings, Acquires Controlled Temp Supply

Acquisition Continues the Growth of the Gryphon Investors-backed HVAC/R Parts and Equipment Distribution Platform

Nashville, TN – Ed's Supply ("Ed's"), a leading Southeast HVAC/R distributor, announced today that it has acquired Controlled Temp Supply ("CTS"), a wholesale distributor providing HVAC/R equipment, parts, supplies, and customer service to residential and commercial customers in Oxford, MS. Controlled Temp Supply will rebrand under the

Ed's Supply name, further extending Ed's presence in Northern Mississippi. Ed's Supply operates as a division of Heritage Distribution Holdings ("Heritage Distribution" or "HDH"),

which is backed by leading middle-market private equity firm Gryphon Investors ("Gryphon").

Tucker Byram, President of Ed's Supply, said, "Controlled Temp Supply has

built a reputation as a trusted partner to its suppliers, known for quality customer service in the Oxford area. CTS fits well with our approach and further extends the Ed's footprint into the

Northern Mississippi market. We look forward to working with the CTS management team to grow the business while continuing to build on the legacy established by the McCarter family."

Controlled Temp Supply joins the Heritage Distribution platform, marking the fourth acquisition completed by HDH during Gryphon's ownership. HDH's growing number of brands of HVAC/R distributors operating across the Midwest and Southeast includes Ed's Supply, Wittichen Supply, and Benoist Brothers Supply, which includes Nu Comfort Supply.

Alex Averitt, CEO of Heritage Distribution, said, "We are excited to welcome the Controlled Temp Supply family to HDH. Their commitment to excellent customer service, wide variety of product offerings, and strategic location were attractive to us and we look forward to our future together."

About Ed's Supply

Founded in 1957 and based in Nashville, Ed's Supply (www.edssupply.com) has been a leading wholesale distributor and service provider for over 60 years, committed to serving the unique needs of the local contractor community. With 19 locations in three distinct regional markets covering Georgia, Tennessee, Kentucky, and Arkansas, the company boasts one of the largest inventories of HVAC/R parts, equipment and air distribution products in the Southeast. Serving both the residential and commercial markets, Ed's Supply offers products and services ranging from refrigeration system design and compressor solutions to temperature control, air purification systems, and professional training seminars.



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Demand Attention

When your email lands in someone’s inbox you have about two seconds to capture their attention and motivate them to take action. If you don’t, the reader will simply scroll on by and you will miss the chance to share your message and motivate them to action. So how do you write the very best email subject line?

Keep your subject line short and sweet

One of the casualties of the digital age is the attention span of your reader. They just won’t hang around for the punch line of a long headline. Compounding the problem is the fact that most email clients, search engines, and social media sites truncate long titles.

How short? While different devices may display between 6 – 10 words, we see the best interaction when the subject line is between 4 and

7 words or a maximum of 50 characters.

With so few words to work with, don’t waste even one character on unnecessary information. Phrases like: “New blog post” or “News from” are a complete waste of words. As readers skim down through their inbox they are likely to only read the first one or two words, so lead with something strong.

Keep it Personal

People want to feel special. A personalized email subject line can make your reader feel as if the message is just for them. While you may not always be able to create a completely unique subject line for the thousands of subscribers to your email program, a segmented list will allow you to create more targeted and personal communication.

Say goodbye to headlines

which start with 5 Tips Every... And replace them with more focused subjects such as

- Tips for Parents of Toddlers
- Retirement Strategies of Single Boomers

The more you can drive content to a narrow niche, the more likely your reader will identify with the content and open the email.

WIFM – What’s in it for Me

Your readers will open an email if they believe they will benefit from the information inside (Gain Headline) or suffer a loss if they don’t (Pain Headline). In a “Gain Headline” you must clearly outline the benefit. “Increase your open rates by 50% today” is much more compelling than “How to increase open rates.”

The flip side of a WIFM headline will focus on the

pain which will occur if the reader ignores your email. It is human nature, the drive to avoid an unpleasant outcome is actually stronger than the drive to reach a positive one. So a headline which essentially promises a way to protect yourself from disaster works. One of my favorite pain headlines was written for a carpet cleaning company. “How to Ruin Your Carpet.” The hint of disaster piqued the curiosity of the readers.

Writing a statement that piques one’s curiosity and makes them think, “Huh? What could this be about?” is effective if you can make them laugh or inform them after opening, but use it sparingly and make sure to deliver an expected punch – you don’t want to be deceptive.

Act Now

Using words and phrases which communicate a sense

of urgency or play on the reader’s fear of missing out will encourage your reader to act now, instead of putting it off until later – when there’s a chance of them forgetting it. If you’re offering something that is limited, spell this out in your subject line (Only Five Spots Left). Motivate readers to act immediately when you communicate a deadline or expiration date (Today Only).

Communicating urgency and scarcity may compel readers to click (or act) but limit the use to occasions which genuinely call for immediate action. If you overuse this tactic your readers will begin to ignore your messages. You will transform your best email subject line into your worst, simply by overuse.

Spice up your next blog post, newsletter or ad by employing some of these headline techniques and see what works best for you.



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.

Looking for more subject line resources? GRAB A COPY OF THE ULTIMATE GUIDE TO HEADLINES - <https://digitaltoolbox.club/offer-ultimate-guide-to-headlines/>



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JB Warranties and Sera Systems Announce First of its Kind Integration for HVAC Industry

Automates Extended Labor Warranty Processes Within Field Service Management Platform

Argyle, TX – September 21, 2021 – JB Warranties, the HVAC industry's leading provider of extended labor warranties, is proud to announce its strategic partnership with Sera Systems, Inc., creator of Sera, the new era in field service management software (FSM). This cutting-edge initiative is designed to disrupt the US HVAC market.

The new partnership will integrate JB Warranties with Sera to provide a host of benefits to HVAC dealers, including:

- Workflow improvements
 - Frictionless processes that improve efficiencies
 - Recurring revenue
 - And the peace of mind for homeowners
- Both companies offer dealer incentives as part of this initiative.
- Sera will offer special pricing on Sera subscriptions and services to registered JB Warranties dealers.
 - JB Warranties will fund a co-op program for dealers that purchase warranties within the Sera platform. Dealers will be eligible to receive

co-op funds equal to up to 5% of their purchases. Dealers can utilize their accrued co-op funds to buy down the costs of their Sera subscriptions.

Jeff Bohannon, CEO & President, JB Warranties shares, "JB Warranties is dedicated to providing value to our growing dealer base. Integrating our extended labor warranty processes within Sera will help our dealers save time and automate workflows. The new co-op program will also help dealers buy down their Sera subscriptions, reducing their total cost of ownership."

Billy Stevens, CEO, Sera Systems, adds, "Sera is excited to partner with JB Warranties. We designed Sera to bring simplicity to the businesses in our industry. Through this integration with JB Warranties, dealers can increase efficiencies by automating the selling, purchase and claims processing of extended labor warranties."

HVAC dealers in the US that would like to register with JB Warranties can do so at www.jbwarranties.com. Dealers can schedule a Sera demo at sales.sera.tech/jbw.

Johnstone Supply Leads TRC's Banish Mercury Off the Planet Contest

New York — Johnstone Supply leads Thermostat Recycling Corp.'s Banish Mercury Off the Planet (BMOP) contest after almost three months of the competition. In second place is R.E. Michel Co., followed by Ferguson.

"While there has been a slight decrease in collections compared with last year's results during the same period, we are pleased to note that this should indicate our continued success in removing mercury-containing thermostats from the environmental stream," said . "As the collection process emerges from the pandemic, it is gratifying to witness how conscientious HARDI members continue participating in the BMOP contest."

The collections from the front-runner wholesalers include:

Top 3 Wholesalers	Pounds of Mercury
Johnstone Supply	46.2
R. E. Michel Co.	19.3
Ferguson	5.1

TRC reports that 113 pounds of mercury, including 10,967 mercury-containing thermostats, have been recycled from 167 wholesalers through July in the BMOP contest, which began May 1 and ends Oct. 30.

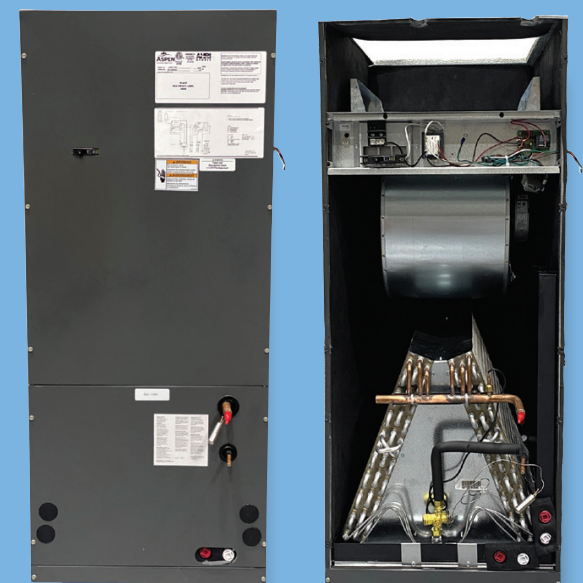
The contest recognizes members of Heating Air-Conditioning Refrigeration Distributors International (HARDI) that collect the most mercury-containing thermostats. TRC publicly acknowledges the top three recyclers in various categories during HARDI's annual conference. This year, the conference is in Houston, from Dec. 3 to 6.

HARDI is the largest and most successful trade association representing the HVACR distributors in the United States.

"The effort by HARDI wholesalers to recycle mercury-containing thermostats is admirable," said Myers. "However, the BMOP contest is ongoing and doesn't officially end until Oct. 30. We urge all of our HARDI partners to continue their exemplary efforts in making the environment safer for everyone."

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.

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- 100% Factory Tested



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Trying to make sense of the Inflation Reduction Act

Trying to make sense of the Inflation Reduction Act? Here are some details from several leading financial sources.

Enhanced tax credits for homeowners who install certain HVAC equipment and for home builders whose projects meet specific energy-efficiency standards, and tax deductions for the owners of commercial buildings that are upgraded to achieve defined energy savings, are part of the Inflation Reduction Act, passed August 12 in the U.S. House of Representatives and signed by President Joe Biden.

The estimated \$737 billion measure, salvaged from the remnants of 2021’s Build Back Better plan, had been considered all but dead as recently as July. But late revisions and agreement among Democratic senators led to its passage in the Senate in early August by a

party-line, 51-50 vote, with Vice President Kamala Harris breaking the tie.

The three types of incentives, named for their respective sections in the tax code, apply to a broad range of energy-efficiency measures, including installing certain HVAC equipment and certain building components. Following are the highlights for the consumer

The old, expired credit was worth 10% of the costs of installing certain energy-efficient insulation, windows, doors, roofing, and similar energy-saving improvements in your home. You could also claim the credit for 100% of the costs associated with installing certain energy-efficient water heaters, heat pumps, central air conditioning systems, furnaces, hot water boilers, and air circulating fans. However, there was a

lifetime limit of \$500 for the credit (e.g., credits taken in previous years counted towards the limit). There was also a \$200 lifetime limit for new windows. These limits severely restricted the overall value of the credit. There were also other individual credit limits for some furnaces and boilers (\$150); and certain water heaters, heat pumps, and air conditioning systems (\$300), the last two should still be in place for rest of 2022.

The credit is revived for the 2022 tax year, and the old rules apply. However, starting in 2023, the credit will be equal to 30% of the costs for all eligible home improvements made during the year. It will also be expanded to cover the cost of certain biomass stoves and boilers, electric panels and related equipment, and home energy audits. Roofing and

air circulating fans will no longer qualify for the credit, though. Some of the energy-efficiency standards will be updated as well.

The credit, subtracted directly from the homeowner’s tax liability, amounts to 30% of the cost of the improvements, with an annual limit of \$1,200 — up to \$600 for qualified HVAC equipment and up to \$600 for building components (\$500 for exterior doors). A lifetime cap on the credit was replaced by the annual \$1,200 limit.

Notwithstanding the limit, a homeowner who has a qualified heat pump, heat-pump water heater, or biomass-fueled stove or boiler installed can take a credit of up to \$2,000, 30% of the installed cost for the project. These credits are for installations after Jan 1st, 2023 and extend thru 2032.

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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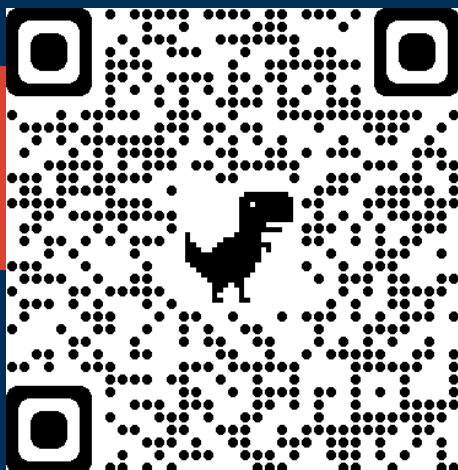
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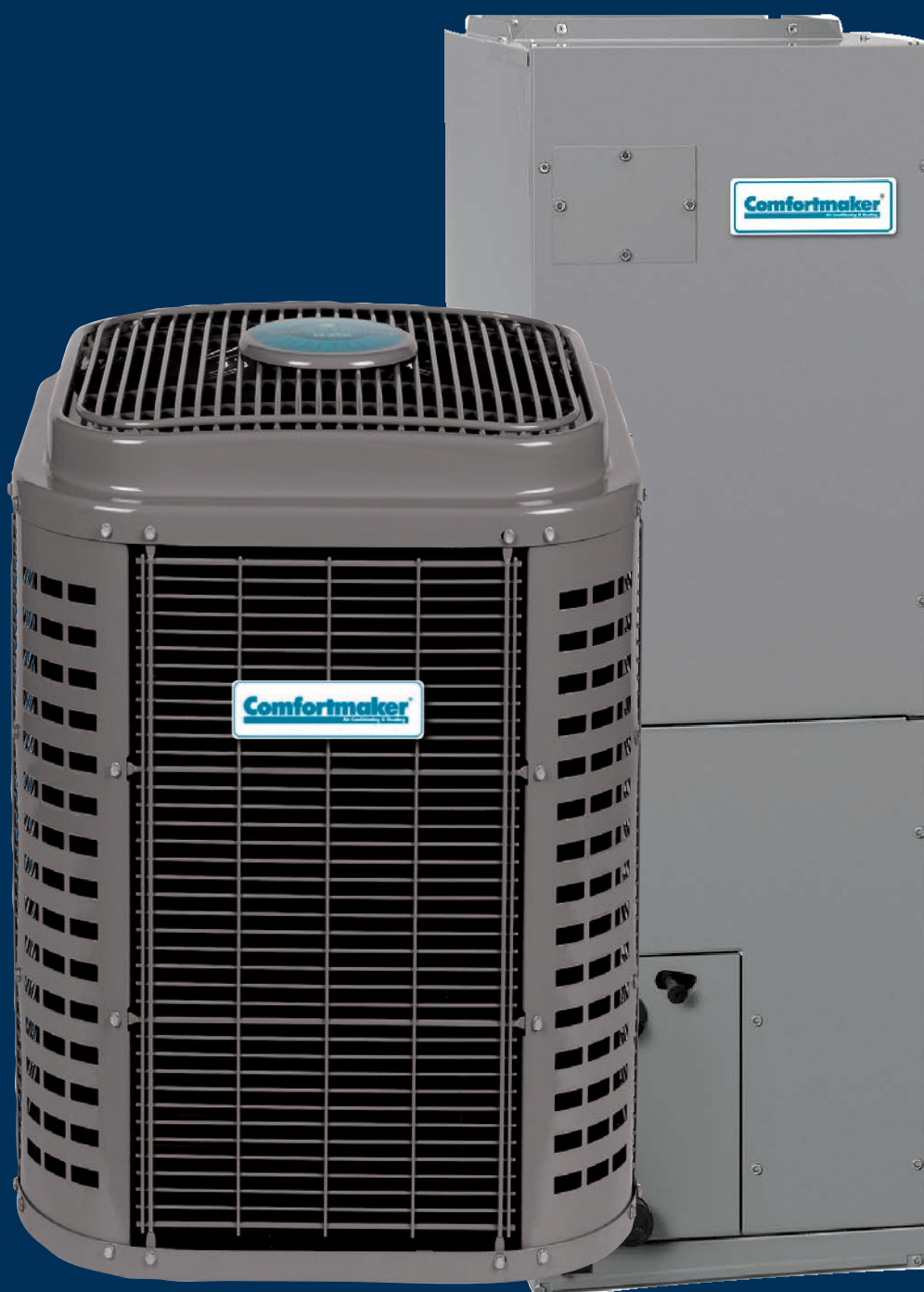
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PHCCCONNECT2022: Paving the Way for Constructive Collaboration

Unprecedented Level of Opportunity for Plumbing and HVAC Contractors



Excitement is building for PHCCCONNECT2022, Oct. 5-7 at The Westin Charlotte & Charlotte Convention Center. This is an ideal time for our plumbing, heating and cooling family to collaborate for unprecedented opportunities, including the more than 20 targeted educational sessions, a hands-on experience at the Product and Technology Showcase, and special events for connecting and recharging in the “Queen City.”

Top educational programming has been created exclusively for plumbing and HVAC professionals in the industry. Contractors requested topics that span business development, technology, marketing, legislative and regulatory issues, inventory control, pension plans, and safety. This year’s much-anticipated keynote presenters, Our Construction Company, also own a professional stock car racing team that competes in the NASCAR Xfinity Series. They’ll share the value of

constructive collaboration in both arenas.

CONNECT also will showcase an industry panel who will address today’s top issues, including supply chain disruptions, inflation and worker shortages. The discussion among leading manufacturers will be moderated by Mechanical Hub’s John Mesenbrink.

New this year, PHCCCONNECT includes a one-day “Rising Leaders Summit” to motivate and prepare the next generation. Bring the up-and-coming “rock stars” at your company for this special opportunity – plus access to the Product & Technology Showcase and the Closing Event – for only \$250/person!

Among other conference highlights:

- A walking tour of Charlotte Pipe and Foundry, where attendees can observe the behind-the-scenes steps involved to produce top-quality cast iron pipe and fittings.
- Tons of networking opportunities – including a Funny Bus Tour sponsored by the PHCC National Auxiliary – within our host city of Charlotte, North Carolina.
- The chance to see 28 plumbing

and HVAC apprentices compete on the national stage at our PHCC Educational Foundation’s National Apprentice Contests.

- The opportunity to explore emerging markets and meet one-on-one with more than 100 exhibitors at the Product & Technology Showcase.

- A PHCC Political Action Committee Event to celebrate PHCC’s advocacy achievements and learn more about how PHCC represents contractors’ needs on Capitol Hill.

- An exciting finish to the conference with a closing event at the NASCAR Hall of Fame, where PHCC also will install its 2022-2023 leadership.

A special tribute also will be given to the PHCC Educational Foundation, which is celebrating its 35th Anniversary. The Foundation began its legendary journey by providing technicians with educational programming and has transformed plumbers and HVACR tradespeople through the years with training, scholarships and national contests.

To register for PHCCCONNECT2022, visit phccweb.org/connect.

Fieldpiece Instruments Launches Powerful New Wireless Refrigerant Scale, SR47

New Refrigerant Scale Breaks the Mold with Expanded Durability, Accuracy and Portability to Support HVACR Field Professionals

Orange, Calif. – Fieldpiece Instruments announced the launch of an upgraded Wireless Refrigerant Scale, model SR47, for HVACR contractors and technicians. The latest model will replace the industry workhorse, Fieldpiece’s SRS3. The newly upgraded wireless refrigerant scale is yet another gamechanger to make HVACR industry tools more efficient and effective with the ultimate performance and durability in a compact, portable design. Industry-leading battery life, wireless range and accuracy offer unmatched reliability and convenience.

The SR47’s 252-pound maximum load capacity accommodates any charge or recovery requirement, while its oversized 13-inch platform design with unique integrated bumpers is engineered to fit any refrigerant tank. It also features the best platform battery life in the industry with a long life of up to 200 hours, which maximize jobsite uptime by removing the need to change or recharge batteries.

The SR47 offers industry-leading wireless 1000-foot range with the Job Link® System App, allowing technicians to easily capture data and send reports or invoices, and it integrates with other tool measurements such as SMAN digital manifolds. Its wireless remote can be easily stored in a handy niche located under the scale and it boasts an improved rubber gasket grip design, shorter length, slightly larger display and a redesigned magnet, plus a hefty 80-hour battery life.

For more information, visit: <https://www.fieldpiece.com/product/sr47-refrigerant-scale-250-lb-capacity-wireless/>.

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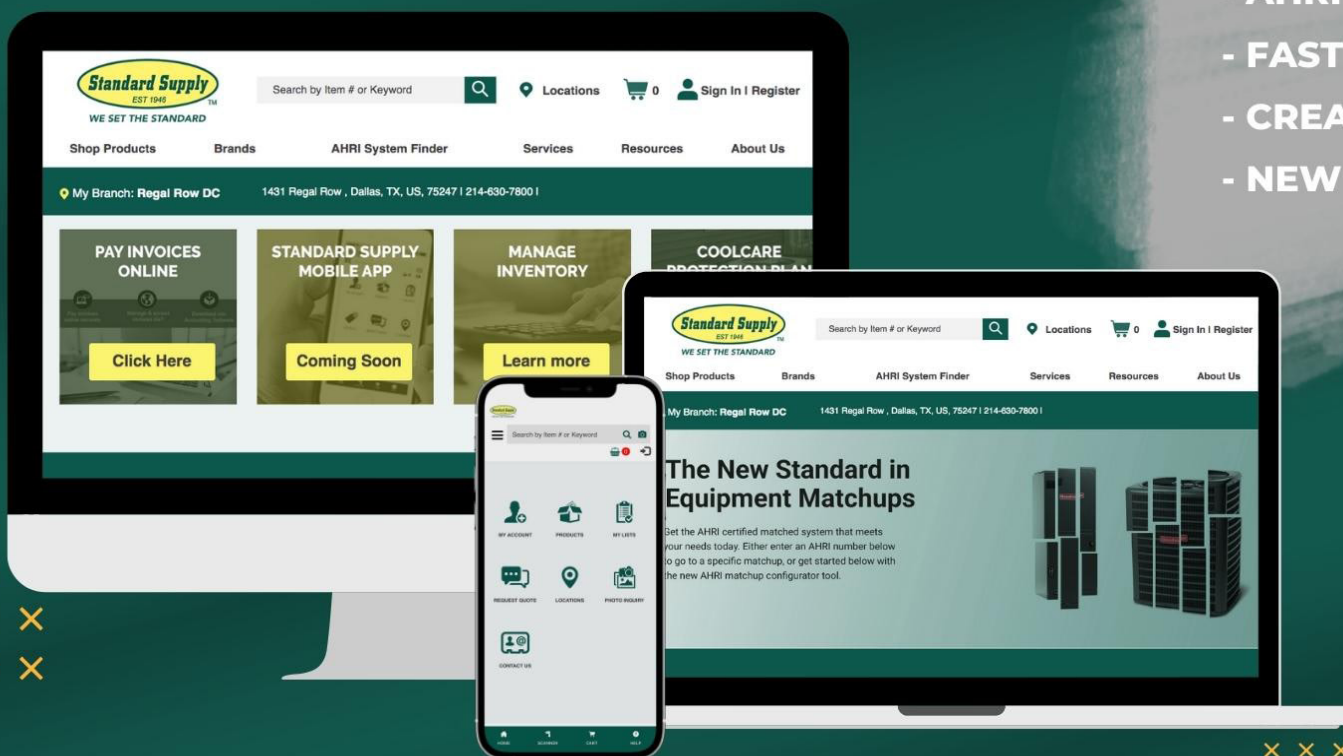
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Homeowners can also get a credit of up to \$150 for a qualified home energy audit, another credit is available if an electrical panel needs to be upgraded.

There are additional rebates available on a state-by-state basis, details will depend on the state and how aggressive they are with the funding available from the federal government. Those can be as much as \$8000 (again, 30% of the total installed cost) for installing a new heat pump, efficiency rating will play a part in how much the homeowner will receive, and certain income guidelines will have to be met. Those details are not finalized yet, and probably won’t be till the middle of 2023.

So here is what I would suggest. This IRA package is coming at the same time as the equipment change to the new SEER 2 guidelines, which will be a substantial change to our industry. Some of our members have already reported that they have customers telling them they will wait till after Jan 1st to install their new system. If you run into that, be sure

to let the customer know that the equipment they will be allowed to sell after Jan 1st will probably cost more, so the dollars will probably wash out. Not to mention the equipment availability issues with the manufacturers ramping up for the new products.

Here is my “milage may vary” disclaimer. This is a guideline, not the last word. I researched several articles, this is a summation, but each article had some nuances, so be careful out there. Get with your CPA, make sure you understand what your state is doing, and what the IRA really says. Especially for 2022, be positive before you sell a rebate-based system.

You need to stay close to your distributor and get guidance on how the inventory levels are, what will be available that meets the federal guidelines for the rebates and the new efficiency ratings for now and after Jan 1st. Lots of moving pieces.

More to come, but there appears to be some real money available starting next year. Thanks for listening, we’ll talk later.

Redwood Services Announces Investment in Environment Masters

Redwood expands family with one of Mississippi’s largest residential HVAC and plumbing service companies

Memphis, Tenn. — Redwood Services (“Redwood”), a home services firm focused on investing in leading residential HVAC, plumbing and electrical services companies in growing U.S. markets, today announced it has invested in Environment Masters.

Environment Masters is a third-generation HVAC & plumbing company, founded in 1957 by Raymond J. Nalty Jr. Under the helm of Raymond Nalty III, the business has grown to become one of Mississippi’s largest residential and plumbing contractors with more than 115 employees and more than 6,500 active customers.

“Environment Masters is one of the most established home services brands in the midsouth and is a phenomenal addition to the Redwood family,” said Richard Lewis, CEO of Redwood Services. “Environment Masters has a strong management team and a demonstrated history of serving Jackson, MS with excellence and integrity. It is our plan to support



their growth and enhance the service offering for the community.”

As part of the investment, Raymond Nalty III will retain a significant minority ownership stake. The Environment Masters team will continue to operate and manage the business under the Environment Masters banner and name, while Redwood offers operational, strategic and financial support to enhance the company’s growth.


“The transition to becoming a Redwood Partner has been seamless,” said Raymond Nalty III, President and General Manager of Environment Masters. “Redwood understands our business model and having spent time with the Redwood team – as well as the other Redwood Partners


– I am confident the decision to join Redwood will be transformative in supporting our next phase of growth as we continue to serve our community.”

Environment Masters marks Redwood’s seventh platform investment, following the company’s investments in Arizona-based Plumbing Medic, Indianapolis-based Service Plus, Cincinnati-based Arlinghaus, Fresno-based Allbritten, D.C.-based John C. Flood, and Tucson-based Rite Way.

About Redwood Services

Founded in 2020, Memphis-based Redwood Services is building a family of people-focused essential home service companies, actively investing in the HVAC, plumbing and electrical trades throughout the United States. Redwood operates brands in the Arizona, D.C., Maryland, Virginia, California, Ohio, Kentucky, Indiana and Mississippi markets as it seeks to build out a national home services platform. For more information, visit RedwoodServices.com.

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Oct. 24 is Recycle Your Mercury Thermostat Day

Thermostat Recycling Corp. Urges Consumers & HVAC Contractors to Safely Recycle Mercury-Containing Thermostats

New York—Thermostat Recycling Corp. (TRC) urges consumers to examine their thermostats and recycle them if their unit contains mercury on Monday, Oct. 24, Recycle Your Mercury Thermostat Day.

“TRC has successfully recycled millions of mercury-containing thermostats,” said Danielle Myers, operations and compliance manager, TRC. “However, our goal remains the same: to find and recycle that last mercury-containing thermostat. While we recognize our tremendous strides in replacing these units, we know that older versions still exist and pose a potential health risk if not properly recycled.”

Mercury was a component in thermostats until the industry

discontinued the practice. U.S. manufacturers stopped making them between 2004 and 2007, but it is a reasonable assumption that some units remain in aging homes.

Mercury is a well-known hazard both to personal health and the environment. TRC has been at the forefront of promoting the removal and safe recycling of mercury-containing thermostats for more than 22 years.

TRC has been unrelenting in its mission to gain awareness from the public and the HVACR industry that mercury-containing thermostats exist and should be recycled properly. “It is a message that we have delivered consistently for more than 20 years, and it is one that is worth repeating as long as

these units exist,” said Myers.

An essential component of our mission has been our collection locations, which include wholesalers, retailers and household hazardous waste facilities that collect the units in containers supplied by TRC. The locations send the thermostats to a TRC processing facility, where experts dismantle the units and remove the mercury for retort and safe storage. Mercury is an element and cannot be destroyed.

TRC created Recycle Your Mercury Thermostat Day in 2018 as part of its marketing and public relations efforts to highlight the need to collect and safely recycle these units.

“We coined this celebratory day as a public service effort to educate consumers and highlight the need to identify and recycle these old mercury-containing units,” said Myers. “Our campaign has also influenced HVAC contractors who are often involved in the replacement process. This campaign reminds them to drop off the thermostats at their nearest participating wholesaler. We have recycled millions of these units but want to ensure we retrieve every last one.”

Consumers or contractors can find their nearest recycling location by keying in their ZIP code at www.thermostat-recycle.org.



K-Flex USA names Steve Good as Regional Sales Manager



Raleigh, NC – K-Flex USA has hired Steve Good as the Regional Sales Manager for K-Flex USA. Steve will be responsible for Texas, New Mexico, Louisiana, Oklahoma, and Arkansas. He has over forty-five years’ experience in the HVAC industry. Twenty-eight years in wholesale distribution and he spent the last seventeen years as a Principal with the rep firm Pepco Sales & Marketing in Dallas. As a Manufacturers Rep, Steve has worked with K-Flex over

the past ten years so he is already very familiar with the K-Flex product line, it was a perfect fit.

“We are excited to welcome Steve to the K-Flex team,” said K-Flex VP of Sales & Marketing, Matt Hair. “He has a proven customer-first approach and brings an unmatched level of experience and knowledge gained through his leadership roles within all parts of our industry’s supply chain including contracting, distribution, manufacturer representation, and now directly for a manufacturer. We are certain that our valued customers will benefit greatly from Steve’s local presence in the market.” “I look forward to assisting our existing customers while also building our customer base in new areas” said Steve Good.



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SMACNA Appoints Anthony Kocurek as New Board President

Colorado Springs, Colo. — The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA), the leader in promoting quality and excellence in the sheet metal and air conditioning industry, today announced Anthony (Tony) Kocurek, Owner of Energy Balance & Integration, LLC, has been elected by the Board of Directors to serve as president. Kocurek's year-long term in office begins at the close of SMACNA's 78th Annual Convention in Colorado Springs, Colorado.

Kocurek began his career in the sheet metal industry in 1982 as an apprentice at Energy Balance, an Albuquerque, New Mexico-based company specializing in commercial testing and balancing of HVAC systems. Kocurek's work ethic and dedication to providing system-wide balance and solutions allowed him to rise through the ranks, becoming the company's owner in 2008.

One of Kocurek's proudest professional achievements was his work advocating for fire life safety. He was instrumental in passing the Fire Safe Standards (SB143) in New Mexico, requiring International Certification Board/Testing Adjusting and Balancing Bureau (ICB-TABB) certified American National Standards Institute (ANSI) accredited workers into building specs.

"Tony is an invaluable member of the SMACNA Executive Committee, and I am thrilled for him to serve as our next board president," said Aaron Hilger, SMACNA's chief executive officer. "Tony's vast knowledge of the industry and commitment to our association and its members will serve as a steady guide as we look to advance the mission of our organization."

An active member of SMACNA both locally and nationally, Kocurek has served in many roles and committees, including vice president of SMACNA of New Mexico and an appointed trustee of the Local 49 Sheet Metal Workers JATC, Health and Welfare Board, and Defined Pension Board. Nationally, Kocurek has been involved with SMACNA's National Energy Management Institute Committee and the International Training Institute TAB Task Force.

In his new role as president, Kocurek will be focused on educating building owners and operators, as well as SMACNA contractors, on all the opportunities to improve indoor environmental quality and increase the effectiveness and efficiency of the systems that support it.

Todd Hill Appointed to SMACNA's Executive Committee

Colorado Springs, Colo.— The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA), the leader in promoting quality and excellence in the sheet metal and air conditioning industry, announced Todd Hill, president of Ventcon, has been elected by the Board of Directors to serve as vice president. Hill's year-long term in office begins at the close of SMACNA's 78th Annual Convention in Colorado Springs.

Hill began his career in 1990 as a sheet metal apprentice with Ventcon, an industry-leading HVAC sheet metal mechanical contractor based in Allen Park, Michigan. While there, he received his associate's degree in applied science in computer-aided and mechanical design from Schoolcraft College. At Ventcon, Hill became a CAD operator and advanced through several management positions, becoming president in 2005. In 2010, Hill and his two partners acquired the business.

"Todd's commitment to SMACNA is evident through the many positions he has held on both the national and local levels," said Aaron Hilger, SMACNA's chief executive officer. "His reputation for having excellent working relationships with labor and management partners will no doubt serve SMACNA and its members in various capacities."

On a national level, Todd serves on SMACNA's Business and Financial Management Committee, Contractor Operations Manual Task Force, and the Pre-Insulated Phenolic Duct Construction Standard Task Force. Locally, he serves on the SMACNA Metropolitan Detroit chapter's Board of Directors, Pension and Annuity Joint Trust Funds, Local Joint Adjustment Board, Joint Apprenticeship Committee, Labor Relations Committee, Fire Damper Committee, and Market Recovery Committee.

ABOUT SMACNA:

SMACNA is an international trade association representing 3,500 contributing contractor firms and is a leader in promoting quality and excellence in the sheet metal and air conditioning industry. SMACNA members are responsible for effectively delivering the clean air Americans breathe in offices, homes, and hospitals; for many of the attractive facades you see on today's stadiums and office buildings; and for the comfortable, healthy, and safe living environments in which our citizens live out their daily lives. SMACNA has national offices in Chantilly, Va., outside of Washington, D.C., and on Capitol Hill. For more information, visit www.SMACNA.org



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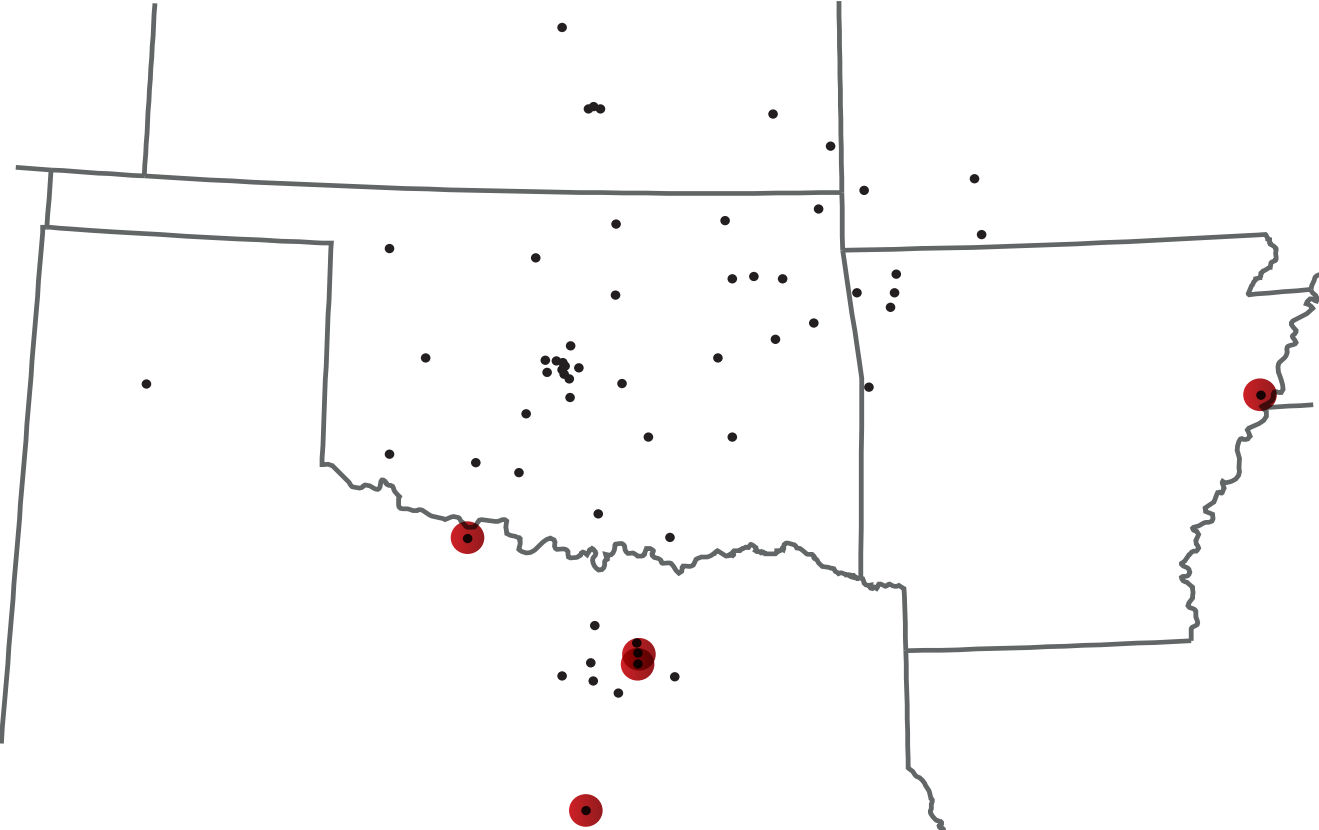
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As a frequent flyer, I never want to hear the captain of my airplane say this over the plane's public address system! It means we are in for a very bad landing. (This actually happened to me one night as we were landing at Houston International. Luckily, the landing came off without a hitch, but it was scary nonetheless!)

But what if we heard this announcement regarding the economic airplane we are all on right now? We are approaching the runway in a thunderstorm, and it's a rough ride. What can you do to make sure you land safely and survive the storm? Here is a list of seven simple things you can do to help you ride out any economic turbulence that may come your way in the next year or so:

(1) If you have not already done so, make a forecast for your business for the next 12 months

minimum (18 would be better). Do this forecast on a month-by-month basis, using your last two years as a guide for monthly sales and expenses. You can do it by hand or do it by spreadsheet (I have one for sale—contact me via email for more information), but do it. When you have it the way you want it to look, step back and attack it with a worst-case scenario. Ask yourself, "What happens if sales are only 75% of what I predict? Or 50%? Or 25%? How can I stay afloat if the market goes to heck in a hand basket?" Be brutal. Don't candy coat it. If you approach this with Pollyanna eyes now, you'll end up out of business before you knew what hit you.

(2) Monitor sales and expenses month by month and compare them to your forecast scenarios. Which track do you appear to be on? (You'll know within four months.) If you are staying close to your forecast for sales

and expenses and like that glide path, just keep on doing what you are doing—and skip the rest of this column. But if you are approaching your worst-case scenario, read on.

(3) What assets can you unload quickly? Review your vehicle fleet, for instance, and ask yourself which cars and trucks you can do without. Then sell them. Trade them. Barter them. As they leave your books, advise your insurance carrier so your rates can go down. If you expect your slump to be short-lived, just put the vehicles in storage and remove their license plates, again advising your insurer that those vehicles are no longer in service. Look at your tools; which ones can you do without, or turn into cash? Do you own your building? (Bad move if you do. How much of your investment has evaporated over the last 18 months?) Can you sell it? Partition part of it off and

lease it to another business?

(4) What work can be done differently? Are you doing your jobs the best way you can for efficiency and profitability? Are ducted systems always the best way to go? I am beginning to think that Asia and Europe have more sense on this than we do, especially if Cap and Trade becomes law. (Watch gas hit \$6 a gallon within 12 months of it passing, and electricity to go over 25 cents a kwh.) Sometimes, the way we do jobs wastes a lot of manpower and material, and ducts in attics will become crippling to homeowners if Cap and Trade passes.

(5) Who can you do without? This is the hardest part. Take a hard look at your employees. When the bottom starts to rip out of the tub, which ones should go first? Then second? Then on down the line until it's just you.

(6) Become a student of

the selling process. I don't mean go to more sales schools. Most of them are mediocre at best and generally bad for you (and your customers). Rather, I mean learn how people think in a buying transaction and learn to act the way they think. Even in the Depression of the 1930's, there were people with more money than brains. They will be here during the next one too. You just need to find them and earn their trust to do the job that's best for them at a price that is not down in the gutter with the rest of the bidders.

(7) Become tight—Scotch tight. And I can say that because I am Scottish! Frugality is a virtue (something that Generation X is now painfully learning) and you will need to be frugal to survive the coming crash. Don't buy anything you don't need—personally or for your business. And don't sell anything to customers they



Richard Harshaw

don't need either. Learn to live well on less. You don't have to eat rice and beans (to quote Dave Ramsey), but you don't need steak and caviar every week either. Dress well but you don't have to look like you own stock in Gucci. Drive well, but don't think that means you need to drive a Mercedes or BMW (unless you can clearly afford it).

Learn to live within your means. This is a lesson we are about to learn on a national level, and it will be a very hard lesson for the nation to learn. Pray we learn it quickly and can rebuild our great and glorious nation, founded on principles and character, not greed and corruption.

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ACCA Announces Technician and Client Communication Training (TACCT)

Alexandria, VA - The Air Conditioning Contractors of America (ACCA) announces its Technician and Client Communication Training (TACCT) series. Available on-demand online and in-person, TACCT provides simple tools to help technicians develop a beneficial customer experience. By following the principles shared through TACCT, technicians will build a level of consistency and reliability within a company.

"TACCT is designed with the consumer experience in mind. It provides students with the critical skills needed to improve your company's value proposition through exceptional service," said Matt Akins, ACCA manager of HVACR education and TACCT instructor. "This course will teach technicians how to effectively relay the discoveries from a service or maintenance call to their clients. Also, it will teach students how to knock down common objections before they

occur. When material from this course is properly executed in the field, you can expect a reduction in callbacks and liability and an increase in sales revenue. This class is for you regardless of your skill level or role!"

TACCT students will learn how to:

- Create a professional image that builds respect in your customer.
- Learn the four Cs of good invoices.
- Build a better skill set to navigate client concerns.
- And more!

Upcoming in-person courses take place October 12. To learn more and register for the in-person TACCT series, click [here](#). To enroll for the on-demand online series, click [here](#).

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

ACCA Celebrates Win: Limits NEC GFCI Protection

Alexandria, VA - The Air Conditioning Contractors of America (ACCA) announces its success in achieving the National Fire Protection Association (NFPA) exemption of all outdoor HVAC equipment from the 2020 and 2023 National Electrical Code (NEC) Ground Fault Circuit Interrupter (GFCI) protection. The exemption is in place until September 2026.

This achievement stems from a two-year-long campaign of proposals and appeals submitted to the NFPA Standards Council by ACCA, Leading Builders of America (LBA), and the Air-Conditioning, Heating, and Refrigeration Institute (AHRI).

"It has been a long battle trying to convince the NFPA to exempt all outdoor HVAC from the NEC's GFCI protection," said David Bixby, ACCA manager of codes and standards. "It was critical to expand the exemption for all equipment until September 1, 2026. This will give the industry time to research the reasons behind the nuisance trips and develop technical solutions for the applicable appliance standard. This code change would have crippled our industry. Thanks to a concerted effort between ACCA members, its committees and Allied Contracting Organizations (ACOs), and our trade association allies, we were able to help educate the NFPA on a better course of action."

On August 10, 2022, Ed Lehr, president, Jack Lehr Heating, Cooling, & Electric in Allentown, PA testified on behalf of ACCA at an NFPA Standards Council hearing. He was joined by representatives from LBA and AHRI. Lehr's testimony proved to the Council that the current code requirement would cause excessive nuisance trips for the HVACR industry, wasting thousands of hours for technicians and putting customers in harm's way if they tried to reset or bypass the GFCI device to keep equipment operative.

"Thanks to the group effort, ACCA succeeded in leading the charge to rewrite this bad code," said Barton James, ACCA president and CEO. "This code was already negatively impacting contractors, their customers, and the entire HVACR Industry in states that had adopted it. Its impact would have only been compounded with future adoptions. ACCA is thrilled to announce the success of this campaign."

ACCA recognizes the following for their part in this achievement: Ed Lehr; Deborah Jakubowsky, executive director, Texas Air Conditioning Contractors Association (TACCA), an ACCA Allied Contracting Organization (ACO); ACCA's Products Committee and its Codes Subcommittee; and ACCA's Allied Industry Organizations.

For more information about this issue or other codes matters, please contact David Bixby, ACCA manager of codes and standards at david.bixby@acca.org or (301) 525-5503.



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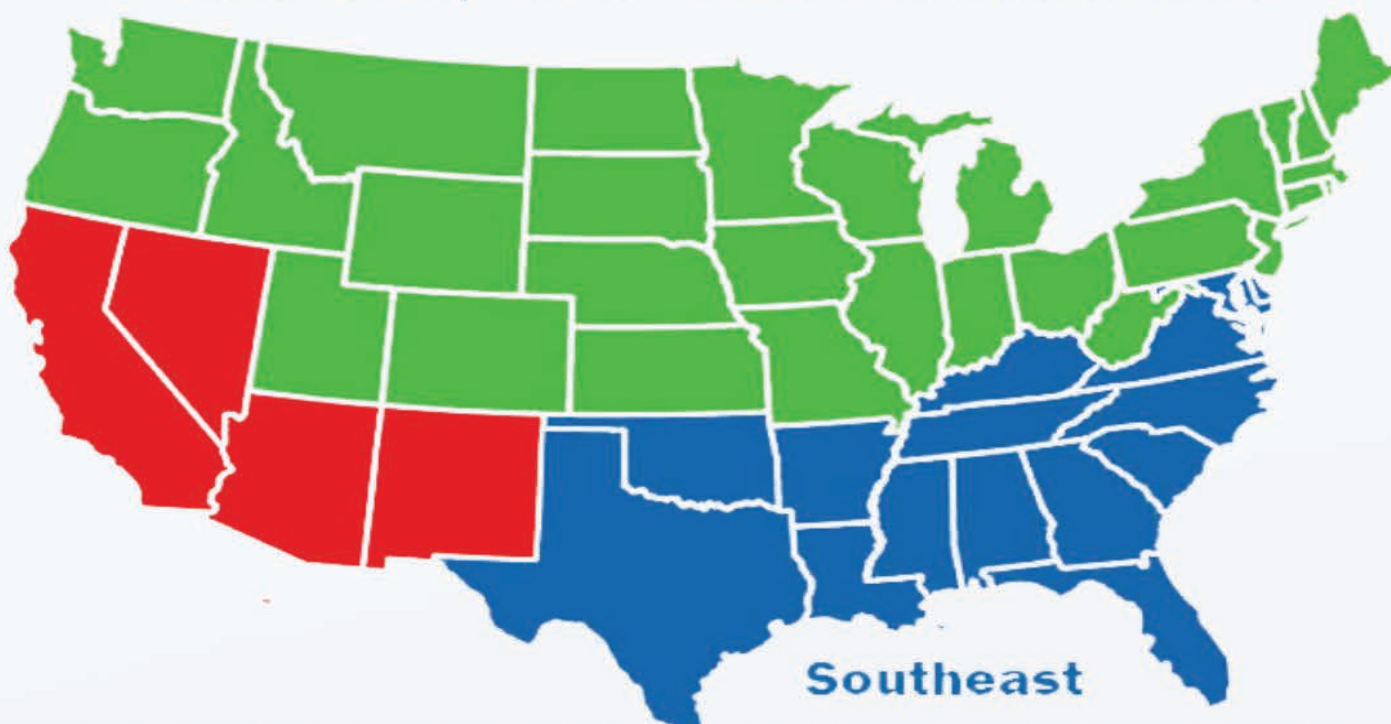


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12:00	Lunch/Keynote	12:30	Lunch/Session
2:00-5:30	Sessions		
5:30	Welcome Reception	**Exhibit times TBD for both days	
7:30	Social Event		

October 27-28, 2022

Early Registration Ends

October 13

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Texas Air Conditioning Contractors Association

www.tacca.org/conference2022

Changes in Google Ranking Factors and SEO 2022

In this session, Collen Keyworth will cover everything new in Google that your business needs to know for 2022 and 2023, with emphasis on website best practices (design, content, page speed, voice search, links) and Google 2022 (business profile optimization, local services, paid ads, and reviews).



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?



Plans for Prosperity in 2023

Many changes are coming that will affect your business next year including supply chain issues, government mandates, and even employees will become more of a factor. This session with Matt Michel and Jim Hinshaw will show you what the biggest changes are and give you tools to use to not only survive, but thrive in the upcoming economy.

- Federal government changes to testing standards
- How to handle pricing and present solutions to customers
- What the future holds in terms of efficiency, product availability, and equipment shortages





Pricing for Profit



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Texas Law and Rules



Changes in Google Ranking Factors and SEO 2022



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Johnstone Supply Petit Group Lafayette Grand Opening

Johnstone Supply, The Petit Group, held a Grand Opening for their newest store in Lafayette, Louisiana on August 25th and 26th. They had breakfast and lunch both days, a free truck wash, prizes and giveaways. Their new Louisiana location is at 516 Eraste Landry Rd, Lafayette, Louisiana 70506.



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TACCA Greater San Antonio 29th Annual Fishing Tournament

TACCA Greater San Antonio held their 29th Annual Fishing Tournament at Doc's in Corpus Christi TX on September 9th and 10th. The tournament included a captain's meeting on Friday evening that had food and beverages. The Saturday Tournament had dinner, beverages, awards and angler giveaways.



1st Place Heavy Black Drum – TIE – TNT Crane & Rigging Team #1 and Johnson Supply Diamondback Strikers



1st Place Heavy Redfish - AmeriCRANE Hookers



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Houston	Oct 15, Nov 19, Dec 3
Hurst	Oct 22, Nov 12, Dec 3
Lubbock	Feb 18, 2023
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HARDI

HARDI Distributors Report 16.8% Percent Revenue Increase in July

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 16.8% percent during July 2022.

The average annual sales growth for the 12 months through July 2022 is 24.3% percent.

Source: HARDI and CoMetrics

“July 2022 had one less billing day and a difficult weather comp for most regions but continues to benefit from the aggressive price increases that have been passed through,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “What goes up must slow down and this cycle has clearly peaked. The average annual sales growth by participants has been in the 24% to 25% range since January.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 40 days at the end of June 2022. “The June 2022 DSO is comparable to June 2020 and 2021. The pre-COVID DSO for June was closer to 45 days,” said Loftus.

The job market is strong but other leading indicators for our industry like Consumer Sentiment, housing permits and existing home sales are not as encouraging. “Inflation has been in the news and in our industry also,” said Loftus. “The annual increase for the HVACR primary products price index has been near 25% since April and helping to support distributor’s sales growth.”

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.



Notice of Intent to Review Rules

The Texas Department of Licensing and Regulation (Department) is reviewing the Air Conditioning and Refrigeration program rules located at Title 16, Texas Administrative Code, Chapter 75 for re-adoption, revision, or repeal. This rule review is required every four years.

The Notice of Intent to Review was published in the *Texas Register* on September 2, 2022 (47 TexReg 5344), as part of a combined notice with several other rule chapters undergoing simultaneous review. The Department will determine whether the reasons for adopting or readopting these rules continue to exist by answering the following questions for each rule:

- Is it obsolete?
- Does it reflect current legal and policy considerations?
- Is it in alignment with the current procedures of the Department?

The Department encourages anyone interested in the Air Conditioning and Refrigeration program under Chapter 75 to review the Notice of Intent to Review online and the current chapter rules posted on the Department’s website.

Comments may be submitted electronically on the Department’s website at <https://ga.tdlr.texas.gov:1443/form/gcerules> (select the appropriate chapter name for your comment).



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Register Early for the 2023 ASHRAE Winter Conference in Atlanta

Atlanta –Registration is now open for the 2023 ASHRAE Winter Conference, February 4-8 in ASHRAE's global headquarters city, Atlanta, Georgia. Registration for the conference provides entry to the co-sponsored AHR Expo, held February 6-8 at the Georgia World Congress Center.

"Each year, the ASHRAE Winter Conference and AHR Expo provides built environment professionals with industry-leading events and experiences and the best resources and presenters to deliver cutting-edge knowledge to address today's challenges," said 2022-23 ASHRAE President Farooq Mehboob, Fellow Life Member. "Attending the Winter Conference and AHR Expo provides a wonderful opportunity to reconnect with colleagues, make new professional connections and inspire innovative thinking. We are thrilled to return to our global headquarters city and look forward to a successful event."

The ASHRAE Winter Conference Technical Program will offer more than 80 technical sessions, within nine tracks. Professional development hours can be earned for all sessions and most online sessions upon successfully completing a short quiz.

The complete technical program will be available in the fall. Tracks include:

- Fundamentals & Applications
- HVAC&R Systems and Equipment
- Refrigerants and Refrigeration
- Grid Resilience and Thermal Storage
- Pathways to Zero Energy Emissions and Decarbonization
- Multifamily and Residential Buildings
- Operations and Maintenance
- Building Simulation and Virtual Design in Construction
- Innovative Responses to Supply Chain Challenges (mini track)

In addition to the technical program and AHR Expo, attendees can look forward to updates from Society leaders, general and technical tours around Atlanta and social events including the Welcome Party at the Georgia Aquarium. Leading up to and during the conference, ASHRAE will also conduct business, committee and technical meetings.

President Mehboob will provide an update on the 2022-23 Society theme, "*Securing Our Future*." Members will be

recognized for their industry and Society accomplishments. Major contributors to ASHRAE will also be recognized.

The cost to attend the conference in-person is \$680 for ASHRAE members (\$935 for non-members, which includes an ASHRAE membership for one year). Early bird discounts are available for registrations completed prior to Oct. 30.

The cost to attend the conference virtually is \$410 for ASHRAE members (\$460 for non-members, which includes an ASHRAE membership for one year). Company packages are available. Please check the conference webpage for additional pricing.

All registered attendees, both in-person and virtual, will have access to the virtual conference platform during the conference and 12 months post-conference.

To learn more about the 2023 ASHRAE Winter Conference and to register, visit ashrae.org/2023winter.

ASHRAE's 2022-2023 Society Scholarship Recipients Are Announced

Close to \$4 million awarded to 450+ deserving students over the course of 33 years by the Society

Atlanta – ASHRAE has announced the recipients of 32 Society scholarships, totaling \$168,000, for the 2022-2023 academic year.

"ASHRAE is committed to providing a channel for students to pursue higher education and attain the technical and academic skills needed to grow a skilled global industry workforce," said 2022-23 ASHRAE President Farooq Mehboob, Fellow ASHRAE. "Congratulations to this year's scholarship recipients. The future of our built environment is in good hands."

The following awards provide a **\$10,000** scholarship:

Willis H. Carrier Scholarships

Lindsay Withers, architectural engineering, University of Kansas and Serena Palmer, mechanical engineering, North Carolina State University, are the recipients of a Willis H. Carrier Scholarship established by the Carrier Corp. in memory of its founder, who installed the world's first scientifically designed air-conditioning system.

Reuben Trane Scholarships

Claiborne Mosk, mechatronics engineering, University of North Carolina; Albert Schroeder, mechanical engineering, Purdue University and Hassan Khalid, pre-engineering, Capital University of Science & Technology, are the recipients of a Reuben Trane Scholarship which is to be awarded over two years and was established by the Trane Co. in memory its founder, an innovative engineer, inventor and business executive, who held 28 patents.

Gordon V. R. Holness Engineering Scholarship

Kelly Arnold, architectural engineering, University of Nebraska, is the recipient of the Gordon V.R. Holness Engineering Scholarship named in honor of ASHRAE Presidential Member Holness, P.E., Fellow ASHRAE, Life Member, who served as the Society's president in 2009-10.

The following awards provide one-year **\$5,000** scholarships:

Lynn G. Bellenger Engineering Scholarship

Krishna Ajith, mechatronics engineering, Manipal Academy of Higher Education, is the recipient of the Lynn G. Bellenger Engineering Scholarship which recognizes female undergraduate engineering students and is named in memory of the Society's first female president, who served as the Society's president in 2010-11.

Frank M. Coda Scholarship

Levi Johnson, architectural engineering, Kansas State University, is the recipient of the Frank M. Coda Scholarship created in memory of ASHRAE's former executive vice president, who served from 1981-2004.

Alwin B. Newton Scholarship

Suhas Autade, mechanical engineering, Lokmanya Tilak College of Engineering, is the recipient of the Alwin B. Newton Scholarship named for an industry pioneer and ASHRAE Fellow who was granted 219 patents.

Duane Hanson Scholarship

Samantha Blanchard, mechanical engineering, Illinois Institute of Technology, is the recipient of the Duane Hanson Scholarship established by Gayner Engineers and is named for the company's former president.

Charles E. Henck Scholarship

Caden Stirtz, architectural engineering, Kansas State University, is the recipient of the Charles E. Henck Scholarship which recognizes students within the geographical area of ASHRAE Region III (Delaware, Maryland, Pennsylvania, Virginia, Washington DC).

Rusty & Debbie Hoffman Family Scholarship

Findlay Matheson, mechanical engineering, University of Johannesburg, is the recipient of the Rusty & Debbie Hoffman Family Scholarship.

General Scholarship

Molly Denton, architectural engineering, University of Cincinnati and Alexis DeFord, mechanical engineering, University of Utah, are the recipients of a General Scholarship.

Legacy Scholarship

Tyra Huxley, energy engineering, Ohio University, is the recipient of the Legacy Scholarship.

David C.J. Peters Scholarship

Jillian Dlouhy, architectural engineering, University of Nebraska and Madeline Cramer, architectural engineering, Pennsylvania State University, are the recipients of a David C. J. Peters Scholarship created by Southland Industries to honor Peters, an advocate of recruiting quality.

Prem Jain Scholarship

Rahul Gupta, mechanical engineering, Lokmanya Tilak College of Engineering, is the recipient of the Prem Jain Scholarship. The scholarship was created by Dr. Prem Jain, Life Member of ASHRAE, founder of ASHRAE's India Chapter-at-Large & presidential member of the ASHRAE India Chapter, founder and presidential member of ISHRAE (Indian Society of Heating, Refrigeration, and Air-Conditioning Engineers).

ASHRAE Region IV Benny Bootle Scholarship

Ethan Shier, mechanical engineering, University of South Carolina, is the recipient of the ASHRAE Region IV Benny Bootle Scholarship named for a former Region IV chair and regional director on the ASHRAE Board of Directors.

Freshman Engineering Scholarship

Graysen Yahne, architectural engineering, Kansas State University and Tyler Patterson, mechanical engineering, Virginia Tech University, are the recipients of the Freshman Engineering Scholarship.

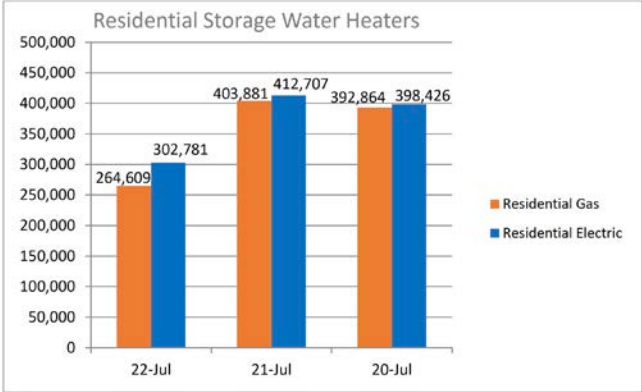
Applications are now being accepted for the 2023-24 undergraduate engineering, technology, regional/chapter, and university-specific scholarships. The application deadline is December 1, 2022.

For more information on ASHRAE's scholarships, including eligibility requirements and application materials, visit ashrae.org/scholarships.

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for July 2022 decreased 34.5 percent, to 264,609 units, down from 403,881 units shipped in July 2021. Residential electric storage water heater shipments decreased 26.6 percent in July 2022 to 302,781 units, down from 412,707 units shipped in July 2021.

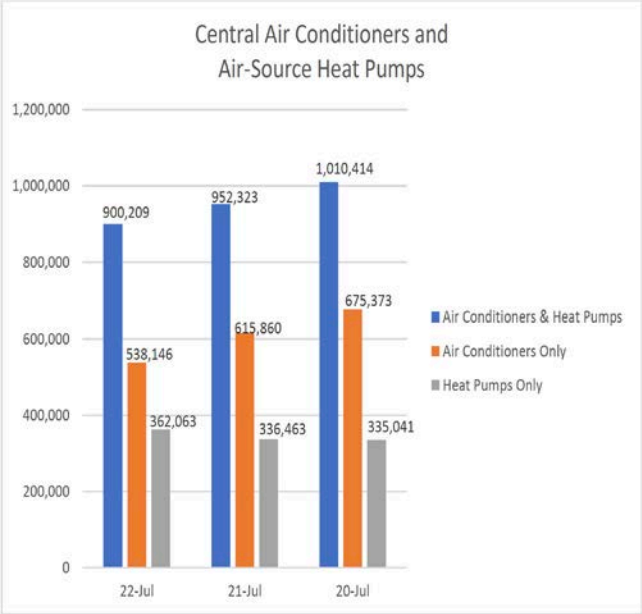


Year-to-date U.S. shipments of residential gas storage water heaters decreased 13.2 percent, to 2,497,130 compared to 2,875,653 shipped during that same period in 2021. Residential electric storage water heater shipments decreased 3.7 percent year-to-date, to 2,753,717 units, compared to 2,858,236 shipped during the same period in 2021.

Year-to-Date				
	Jul 22 YTD	Jul 21 YTD	%CHG. (From 2021-2022)	Jul 20 YTD
Residential Storage Gas	2,497,130	2,875,653	-13.2	2,610,644
Residential Storage Electric	2,753,717	2,858,236	-3.7	2,624,694

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 900,209 units in July 2022, down 5.5 percent from 952,323 units shipped in July 2021. U.S. shipments of air conditioners decreased 12.6 percent, to 538,146 units, down from 615,860 units shipped in July 2021. U.S. shipments of air-source heat pumps increased 7.6 percent, to 362,063 units, up from 336,463 units shipped in July 2021.

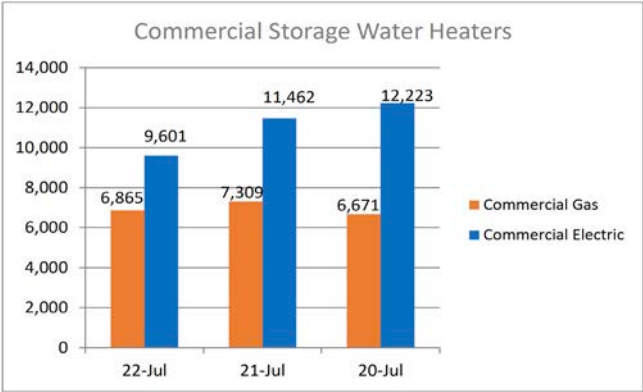


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 2.5 percent, to 6,442,769 units, up from 6,282,749 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 0.4 percent, to 3,876,462 units, down from 3,892,236 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 7.4 percent, to 2,566,307, up from 2,390,513 units shipped during the same period in 2021.

Year-to-Date				
	Jul 22 YTD	Jul 21 YTD	%CHG. (From 2021-2022)	Jul 20 YTD
Air Conditioners & Heat Pumps Combined Total	6,442,769	6,282,749	+2.5	5,486,285
Air Conditioners Only	3,876,462	3,892,236	-0.4	3,531,470
Heat Pumps Only	2,566,307	2,390,513	+7.4	1,954,815

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 6.1 percent in July 2022, to 6,865 units, down from 7,309 units shipped in July 2021. Commercial electric storage water heater shipments decreased 16.2 percent in July 2022, to 9,601 units, down from 11,462 units shipped in July 2021.



Year-to-date U.S. shipments of commercial gas storage water heaters decreased 6.5 percent, to 50,367 units, compared with 53,858 units shipped during the same period in 2021. Year-to-date commercial electric storage water heater shipments decreased 23.0 percent, to 67,359 units, down from 87,473 units shipped during the same period in 2021.

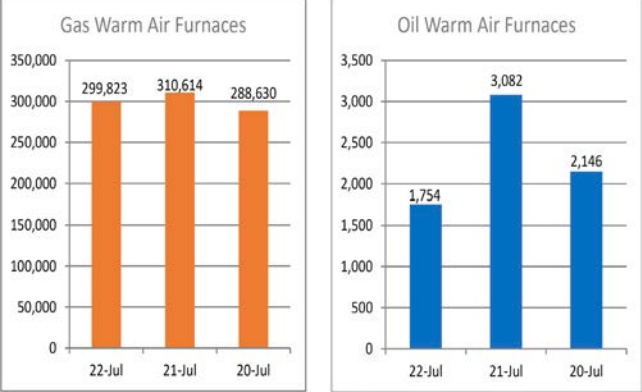
Year-to-Date				
	Jul 22 YTD	Jul 21 YTD	%CHG. (From 2021-2022)	Jul 20 YTD
Commercial Storage Gas	50,367	53,858	-6.5	46,538
Commercial Storage Electric	67,359	87,473	-23.0	82,218

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	36,412	-19.8	32,906
16.5-21.9	81,451	-1.0	81,543
22-26.9	183,179	-1.9	200,720
27-32.9	131,322	-14.4	168,543
33-38.9	193,918	-6.9	225,227
39-43.9	63,135	-12.0	79,726
44-53.9	102,020	+1.3	108,867
54-64.9	84,551	+8.2	84,482
65-96.9	9,009	+0.4	10,319
97-134.9	6,877	-4.6	7,496
135-184.9	4,141	-11.7	5,081
185-249.9	1,737	-10.2	2,118
250-319.9	1,257	-19.8	1,722
320-379.9	247	-30.0	468
380-539.9	366	-1.1	428
540-639.9	264	-1.1	290
640-799.9	107	-7.0	153
800.0-899.9	40	-2.4	82
900.0-999.9	69	+21.1	77
1,000.0-1,199.9	47	-13.0	42
1,200.0 & Over	60	-53.5	124
TOTAL	900,209	-5.5	1,010,414

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for July 2022 decreased 3.5 percent, to 299,823 units, down from 310,614 units shipped in July 2021. Oil warm air furnace shipments decreased 43.1 percent, to 1,754 units in July 2022, down from 3,082 units shipped in July 2021.



Year-to-date U.S. shipments of gas warm air furnaces decreased 1.8 percent, to 2,304,781 units, compared with 2,346,840 units shipped during the same period in 2021. Year-to-date U.S. shipments of oil warm air furnaces decreased 21.2 percent, to 15,309 units, compared with 19,424 units shipped during the same period in 2021.

Year-to-Date				
	Jul 22 YTD	Jul 21 YTD	%CHG. (From 2021-2022)	Jul 20 YTD
Gas Warm Air Furnaces	2,304,781	2,346,840	-1.8	1,657,185
Oil Warm Air Furnaces	15,309	19,424	-21.2	13,080

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.


MEETING SPONSOR


OCTOBER MEMBER MEETING



Wednesday
October 19, 2022

11:30am - 1pm

Alamo Cafe
Hwy 281, San Antonio

Preparing Your HVAC Business for the HFC Phasedown

The AIM Act phases down the United States' production and consumption of all hydrofluorocarbon gases (HFCs), which are widely used in air conditioning and refrigeration, over the next 15 years. This leaves the HVACR industry with questions about what the phasedown actually means for them and their businesses.

PRESENTED BY A-Gas Rapid Recovery

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PART OF **A-GAS®**
TOGETHER WE CAN



REGISTRATION REQUIRED



FOR MORE INFO

210-901-4222



info@taccagreatersanantonio.org

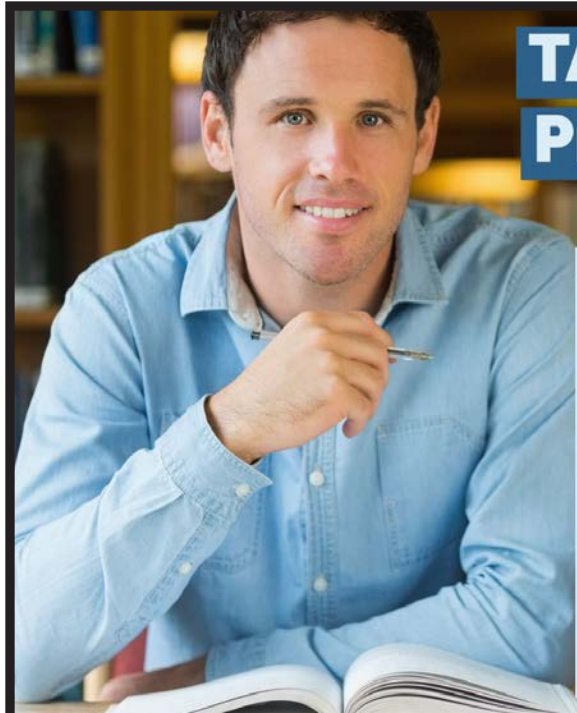


Taccagreatersanantonio.org

Johnson Supply Hosts TACCA Training Event




Houston, TX- Johnson Supply hosted a TACCA Greater Houston Training Event at their Stella Link Headquarters on Thursday September 15th. The all day, two-part event focused on the upcoming regulatory changes in the HVACR industry. Kevin Mowery with Allied Air Enterprises gave a presentation in the first part of the training on SEER2 and the new DOE regulations that will go into effect on January 1, 2023, and the impact it will have on local contractors. The second part of each session was headed by Dan Davis from Honeywell Refrigerants. Davis explained the new EPA regulations that are affecting the refrigerant industry in the next 3 to 5 years. He also gave some explanations as to the volatile pricing of refrigerants that we are seeing today. Both of these topics are significant events the industry is facing, and Johnson Supply is pleased to take a leadership role in preparing contractors for change with as much information as possible.



TACCA Exam Prep Course

The secret to passing is not what you know today, it's what you know after taking this prep course!



Info at tacca.org

2022 EXAM PREP CLASS SCHEDULE

<u>AUSTIN/ROUND ROCK</u> Nov 19-20	<u>RED OAK/DFW (FRI-SAT CLASSES)</u> November 11-12
<u>HOUSTON</u> December 10-11	<u>SAN ANTONIO</u>

The TACCA Exam Prep Course is proven to almost double your chance of passing the ACR license exam. Come learn the tips you need to pass on your first try from our highly rated instructor.

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

CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

MECHANICAL - ELECTRICAL - PLUMBING
Contractors of Oklahoma

Ready for our Annual Golf Tournament
Oct 11th at Forest Ridge Golf Club
We will have special Hole-in-one Prizes this year

UPCOMING OCTOBER MEETINGS

Presentations will feature New
Equipment & Refrigerant Changes
that will take place on Jan 1st
By Jim Hinshaw of Service Nation

Your Business is going to drastically change

Contractors will not be able to risk
installing equipment legal today that
fails to meet the minimums in 2023
All air conditioning systems purchased
in the southwest region that do not meet
the SEER2 requirements cannot be
installed after January 1, 2023.

Oklahoma City Lunch meeting

Wednesday Oct 12th 11:30am

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

Tulsa Lunch Meeting

Thursday Oct 13th 11:30am

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

Octobers Social Dinner Meeting

For You and your Spouse or Guest
Thursday October 6th will be at
White River Fish Market 6:30pm
71st and Lynn Lane
Broken Arrow, OK 74012

Reminder; 1st Time attendees &
Distributor Managers
and/or sales staff receive FREE LUNCHES
Sponsored by Gunder & Associates

It's not the "Off Season," Its DUCT SADDLE SEASON!

Now that the summer season is winding down, what can we do to keep the revenue rolling in and retain our good talent?

Maximizing profits on every job is a common practice year-round, but we all know how critical revenue from Add-On sales can be during the offseason. Selling performance upgrades is quickly becoming the go-to strategy for HVAC contractors. Offering the right performance upgrades can be extremely lucrative. Since every sales or service

call brings a prime opportunity for Add-On sales, we must always be looking for additional services that not only increase revenue for the contractor but also solves a problem and adds value for the homeowner.

Identified as some of the top complaints by homeowners, every tech has been asked to address Hot/Cold areas, weak airflow, and extremely long cycle times to name a few. These are very common problems that did not have a simple

and cost-effective solution until now.

We would like to introduce you to the **DS3 Duct System Optimization Service**.

As we all know, Hot/Cold areas, never-ending cycle times and weak airflow are almost always caused by inefficient ductwork. In the past, reworking the ductwork was a very difficult and costly solution that most homeowners simply couldn't afford. The DS3 DuctSaddle is the **ONLY** duct saddle designed to be installed in retrofit

applications. The patented strap channel allows the saddle to be installed **after** both ends of the strapping are already connected. They can be installed right on the existing strapping. Removing kinks, sags and airflow restrictions has never been faster or easier!

Since airflow issues are the source of the most common complaints by homeowners, Techs can feel confident recommending the DS3 Duct System Optimization Service. We know that **increasing airflow** not only addresses

their comfort concerns but it also reduces breakdowns, damage to compressor, shorter service life of the blower motor and increases energy efficiency on average by 30% in recent testing by NCI. The reduced cycle times save the homeowner serious money!

Consulting the customer and offering the DS3 Duct System Optimization Service will let your customers know you are looking out for them. Your company will be quickly viewed as the most knowledgeable, trusted and professional service provider in your market.

The 5 star reviews are sure to follow and soon the phone won't stop ringing.

Ask about our **Free** homeowner focused sales tools are available to help you make these profitable sales.

Contact us today for more info www.Ductsaddles.com



2022 TRAINING

OTHER TRAINING CLASSES

TECHNICIAN CLIENT COMMUNICATION TRAINING

OCTOBER 12th: 8:30a-5pm at Robert Madden, 15080 Sommermeyer Street, Houston

Trainer: Matt Akins, ACCA

Provide a job outline for new techs, how to run a consistent service call, building rapport, checklists & objections.

TECH BASIC



ACCA MANUAL D IN A DAY

OCTOBER 25th: 8:30a-5p at Robert Madden, 15080 Sommermeyer Street, Houston

Trainer: Ed Janowiak, ACCA

Covers the fundamentals of residential duct design, sketches, TEL, static pressure, friction rate, duct slides, sizing, supply return sizing and more.

TRAINING CLASS INTERMEDIATE



ACCA MANUAL J IN A DAY

NOVEMBER 9th: 8:30a-5p at Johnstone Supply, Shepherd Location

Trainer: Matt Akins, ACCA

Covers fundamentals of residential heat loss & heat gain calculations, indoor/outdoor design temps, surveys, insulation, ventilation & more.

TRAINING CLASS ADVANCED



WRIGHTSOFT'S RIGHT SUITE UNIVERSAL

NOVEMBER 10th & 11th: 8am- 5pm at Johnstone Supply, Shepherd Location

Trainer: Alex Mean, Mean HVAC Consulting & Design

Essentials of using Wrightsoft's Right Suite, templates, libraries, insulation values, features, multi-story/multi-system design, RSU's Automated Manual S, trunk/branch tool, flex designs & more software tips.

TRAINING CLASS ADVANCED



HVAC FIELD SAFETY for SERVICE TECHNICIANS

NOVEMBER 18th: 8:30am- 12:30pm at 10151 Stella Link Rd, Houston, TX 77025

Trainer: RSES, Joe Moravek

Essentials of Safety: accidents, material handling, electrical safety, fire safety, ladders, soldering safety, refrigerant handling, Cylinder safety, personal protective equipment & tools and test instruments.

TECH BASIC



NATE CLASSES



GO ONLINE TO www.TACCAGH.ORG/CALENDAR FOR LOCATIONS

CORE & AIR TO AIR HEAT PUMPS (4 Continuing Education Credits)

OCTOBER 4th & 5th: Class Only 8:30a - 12:00p

Testing on the 6th 12:30p - 2:30p



GWP LOW REFRIGERANTS & Testing (4 Continuing Education Credits)

NOVEMBER 1st: Class Only 8:30a - 12:30p Testing 12:30p - 2:30p



COMMERCIAL REFRIGERATION (6 Continuing Education Credits)

DECEMBER 2nd: Class & Exam 8:30a - 4:30p



NATE AIR DISTRIBUTION (6 Continuing Education Credits)

FEBRUARY 7th: Class Only 8:30a - 3:30p Testing: See Nate Testing Section

NATE TESTING

OCTOBER 6th
830p - 12:30p

NOVEMBER 1st
12:30p - 2:30p

DECEMBER 2nd
2:30p- 4:30p

FEBRUARY 2023
TBD

Please go online to see locations & to register

Registration Required



Register Online

TEXAS AIR CONDITONING CONTRACTORS ASSOCIATION OF GREATER HOUSTON / www.TACCAGH.org / (713)781-HVAC

Tribute to Co-Founder of E-Z Filter Base, Terry Youngblood



We are saddened to report that we have lost a true visionary and a pioneer in the HVAC industry.

On August 20, 2022, Terry Youngblood lost his bravely fought battle to cancer.

Mr. Youngblood had proudly been in the business for over 50 years.

Terry started his HVAC career in 1968 working for his brother-in-law, Byron Burnett, at Texas Improvement Company and started his own business, Year-Round Comfort, in 1971.

Over the years, he was awarded many accolades, awards, and received countless vacations for being "sales man of the year".

Terry and his business partner, Jerry Jackson, co-invented the first-to-market filter base that changed the standard in the HVAC industry. In 1988, they co-founded E-Z Filter Base Manufacturing, Inc.

Terry was admired and respected by both business colleagues and family members. He will be remembered for his honesty and work ethic and was a true entrepreneur. He was gracious and generous to all family and friends and will be missed dearly.

A joyous celebration of life was held in September. Donations in Terry Youngblood's name may be sent to the American Cancer Society.

CALENDAR OF EVENTS



OCTOBER 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
<u>TDLR CE for State HVACR License Renewal</u>	Wed, 10/5/2022	8:00 AM - 4:30 PM	605-115	\$135
<u>ESCO EPA Section 608 Review & Exam</u>	Thu, 10/6/2022	8:00 AM - 4:30 PM	605-101	\$175
<u>ESCO EPA Section 608 Exam Only</u>	Thu, 10/6/2022	1:00 PM - 4:30 PM	605-102	\$95
<u>Goodman Unitary Inverter Installation</u>	Wed, 10/12/2022	8:00 AM - 10:00 AM	605-162	\$45
<u>ComfortBridge Installation & Commissioning</u>	Wed, 10/19/2022	8:00 AM - 10:00 AM	605-176	\$45
<u>Goodman 80% Gas Furnaces</u>	Thu, 10/20/2022	8:00 AM - 10:00 AM	605-164	\$45
<u>Resideo Zone Damper Systems</u>	Wed, 10/26/2022	8:00 AM - 10:00 AM	605-105	Free
<u>Testing for Carbon Monoxide</u>	Thu, 10/27/2022	8:00 AM - 10:00 AM	605-107	\$45

2022 Upcoming classes:

TDLR CE Class 605-115

November 1st
 December 6th

EPA Section 608 Review & Exam 605-101/Exam Only 605-102

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.



OCTOBER 2022 TRAINING CALENDAR

*Baton Rouge Coursey Training Center
 11030 Coursey
 Baton Rouge LA 70816

Contact info:

Baton Rouge training classes: Paul Bienvenu: 225-295-7019 ext. 213 or paul.bienvenu@johnstonesupply.com

Course/Description (Click to register)	Date	Time	Part #	Price	*Location
<u>Gas Heat Troubleshooting</u>	Wed, 10/5/2022	8:00 AM - 9:30 AM	600-349	\$45.00	BR Coursey Training Center
<u>Electric Heat Troubleshooting</u>	Wed, 10/12/2022	8:00 AM - 9:30 AM	600-386	\$45.00	BR Coursey Training Center
<u>Heat Pumps</u>	Wed, 10/19/2022	8:00 AM - 9:30 AM	600-354	\$45.00	BR Coursey Training Center
<u>Fit System Install & Commissioning</u>	Wed, 10/26/2022	8:00 AM - 10:30 AM	605-166	\$65.00	BR Coursey Training Center

CONTINUING EDUCATION

LIVE OR ONLINE



Wade Airheart
 Owner/Instructor

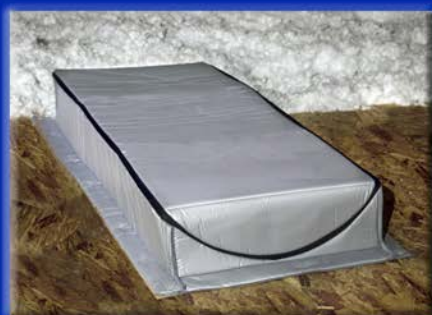
**Fulfill the required
 8 hours of CE in our
 LIVE interactive class
 or on your schedule
 at home. Call or visit
 our website for times
 and details.**

TDLR Provider #1142



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www.airconditioningce.com



Distributor Benefits:

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

**Needs only 27" x 19"
 Floor Space**

Contractor Benefits:

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
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BEFORE



AFTER



The Benefits of using DS3 include

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1. Bulls Eye (BE1) Universal waterproof Freeze-Stat Goes on suction line at condenser to prevent freezing of A/C system. Wire leads included.



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Always use with time delay relay to
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Put disc side on copper line and secure with tape or wire tie.

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

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

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

5. FreonLock™ (FL1) "THINKING OUTSIDE THE CAP". Goes OVER the existing cap. For MAXIMUM reduction of liability. **THESE ARE SUPER HIGH QUALITY.**



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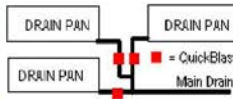
If you want locks that will actually **STOP someone from getting into the system**, get ours. If you are just trying to meet minimum code guidelines, get the cheap plastic ones that can be easily ripped off or opened with a common tool (Allen wrench, etc.). Lawyers will love those when litigating.

6. QB1: My product

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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.

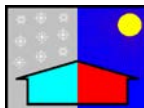


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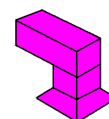


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