



TACCA Greater Houston Golf Tournament



Pictures on page B5.

Johnstone Supply Humble Grand Opening



Pictures on page B9.

Century AC Supply Golf Tournament



Pictures on page B6.

AHR Expo Announces 2023 Innovation Awards Winners

Attend in person to see winning products and technology on the show floor in Atlanta

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) announced the winners of the 2023 AHR Expo Innovation Awards. Each year, winners are chosen in ten industry categories to represent the most innovative products and technologies set to hit the market in the year ahead.

“The awards program experiences growth year on year,” said Show Manager, Mark Stevens. “This is a direct correlation to just how fast our industry is growing through innovation. The awards are a key indicator of how HVACR is being called upon to solve worldwide issues at a rapid pace. We aim to highlight this innovation trajectory and honor those that are pushing the bar to create real solutions to difficult problems.”

The Innovation Awards

draw hundreds of manufacturers who are designing new and never before seen solutions or improvements upon existing products and technologies launching into the marketplace in the coming year. They encourage exhibitors to submit new products and technologies for recognition via review and selection by a panel of third-party judges comprised of distinguished ASHRAE members. Entrants are evaluated based on overall innovative design, creativity of the product or service offered, product or technology real-world application, as well as overall potential market impact.

“We are thrilled to celebrate this year’s winners as well as to continue to champion innovation among our industry professionals,” continued Stevens. “In the last few years, HVACR has taken on a wider audience outside of our direct industry

stakeholders. It is refreshing to welcome an understanding of the value HVACR brings to the world in essentially every factor of daily life. Manufacturers on the AHR Expo show floor are challenged to continuously innovate and adapt as the built environment around us changes, and you’ll see them meeting this charge head-on in Atlanta.”

The Innovation Awards program serves as an annual metric for year-to-year industry development and growth, as well as a forecast of the marketplace in the upcoming year. While the Awards officially recognize only a select few, the show floor is a robust example of how manufacturers are growing the industry in exciting ways.

Winners:

- **Cooling:** Chemours Opteon™ XL41 Refrigerant
- **Heating:** Copeland™ ZPSK7 scroll compressor

• **IAQ:** BELIMO Americas’ Room Sensor

• **Plumbing:** Caleffi 536 Series PresCal HP Piston-type Pressure Reducing Valve

• **Refrigeration:** Copeland™ ZFW variable speed scroll solution for low-temperature refrigeration applications

• **Software:** loadmodeling. tool

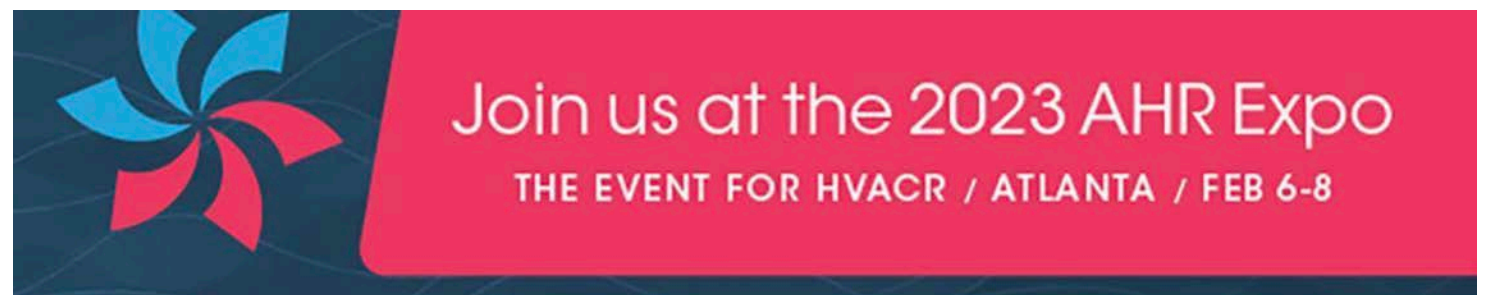
• **Sustainable Solutions:** Taco Comfort System M

• **Tools and Instruments:** NAVAC BREAKFREE® POWER FLARING TOOL

• **Ventilation:** SmartD Technologies SmartD Clean Power VFD

• **Building Automation:** Cielo WiGle Cielo Breez Max

Registration for the 2023 AHR Expo is free through February, 4, 2023 and can be completed on ahrexpo.com.



MEPO Oklahoma Annual Golf Tournament



Pictures on page B11.

MEPO Lunch Meeting in Oklahoma City



Pictures on page B13.

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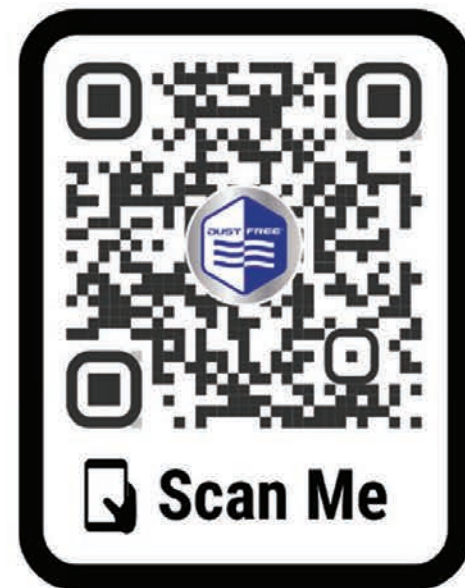
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ACCA Opposes Energy Conservation Standards for Consumer Furnaces

Alexandria, VA - The Air Conditioning Contractors of America (ACCA) notified the Department of Energy (DOE) this month that it opposes the July 7, 2022, notice of proposed rulemaking (NOPR) to revise the energy efficiency standards for residential natural gas furnaces. The proposal, if adopted, would negatively

impact ACCA's over 3,000 member companies, individual homeowners, including low-income households, small businesses, and seniors.

Federal and state lawmakers and regulators focus a significant amount of time on the HVACR industry because of the energy its products consume. Former Secretary

of Energy, Ernest Moniz believed energy efficiency improvements within the HVACR industry could have an enormous impact on addressing peak demand for electricity going forward. ACCA agrees with the Secretary, but the DOE is not focused on the problems that ACCA's contractor members work


on every day: incorrect equipment sizing and poor equipment installations.

"The problem of poor HVAC installations is rampant in part due to many public officials believing that industry-recommended installation standards and training programs are aspirational and do not require trained

technicians," said Barton James, ACCA president and CEO. "If DOE would turn their attention to educating and incentivizing homeowners to demand that HVAC systems are installed according to the industry's recommended minimum standards, then the HVACR industry would be able to meet Secretary

Moniz's wish for a 25 to 30 percent improvement in efficiency, and far exceed the goals from this furnace rule."

"ACCA strongly believes that America's HVAC Contractors should have options for their customers based on their applications needs, fuel and installation cost, energy reliability, and product availability when it comes to heating homes and businesses. ACCA once again opposes this latest attempt by the DOE to offer a solution that does not address the root energy problem," added James. "This regulation will create an unnecessary burden on homeowners, who already are facing increasing costs of living, by demanding them to install equipment that they can neither afford nor will reach the desired efficiency that the DOE claims this regulation is needed to meet. ACCA firmly stands by the position that HVACR contractors and consumers should have access to whatever source of fuel makes the most sense for their business and economic needs. If the DOE wants to have a real impact on reducing fuel use and increasing the energy efficiency of heating systems, they should focus on proper equipment sizing, correct duct design, and quality installations based on nationally recognized standards such as ACCA's Manual J®, Manual S®, and Manual D®, which help ensure that systems are properly sized, have the correct ductwork, and are installed in a manner that allows the equipment it reach its stated efficiency rating."



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Y'ALL COME BACK NOW

When I lived in Texas (yes this NY girl spent 15 years in Texas), I discovered the power of the phrase “y’all come back now.” No matter how many times I heard someone say i I always found myself smiling and looking forward to coming back.

In the brick and mortar businesses it takes more than just a few words at the end of a visit to make a customer feel welcome and appreciated. It starts with the right greeting as they come in the door, and builds with well organized aisles filled with just the right items, prompt services, provided by helpful, well informed and pleasant employees.

That works in person, but how do you make customers feel welcome in the digital age? Let’s face it, most customers don’t buy the first time they arrive at your website. Here are a few tips to create a pleasant

experience for visitors so they want to return.

Welcoming Web Design Ideas

Create a logical starting point – People may come to your website for many reasons but what is the most important thing for them to see? Structure your home page so they find the most relevant information first. Use simple calls to action (CTAs) to drive them to the logical next step on their journey.

Reduce Clutter – Your website visitors do not need ALL the information you can possibly give them on the front page. If your site is interesting, appealing, and well organized, serious prospects will look at a second page.

Simplify Your Navigation – It can be challenging to anticipate what people are looking for so there is a tendency to

clutter the navigation with complex drop down menus. Unfortunately these multi step drop down menus don’t work well on mobile, and actually aren’t all that helpful even on a desktop.

Instead of complex menus, consider a design with secondary navigation on sections of the site. Invest the time to categorize and tag key pages so they show up when visitors use the search function.

Make Your Site Relevant – Your site should be designed to answer the questions people are most likely to ask. In most cases, they don’t care about your mission statement or your company values until after they are convinced you can help.

Think about the questions visitors are most likely to ask and present that information first. This will

improve the user experience and it will also improve your SEO as you naturally include the words and phrases that are likely to be used for search in your content.

Keep Content Current – No one likes to wander through a dusty store with old inventory or waste time on a website with out of date information. Think of the message you’re sending visitors if your content is several months old. And in addition to impressing your visitors, new content will impress search engines, helping you stay visible when customers come looking for you.

Interact With Users – When someone takes the time to ask a question through a contact form or post a comment on the blog, this is your chance to shine and really make them feel appreciated. Use an auto



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.

response to immediately acknowledge their question, then follow up with more information on the topic they are interested in.

And don’t forget to invite them to come back soon!

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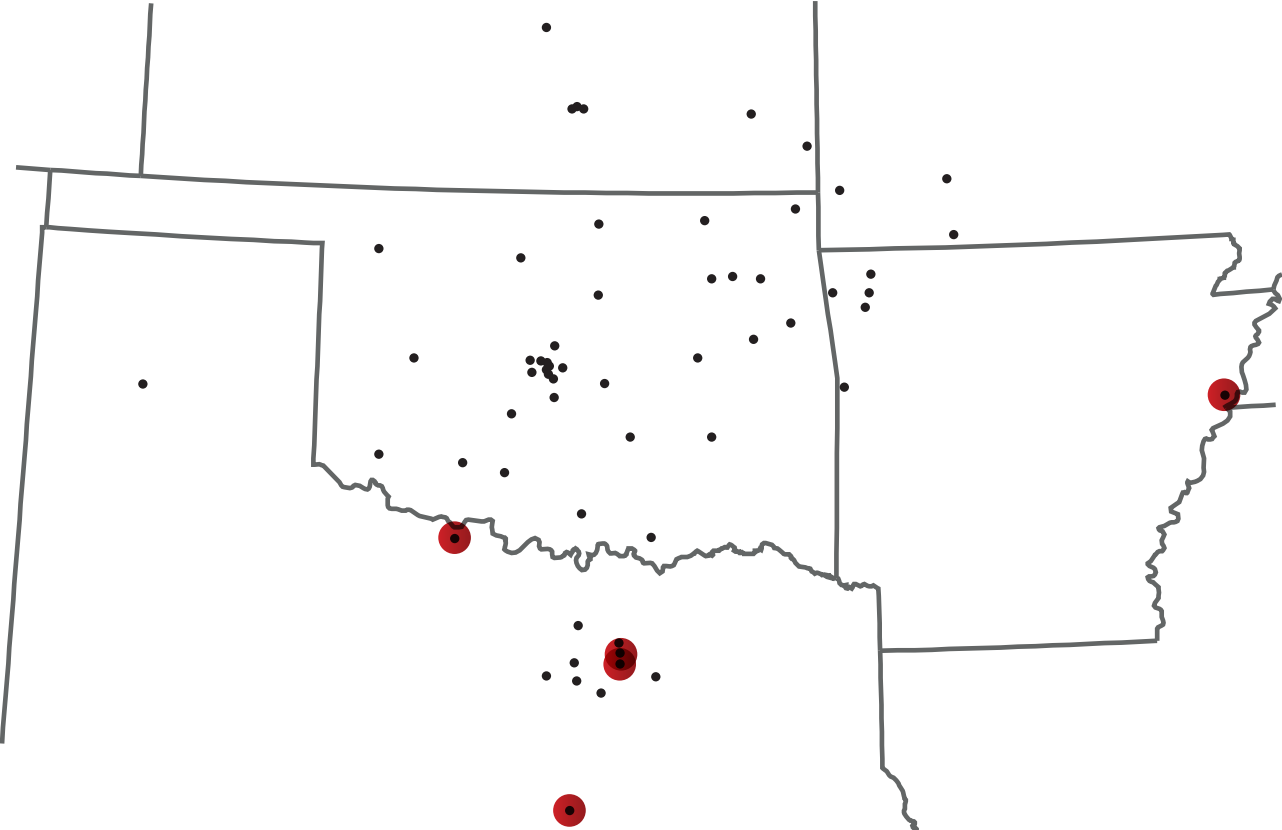
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Oct. 24 was Recycle Your Mercury Thermostat Day

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

to 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.

About Thermostat Recycling Corporation

Thermostat Recycling Corp., founded in 1998, is an industry-funded nonprofit corporation supported by 29 manufacturers that historically branded and sold mercury thermostats in the United States. TRC maintains a network of more than 3,600 collection sites nationwide and has recovered more than 2.7 million thermostats containing 12 tons of mercury since its inception. TRC assumes all costs to transport and properly dispose of mercury switch thermostats recovered from service. To learn more about TRC, visit www.thermostat-recycle.org.

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It's On My Heart: Changes in the Wind

As they say in Texas, we have a “Blue Northerner” coming toward us. OK, so not sure if they say that anywhere, but a cowboy once used that expression, and I have been looking for a chance to use it for a decade or more. What it means is, we have clouds forming, a storm is brewing that will bring change upon our industry. That storm is in the form of the new efficiency standards, called SEER2. What a great country, when we decide to change a testing procedure, the old system was SEER, the new one is SEER2. Sort of numerically correct.

By now you may be aware, Jan 1st the new standards for efficiency go into effect, will be major change for most of us. By most of us I mean every single manufacturer through most of their lines, almost all air conditioners, most heat

pumps, it will be a major overhaul. The coils will be re-designed, condensing units will be new, all must meet the new standards.

Full disclosure: this is not meant to be a final check list, search the internet to get the exact details, since it may change before year end. Couple of lawsuits are pending regarding long term projects in new housing, this will be an opportunity for the companies involved in those.

The country is divided into three distinct areas, go to Contracting Business website, www.contractingbusiness.com/residential-hvac/article/21245297/2023-regulatory-overview-new-minimum-efficiency

For a look at the map and further explanation. Let me summarize. A close look at the new testing reveals that the federal

government wanted to incorporate the typical fan electrical consumption that would be found in the home installation. A 15 SEER will be a 14.3 SEER2. And so on, the new testing results will lower the efficiency almost a seer point. For the good news, we have different rules for the three zones in North America. In the northern territory, the units produced after Jan 1st, will need to be 14 SEER, which is 13.4 SEER2, up from 13 SEER minimum today. The good news, that territory will be allowed to sell through. Meaning if you have 13 SEER stock, it can be sold after Jan 1st. Not manufactured but sold.

In the Southeast territory, the minimum moves to 15 SEER, which is 14.3 SEER2. No sell through. In the Southwest, the minimum is 15 SEER,

again, 14.3 SEER2, but with an added EER minimum rating of 12.2 EER which is 11.7 EER2. No sell though. And this all applies to units up to 3.5 ton. Higher sizes the numbers are reduced, see the final details at the above-mentioned website. Or any major manufacturer website, they all have the details posted.

Here is the reason for this newsletter. To let you know these changes are coming, and fast, the year end is approaching quickly. You need to look at the inventory you have now, plan carefully what you have to install the next couple of months. One major manufacturer has already sent out a message, they will accept non-compliant equipment up till Nov 1st, then it will not be credited back, you will have bought it.

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!”

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Emerson Announces Partnership with National Coalition of Certification Centers

Copeland™, RIDGID® brands partner to strengthen support for training and preparing technicians

Sidney, Ohio – In an effort to continue to support the training and development of the next generation of skilled tradespeople, Emerson (NYSE: EMR) announced that its Copeland and RIDGID brands are partnering with the National Coalition of Certification Centers (NC3). NC3 is a career and technical training organization that supports skilled trades advancement, including the HVACR industry. Emerson's Greenlee® brand has been a partner with NC3 since 2016. Now, with the additional support of the Copeland and RIDGID brands, Emerson hopes to strengthen its partnership with NC3.

"For years, we've been committed to supporting industries in overcoming the skilled trades gap. Our ongoing efforts are designed to put more training into the hands of new technicians and partner with trade schools to advance curriculum whenever we can. NC3 helps us advance these goals," said Tim Ferry, group president, Tools & Home Products for Emerson.

NC3 was established to help build a workforce prepared to meet the needs of industries by connecting employers and educational institutions. These synergistic partnerships foster effective training, elevation of skilled careers and employment opportunities. NC3 builds deep industry-educational partnerships. They develop, implement and sustain industry-recognized portable certifications built on national skills standards.



"As we continue to explore ways to increase education of Copeland products for new technicians, this is an important initiative for Emerson, and we are looking forward to extending this to other Emerson brands as this partnership grows," said Brent Schroeder, group president, HVACR Technologies for Emerson.

As part of the NC3 partnership, Emerson's Copeland, RIDGID and Greenlee brands recently participated in NC3's Train-the-Trainer summit, held at Gateway Technical College. The NC3 Train-the-Trainer events are opportunities for industry technical experts to provide hands-on training to community, technical college and high school instructors.

"Copeland compressors and technology live at the

heart of HVAC and refrigeration systems that homeowners, businesses and industries have depended on. The continued growth of refrigeration technology requires skilled and knowledgeable technicians to keep up with service and business needs to prepare for tomorrow's challenges today," said Dan Ramirez, NC3.

Emerson provides additional training support through its Educational Services team, with options such as virtual classrooms, onsite training, eCourses and a training center. Emerson also recently launched its HVACR Educator Resource platform designed to provide industry educators with access to tools, training and educational materials to enhance learning for the next generation of HVACR professionals. Within the HVACR Educator Resource site, there is a wide range of educational features including a Copeland™ scroll compressor training kit. This kit offers a detailed look inside a scroll compressor, through a disassembled model from Emerson's state-of-the-art lab, offering a hands-on approach to learning the fundamentals of compression technology. The kit also includes custom safety equipment, supplemental learning materials and interactive digital content to provide a comprehensive educational experience. To learn more, visit the HVACR Educator Resource site.

To learn more about Emerson's RIDGID, Greenlee and Copeland certifications through the NC3 partnership, visit the NC3 website.



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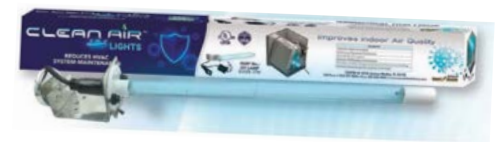
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So, what is the penalty for installing a non-compliant unit after Jan 1st, 2023. One site I found said that the fine can be as much as \$503. Per unit. And the plan (as for now) is to publish a toll-free number that anyone can call to rat you out. Anyone, including a competitor, a disgruntled employee, angry neighbor, anyone.

What this means to you is that you must be aware of these changes and act accordingly. Watch the inventory levels, be careful on sales quotes during the last quarter of the year, be diligent on how you buy, and finally, let every employee know exactly what is going to happen. The best course of action is to be a close partner with your distributor. Keep them informed on what you have on hand to sell, what you need to order before year end, and let them know you need to be informed on what they are stocking and how it fits the new mandates. If you are in the north territory, the situation is not as critical, but still needs to be considered. If you sell a 13 seer in the northern region and later the homeowner finds out that the unit he just purchased is “obsolete”, even if it was legal and allowed to be sold, it could be a potential disaster on social media.

Now you need an excellent relationship with your suppliers, and they want to be involved with your business and help you navigate these waters going forward. Next up, the new refrigerants, another chance to change your business, but you have a year or so till we start to worry about that. More to come, stay tuned!

Danfoss Named 2022 Innovative Star of Energy Efficiency by Alliance to Save Energy

Prestigious award presented in recognition of Danfoss’ work to decarbonize through energy efficiency

The Alliance to Save Energy presented Danfoss with the prestigious Innovative Star of Energy Efficiency Award for the company’s efforts to create solutions that decarbonize through energy efficiency. Alliance President, Paula Glover, presented the award to Rick Sporrer, president of Danfoss North America, at the 30th annual Stars of Energy Efficiency Awards Gala at the International Spy Museum in Washington, D.C. on Oct. 4.

The event brought together energy efficiency leaders from industry, government and academia to celebrate the best and brightest in energy efficiency with U.S. Secretary of Energy, Jennifer Granholm, providing the opening remarks.

“Danfoss is proud to be a leader in developing solutions that will help us meet our climate goals. We simply won’t reach the Paris Agreement goals if we don’t prioritize energy efficiency because the greenest, cheapest and most secure energy is the energy we don’t use,” said Sporrer.

“Everything we do at Danfoss drives

productivity in machines and systems, reduces emissions, lowers energy consumption and enables electrification, with the goal to be the preferred partner for customers who want to decarbonize. I accept this award on behalf of our 40,000 employees worldwide who are working hard every day to make Danfoss an industry leader in decarbonization and sustainable engineering solutions.”

As part of Danfoss’ ESG (Environment, Social, Governance) ambition, Danfoss has pledged to be carbon-neutral in global operations by 2030, setting ambitious science-based targets to increase energy efficiency while reducing carbon emissions. Danfoss announced in March 2022 that it had reached its 2030 target of doubling the energy productivity in its factories globally – nine years ahead of time.

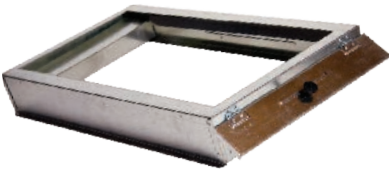
Since 2007, when the initiative began, the company has reduced energy intensity by 51% and CO2 intensity by 42%. In 2021, energy productivity went up from 80% in 2020 to 104% improvement from the baseline year 2007. Also in 2021, 25% of its global

electricity consumption was carbon-neutral and 45% of its direct energy consumption was from renewable sources.

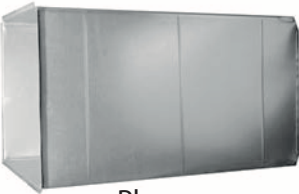
Central to Danfoss’ goals is helping customers reduce their own emissions and energy consumption. The company is developing energy-efficient heating and cooling technologies such as oil-free and variable-speed compressors, which allow for efficient operation and reduced emissions; hybrid fuel systems that allow electric heat sources to work with an existing boiler system to generate heat with lower emissions; and heat recovery technologies.

These technologies are scalable across the built environment and provide a path to a more efficient and sustainable future. With buildings responsible for 40% of U.S. energy consumption and with only 2% of the U.S. commercial building stock turning over each year, increasing energy efficiency and lowering carbon emissions means retrofitting existing buildings with proven solutions that can be implemented financially and logistically.

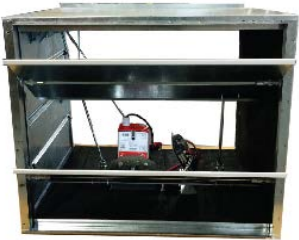
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Advanced M&P Classes: \$640.00 Nov. 8th -9th Dec. 6th -7th

Commercial VRF Classes

City Multi Startup and Service Essentials Classes: \$480.00 Nov. 15th -16th Nov.29th -30th
Advanced City Multi Classes: \$880.00 Dec. 13th -14th



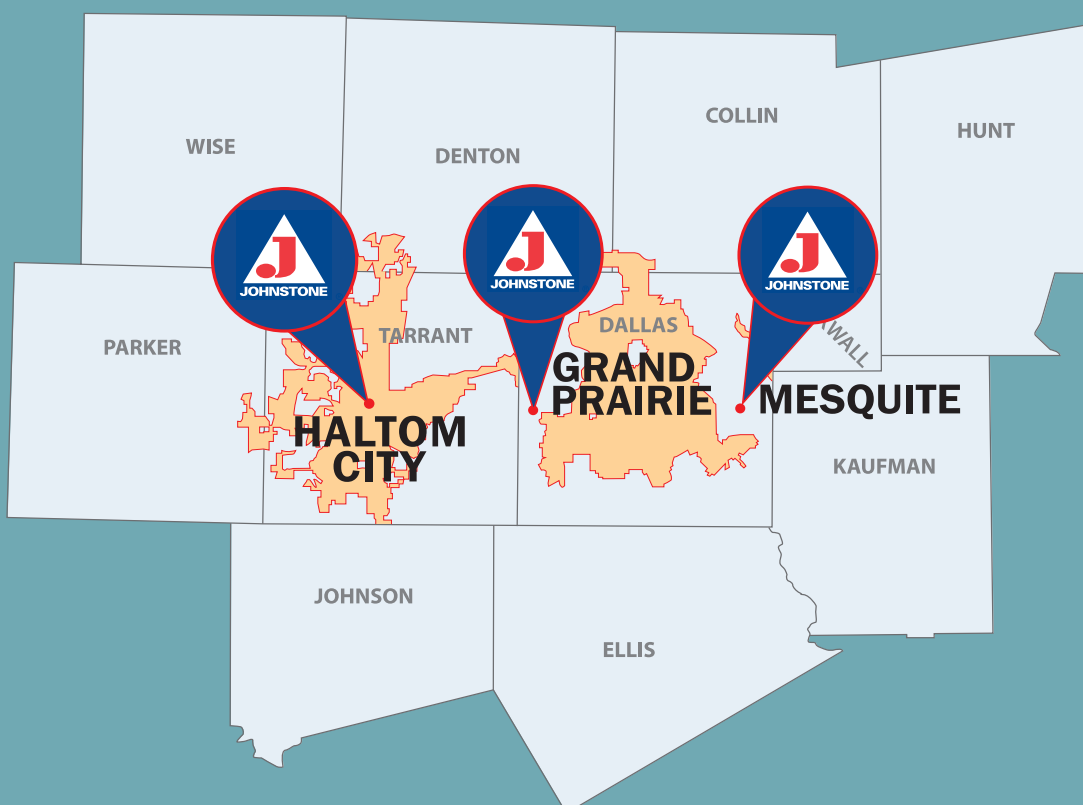
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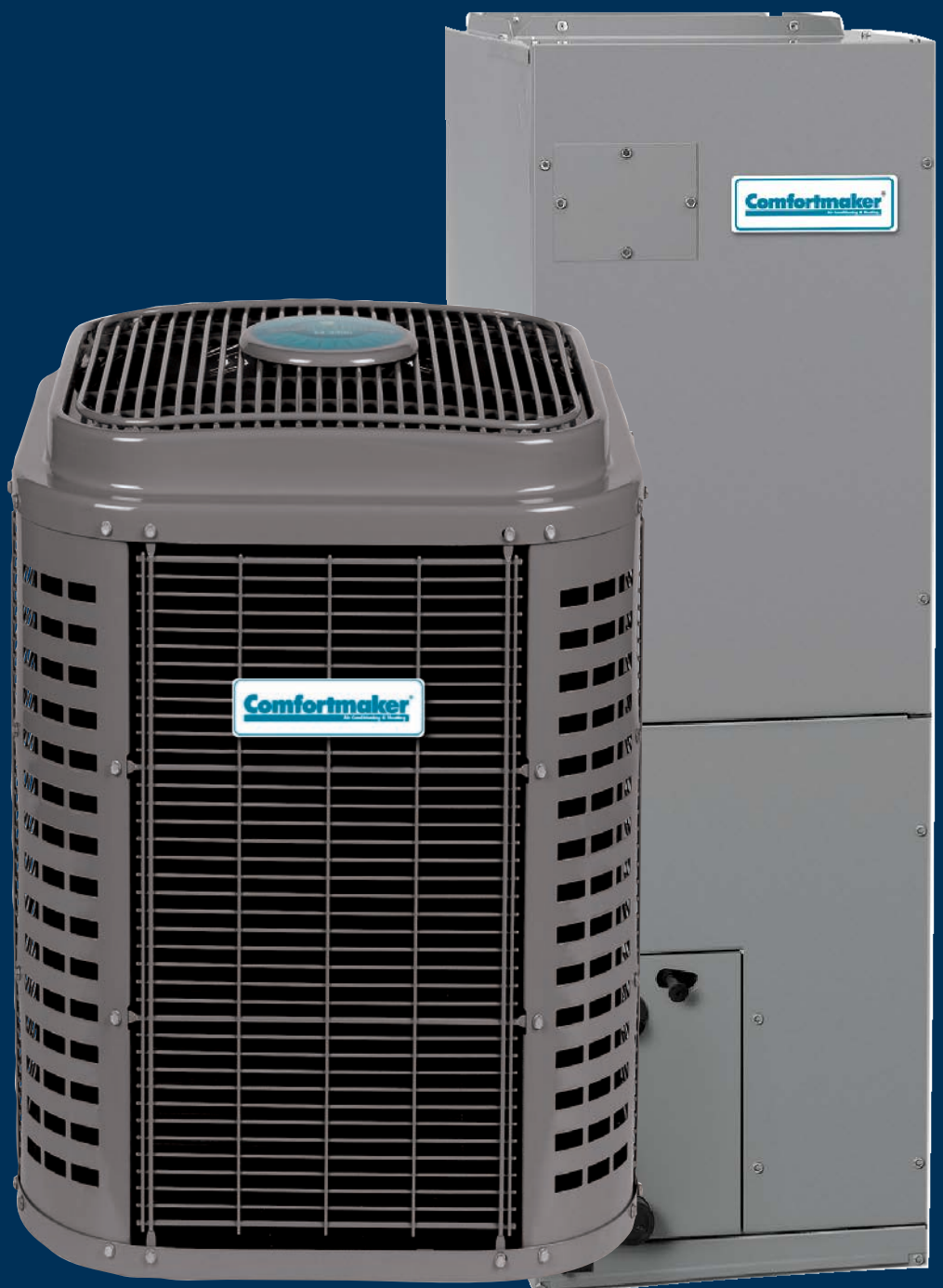
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Johnson Controls Debuts Immersive Distributor Training Program, Graduates Inaugural Class

- Graduates of the industry-first, two-year Trusted Advisor program receive an in-depth education, better preparing them to succeed than standard industry training
- The immersive curriculum builds operations, communication and sales skills for territory managers in North America
- With on-site and virtual classes, the new program has very high engagement and an outstanding 75% retention rate

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, is proud to graduate the inaugural class from year one of its new, industry-first Trusted Advisor program. The 40 graduating students received an extensive education that goes beyond product knowledge, making them far more prepared to support contractors than the industry norm. The graduation event was held at the Ducted Systems Academy in Oklahoma City, Oklahoma, in August 2022 and included student presentations, a factory tour and the graduation and award ceremony. Students begin year two in January 2023.

The Trusted Advisor program – an intensive distributor training program that builds territory managers’ sales skills – began in August 2021 with 38 instructional weeks. The unique, comprehensive training stands out against the typical, two-week training programs that most manufacturers offer. The program includes a combination of in-person and virtual classes in operations, sales and communications led by Johnson Controls as well as vendor classes led by Service Business Evolution (SBE), Grandy and Associates, and industry expert, Scott Ritchey. Students must

be nominated by local distributor owners or management throughout North America.

“At Johnson Controls, the success of our partners is directly correlated to our success,” said Joshua Coaten, director of business development and sales opportunities, Johnson Controls. “The overall goal of the Trusted Advisor program is to provide new or established territory managers with the education, guidance and support for them to enrich their relationships with contractors. The program goes far beyond product knowledge – it makes them better consultants and separates them from their competitors. It’s another example of how Johnson Controls invests in the continued growth of our partners and their businesses.”

Students focus on various categories throughout the year. The five main class categories are:

- **Soft skills:** Develops work ethic, integrity, honesty in communications and emphasizes the importance of ongoing teachability
- **Sales conversation skills:** Defines communication skills that resonate with contractors, respects social styles and time frames, promotes value propositions, and creates mutual accountability

- **Product knowledge:** Promotes proficiency in product lines, features and benefits, and how products provide advantage in each contractor’s market

- **Market knowledge:** Learn market strategies, and territory planning and management as well as what customers create the best business portfolio

- **Account management:** Understand and leverage the best company provided programs for each contractor, define time management systems, and become a Trusted Advisor to best assist contractors in maximizing their profit and growth

Students are tested on their performance to provide benchmarks before, during and after each year of participation, which is featured on a performance dashboard to show how the program is helping distributors move the sales needle.

To demonstrate this growth, all graduating students from year one prepared a 15-minute presentation on two of the categories of their choice as well as an impromptu topic for the graduation event. The program has had very high engagement, with a 75% retention rate. Year two, which begins in January 2023, will build on what graduating students have learned in year

one and involves in-depth training on critical success factors. In addition, two new classes of students will begin year one of their Trusted Advisor program in January 2023. With these new participants, the program has tripled in size.

“This training program is my favorite of all the trainings I have engaged in,” said Kyle Zimmerman, territory manager at Bellevue, Washington-based Johnstone Supply and Trusted Advisor student. “Taking us on the journey to learn the difference from being a Territory Manager and becoming a true Trusted Advisor is huge. I now want to do everything I can to become a Trusted Advisor.”

The graduation ceremony took place at the Ducted Systems Academy, a 30,000-square-foot training center that offers world-class commercial and residential HVAC training. The Trusted Advisor program is managed in a partnership between Johnson Controls Business Development and the Academy.

For more information about the Trusted Advisor program, contact your local Johnson Controls regional account manager. For more information about the Ducted Systems Academy, please visit www.ductedsystemsacademy.com.


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Danfoss Announces Intent to Acquire Compressor Manufacturer BOCK to Strengthen Expertise in CO2 and Natural Refrigerants Technology

- BOCK GmbH, originally founded in 1932, is a technology and innovation leader in its field and offers one of the world's largest portfolios of semi-hermetic compressors for natural refrigerants
- With the acquisition, Danfoss is investing significantly in broadening its scope of sustainable, clean technologies to speed up the green transition in commercial refrigeration systems
- The transaction is subject to regulatory approval and is expected to close no later than Q1 2023

Frickenhausen/Nordborg – On October 10, Danfoss announced the intent to acquire compressor manufacturer BOCK GmbH, headquartered in Frickenhausen, Germany.

Developing compressors for the natural refrigerant CO2 since 1993, BOCK is a global technology leader in the field of environmentally friendly, economical compressors.

With the acquisition, Danfoss adds the world's largest portfolio of semi-hermetic compressors for natural refrigerants such as CO2 (R744), hydrocarbons, and other low-GWP refrigerants to its already strong portfolio of oil-free centrifugal compressors, inverter-scroll, reciprocating and screw compressors, and condensing units.

According to the International Institute of Refrigeration, refrigeration technology and air conditioning take up about 15% of the electricity consumption worldwide[1], making the quest

for energy efficient solutions ever more relevant. Intelligent solutions, combining high energy efficiency and low-GWP refrigerants, both natural and synthetic, are the road to sustainable refrigeration and air conditioning.

By acquiring BOCK GmbH, Danfoss takes a proactive approach to further the development and use of low-GWP refrigerants to help abate global warming and to ensure the competitiveness of the industry.

With an existing workforce of around 350 compressor specialists worldwide and four manufacturing sites in Frickenhausen, Germany, Stribo, Czech Republic, Bangalore, India, and Suzhou, China, BOCK GmbH has built a strong reputation as a high-end, quality compressor manufacturer serving mobile and stationary refrigeration systems in transport, bus, retail, logistics, storage, and food processing.

The intent to acquire BOCK GmbH comes

with a firm commitment to invest in the business, paving the way for green growth, and a more sustainable, energy efficient and decarbonized future. Danfoss is confirming its pledge to speed up the green transition by broadening its scope of sustainable technologies.

Luis Tovar, sales development manager for commercial compressors for Danfoss North America says:

"The CO2 market in North America is expected to grow at a rate of 45% over the next four years. The Bock portfolio together with other CO2 products developed by Danfoss will help to support this transition in the food retail market."

Danfoss Commercial Compressors President Kristian Strand adds:

"The acquisition will create a unique position in the market for Danfoss' Commercial Compressors business, and our customers will

benefit from a complete compressor portfolio including semi-hermetic compressors for CO2, which will help in the transition to alternative refrigerants and greater energy-efficiency."

BOCK CEO Dr. Marcus Albrecht says: "This really is an exciting moment for all of us. After our strong and successful growth in the last 2 years, now becoming part of the Danfoss family will open new business opportunities for BOCK. Based on our close partnership, we can say with certainty that together we are ideally positioned to become one of the strongest players in the compressor business globally. Not only do we share the same ideas of how to develop the business, but we also have the same values when it comes to our people and how to drive growth."

The new compressor business from BOCK GmbH will be managed by Danfoss Commercial Compressors, part of Danfoss Climate Solutions.

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Head For Them Thar Hills!

My wife got me a new book for Christmas- *The Secret Knowledge of Water*, by southwestern explorer and writer Craig Childs. (A friend highly recommended the book, and after hearing him read a few passages from it, I decided I had to get it.) I cannot recommend this book enough to lovers of the Southwestern US! His style is poetic and earthy at the same time, and you can almost feel the loneliness and ancient mystery of the Sonoran desert (and other sites in Arizona).

Childs writes this chilling line in the introduction: "There are two easy ways to die in the desert: thirst or drowning."

Most people get the first option; few understand the second. But the fact is, every year, Arizona has brief but furious rains and the washes (gullies), which are normally dry, quickly fill with raging flood water and can become lethal to anyone unlucky enough to be in a wash when a flash flood comes galloping down



upon them like a thundering herd of wild stallions. (Another of his books, *The Desert Cries*, recounts a summer in Arizona where over 20 people died in such flash floods, including a hiking party caught by a killer flash flood in the awesome Antelope Canyon, located in Arizona's northeast corner).

But what many people don't realize is that the desert holds a surprising amount of drinkable water (even though you may need to filter it and treat it with purification tablets) *if you know where to look for it*.

An even casual scan of some of the topographic maps of Arizona show numerous "tanks"-- like White Tank

Mountains west of Phoenix are named), Red Tank, Smith Tank, and so on. When I first moved to Arizona and started poring over the topo maps to find benchmarks to recover and possible sites from which to do astronomy, I thought these referred to water tanks for cattle. But there were so many of them! And frankly, there aren't that many cattle on some of these quadrangles!

Then I learned in Childs' book that a tank is the ugly English word for a beautiful Spanish word, tinaja, which is probably better translated as "basin", like a large ceramic shaving basin. Tinajas are depressions in rock that are carved out by fast-moving



water that cascades down from the mountains during our furious thunderstorms. They take thousands of years to form. They are shaped sort of like a gravy boat, being steep at the input end, and tapering to shallower and shallower water as the water approaches the exit point, where it cascades down the mountainside to the next tinaja. (This shape keeps them purged of sediment, so that a free-flowing tinaja will be full of fresh rain water after a rain and little, if any, sand and silt. Ranchers, thinking it would be good to build up the walls of tinajas to trap more water find that they then lose their hydrodynamics and silt in quickly, becoming useless. It

seems like every time people try to improve on God's designs, they mess up things!)

Here is the point: people are often found dead in the desert because they run out of water and instinctively head for the low ground, thinking that this is where water goes in a rain storm (it does), but not realizing that the desert sand in such lowlands is like a sponge! Often, a flash flood will disgorge a wall of water, silt and mud out of a canyon in a 20-foot tall freight train (carrying trees, cacti, and house-sized boulders), and within a mile or two of hitting the shallow, open washes, be totally absorbed by the thirsty desert. Too often, people are found dead in these areas, their plastic milk cartons of water having gone dry days earlier.

Our economy is something like the desert right now-- unpredictable, and dangerous. Yet almost every HVAC contractor is looking for water in the wrong places-- the low



Richard Harshaw

ground, the easy places to walk to. Yet, they will find no water there, only death.

If an HVAC contractor wants to survive this desert, he must make the difficult climb into the mountains, seeking the trapped and life-giving rain water that can only be obtained by great and strenuous effort, climbing higher and higher. There are no easy solutions.

In this economic desert, where will you seek your water? In the easy places (where many will die this year), or will you climb the hard mountains and work hard and find the life-giving water in the heights?

Think about it...

Reprinted from the AC Today article published September 2010.

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Lennox Industries Installs 210 HVAC Units for Deserving Homeowners in U.S and Canada for 2022 Feel The Love Program

Lennox partnered with its dealer network to provide essential heating and cooling equipment and installations to local heroes at no cost



Richardson, Texas -- As part of its 13th annual Feel The Love program, Lennox Industries proudly partnered with 180 HVAC dealers across 37 U.S. states and Canadian provinces to award deserving community heroes with new heating or cooling equipment and installation at no charge. The 210 equipment installations took place October 8 – 15, 2022 during the Lennox Installation Week event.

Feel The Love was born from people doing great things for the right reasons with a passion to serve others. Selected Feel The Love recipients were nominated by family members, friends, neighbors, co-workers and local organizations for their transformative impact on their community and those around them, coupled with their need for a new HVAC unit to breathe cleaner, safer air and feel ultimate comfort in their home. The new high-efficiency heating and cooling equipment donated through Feel The Love reduces recipients' energy usage by approximately 30% to 40%.

"Feel The Love is about thanking and giving hope to people who give to their community and, as homeowners' continue to prioritize indoor air quality, Lennox is proud to provide deserving homeowners with consistently clean, perfect air throughout their home," said Quan Nguyen, VP & General Manager at Lennox Industries. "The Feel The Love program is a collaborative labor of love, and one that is made possible through ongoing partnership with and the generosity of our dealer partners across North America."

Through Feel The Love, Lennox continues to advocate for the importance of indoor air quality and the accessibility of clean, comfortable air for all. Since the inaugural Feel The Love program in 2009, Lennox and its dealers have completed over 1,800 installations at no charge, with 210 installations occurring in 2022 alone. To ensure recipients' peace of mind, all donated units come complete with an extended warranty of their choice: either a five-year parts only extension or a three-year labor and two-year parts

extension via the industry-leading labor coverage, Warranty Your Way™, which is exclusive to Lennox.

"Now in my second year as a Lennox Feel The Love dealer partner, I feel grateful to be part of a great organization that gives back to families in need," said Beryl Rawlings, managing partner of Tokay Heating & Air in Lodi, California. "Our Feel The Love recipient is overwhelmed with gratitude for being selected and for the amount of equipment Lennox is donating nationally. His emotion and joy are infectious – I cannot thank Lennox enough for establishing the Feel The Love program."

For more information about the Feel The Love program and its impact on communities across the U.S. and Canada, visit FeelTheLove.com. Stay up to date on Feel The Love 2023 by following along with @LennoxFeelTheLove on Facebook. To learn more about the legacy of Feel The Love, look out for Lennox' new podcast, On Air, coming soon to all streaming platforms.

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1 hr 3 vids



Ductwork Fabrication and Installation Overview
HVAC074
1 hr 10 vids




Residential Ducted A/C and Heat Pump Installation
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1 hr 5 vids




Gas Furnace Commissioning Overview
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1 hr 7 vids

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TACCA Greater Houston Golf Tournament

TACCA Greater Houston held their Annual Golf Tournament at the Blackhorse Golf Club in Cypress TX on Friday September 30th. The well attended event had breakfast, lunch, beverages, prizes, awards and giveaways.



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MEMBER MEETINGS

Creating Systems to Work Less & Successfully Exit Your Business

November 15th: 11:30am at Harold's Roof Top Bar & Grill

Speakers: Gary Dennis, Scale or Exit

Learn about creating a future plan to make passing on or exiting your business transition smoother and doing it at a higher value.

SERVICE NATION - Business Advice for Service Contractors

DECEMBER 20th: 11:30am at Harold's Roof Top Bar & Grill

Speakers: Matt Michel

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

NATE TESTING

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

FEBRUARY 2023
TBD

Please go online to see locations & to register

OTHER TRAINING CLASSES

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

Trainer: RSES, Joe Moravek

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Century AC Supply Golf Tournament

Century AC Supply held their Annual Customer Appreciation Golf Tournament at the Blackhorse Golf Club in Cypress TX on Wednesday October 19th. This year's tournament served as the kickoff event for Century's 50th Anniversary Celebration.



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Corpus	Apr 15
Denton	Oct 7
Harlingen	Apr 22
Houston	Nov 19, Dec 3, Jan 28
Hurst	Nov 12, Dec 3, Jan 28
Lubbock	Feb 18
Mt Pleasant	Feb 10
San Antonio	Nov 12, Jan 28
Waco	Jan 28, Jun 10

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HARDI

HARDI Distributors Report 24.8% Percent Revenue Increase in August

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 24.8% percent during August 2022.

The average annual sales growth for the 12 months through August 2022 is 24.2% percent.

HARDI

Source: HARDI and CoMetrics

“The August sales growth was helped by an extra billing day. We estimate the sales growth would have been closer to 19% with the same number of billing days,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “This sales growth is helped by passing through price increases of more than 20%. Those increases have also been supporting the annual growth rate that has been steady near this pace for nine months.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, remains at 40 days as of August 2022. “The August DSO pre-COVID was more than 44 days. The DSO has been lower post-COVID, but we expect this to return to the pre-COVID levels,” said Loftus. The year-to-year DSO has increased slightly for two consecutive months.

Consumer Sentiment, an important indicator of demand for HARDI member products and services, has bounced off the recent lows, but remains in bearish territory. “After home prices have increased by 40% during the past two years, mortgage rates have doubled, which is an additional challenge for buyers,” said Loftus. “Now home prices are rolling over and that will be an additional burden for Consumer Sentiment.”

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.

Product News

Force5 HVAC Spray: Corrosion Inhibitor, Lubricant, Cleaner Optimizes Contractor Productivity

For HVAC contractors, Force5 HVAC spray is an industrial-grade corrosion inhibitor, lubricant, and cleaner that prevents and removes rust, helping contractors to be significantly more productive, while improving equipment reliability and extending its lifespan.

The corrosion inhibitor penetrates into metal parts to prevent rust and corrosion while forming a bond that repels water and other contaminants. The protectant goes on wet and dries in place. A shield-like film coating protects equipment against the effects of moisture and corrosion, including coastal salt air. This helps to ensure HVAC equipment reliability and prolongs its usable life.

As a lubricant, the fast-acting, penetrating compound cuts through corrosion, rust and dirt, quickly getting into metal parts that have become frozen or encrusted to get them working again. It contains synthetic-based additives that act like microscopic ball-bearings to reduce friction, facilitate maintenance and improve operation.

Dealers wanted: For more info, call 678-883-3578; visit www.force5products.com; or write to Force5 Products at 3434 Howell St. NW, Suite B, Duluth, GA 30096.

Johnstone Supply Humble Grand Opening

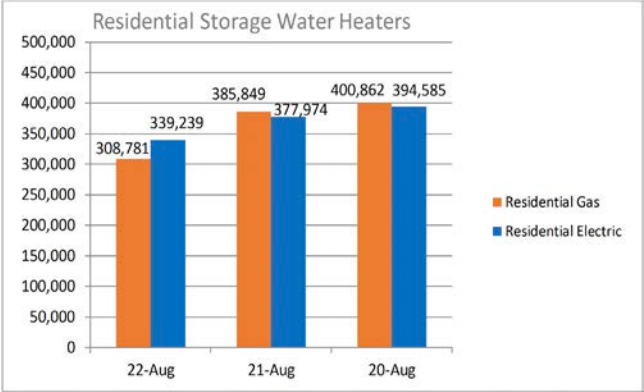
Johnstone Supply held their Humble TX Grand Opening at their new location on Thursday October 20th from 9am until 1pm. The event had a “meet and greet” with the Johnstone team, a vendor fair, lunch and prizes. As a bonus, they also had SEER2 Training as part of the day.



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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for August 2022 decreased 20.0 percent, to 308,781 units, down from 385,849 units shipped in August 2021. Residential electric storage water heater shipments decreased 10.2 percent in August 2022 to 339,239 units, down from 377,974 units shipped in August 2021.

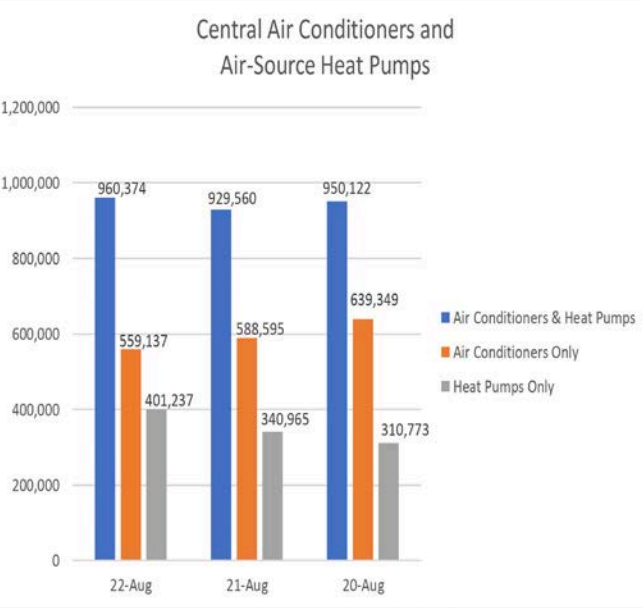


Year-to-date U.S. shipments of residential gas storage water heaters decreased 14.0 percent, to 2,805,911 compared to 3,261,502 shipped during that same period in 2021. Residential electric storage water heater shipments decreased 4.4 percent year-to-date, to 3,092,956 units, compared to 3,236,210 shipped during the same period in 2021.

Year-to-Date				
	Aug 22 YTD	Aug 21 YTD	%CHG. (From 2021-2022)	Aug 20 YTD
Residential Storage Gas	2,805,911	3,261,502	-14.0	3,011,506
Residential Storage Electric	3,092,956	3,236,210	-4.4	3,019,279

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 960,374 units in August 2022, up 3.3 percent from 929,560 units shipped in August 2021. U.S. shipments of air conditioners decreased 5.0 percent, to 559,137 units, down from 588,595 units shipped in August 2021. U.S. shipments of air-source heat pumps increased 17.7 percent, to 401,237 units, up from 340,965 units shipped in August 2021.

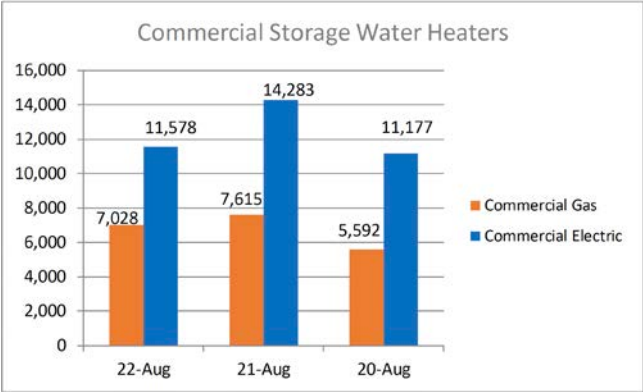


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 2.6 percent, to 7,403,143 units, up from 7,212,309 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 1.0 percent, to 4,435,599 units, down from 4,480,831 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 8.6 percent, to 2,967,544, up from 2,731,478 units shipped during the same period in 2021.

Year-to-Date				
	Aug 22 YTD	Aug 21 YTD	%CHG. (From 2021-2022)	Aug 20 YTD
Air Conditioners & Heat Pumps Combined Total	7,403,143	7,212,309	+2.6	6,436,407
Air Conditioners Only	4,435,599	4,480,831	-1.0	4,170,819
Heat Pumps Only	2,967,544	2,731,478	+8.6	2,265,588

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 7.7 percent in August 2022, to 7,028 units, down from 7,615 units shipped in August 2021. Commercial electric storage water heater shipments decreased 18.9 percent in August 2022, to 11,578 units, down from 14,283 units shipped in August 2021.



Year-to-date U.S. shipments of commercial gas storage water heaters decreased 6.6 percent, to 57,395 units, compared with 61,473 units shipped during the same period in 2021. Year-to-date commercial electric storage water heater shipments decreased 22.4 percent, to 78,937 units, down from 101,756 units shipped during the same period in 2021.

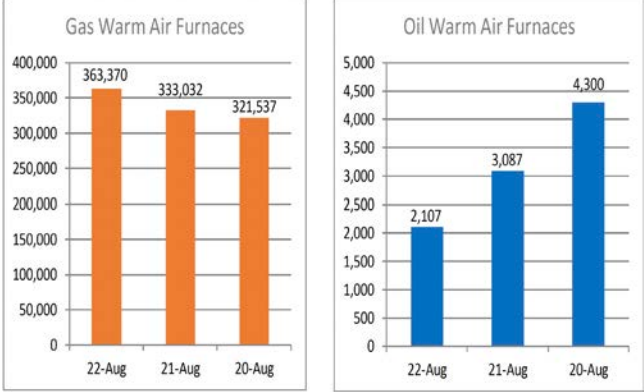
Year-to-Date				
	Aug 22 YTD	Aug 21 YTD	%CHG. (From 2021-2022)	Aug 20 YTD
Commercial Storage Gas	57,395	61,473	-6.6	52,130
Commercial Storage Electric	78,937	101,756	-22.4	93,395

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	40,144	+1.8	34,970
16.5-21.9	98,225	+19.2	75,450
22-26.9	200,566	+3.7	190,377
27-32.9	144,460	-3.1	159,559
33-38.9	198,773	+2.0	207,596
39-43.9	68,738	-2.6	73,835
44-53.9	99,893	+2.4	105,970
54-64.9	82,349	+10.1	76,557
65-96.9	10,131	+7.1	9,410
97-134.9	8,010	+0.9	7,030
135-184.9	4,476	-15.1	4,386
185-249.9	1,850	-6.1	1,978
250-319.9	1,414	-3.0	1,611
320-379.9	330	-9.8	332
380-539.9	348	+6.4	361
540-639.9	252	+27.3	295
640-799.9	103	-9.6	133
800.0-899.9	77	+54.0	53
900.0-999.9	103	+102.0	88
1,000.0-1,199.9	35	-16.7	54
1,200.0 & Over	97	-1.0	77
TOTAL	960,374	+3.3	950,122

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for August 2022 increased 9.1 percent, to 363,370 units, up from 333,032 units shipped in August 2021. Oil warm air furnace shipments decreased 31.7 percent, to 2,107 units in August 2022, down from 3,087 units shipped in August 2021.



Year-to-date U.S. shipments of gas warm air furnaces decreased 0.4 percent, to 2,668,151 units, compared with 2,679,872 units shipped during the same period in 2021. Year-to-date U.S. shipments of oil warm air furnaces decreased 22.6 percent, to 17,416 units, compared with 22,511 units shipped during the same period in 2021.

Year-to-Date				
	Aug 22 YTD	Aug 21 YTD	%CHG. (From 2021-2022)	Aug 20 YTD
Gas Warm Air Furnaces	2,668,151	2,679,872	-0.4	1,978,722
Oil Warm Air Furnaces	17,416	22,511	-22.6	17,380

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.

MEPO Oklahoma Annual Golf Tournament

Mechanical-Electrical-Plumbing Contractors (MEPO) of Oklahoma held their Annual Golf Tournament on Tuesday October 12 at Forest Ridge Golf Club in Broken Arrow. The full tournament included Gourmet Burger Lunch in the Veranda, Awards, Snacks, a TV Raffle and Beverages and Special Hole in One's and Prizes for everyone.



Fifty-Nine Students Awarded \$155,500 in Scholarships Through the PHCC Educational Foundation

Falls Church, Va. – The Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation is proud to announce the winners of our 2022 scholarships program. Fifty-nine students were selected to receive scholarship awards totaling \$155,500. Applicants must be plumbing or HVAC apprentices or trade school students, or college students pursuing studies directly related to the plumbing-heating-cooling industry.

The Foundation extends our congratulations to all our winners and our thanks to the contractor donors and corporate sponsors who make these awards possible. Sponsorships are provided by A.O. Smith, Bradford White Corporation, Delta Faucet Company, InSinkErator, Moen, RIDGID, Scorpion Home Services, State Water Heaters, Viega, the Texas and Massachusetts PHCC Auxiliaries, the PHCC Past National Officers, Bill Jones, and Gerry Kennedy, with additional funding from the generous donations made by PHCC contractors.

The 2023 PHCC Educational Foundation scholarship program will open for applications in January, with all submission materials due by May 1st. Information on the scholarship program can be found at <https://phccfoundation.org/scholarships>.

2022 PHCC Educational Foundation Scholarship Winners in our Region

- **Brandon Homer** of Dallas, Texas is studying HVACR Installation, Service & Repair at Dallas College and was awarded a \$2,500 scholarship sponsored by A.O. Smith.
- **Nicholas Graves** of San Antonio, Texas is studying Plumbing Installation, Service & Repair in the PHCC of San Antonio program and was awarded a \$2,500 scholarship sponsored by Viega LLC.
- **Austin Musson** of Converse, Texas is studying Plumbing Installation, Service & Repair in the PHCC of San Antonio program and was awarded a \$2,500 scholarship sponsored by PHCC Educational Foundation.
- **Colton Coburn** of Van Alstyne, Texas is studying Agribusiness at Clarendon College and was awarded a \$2,500 scholarship sponsored by PHCC of Texas Auxiliary.

About PHCC Educational Foundation

The PHCC Educational Foundation, a partnership of contractors, manufacturers, and wholesalers, was founded in 1987 to serve the plumbing-heating-cooling industry by preparing contractors and their employees to meet the challenges of a constantly changing marketplace. Students interested in pursuing a career in the plumbing or HVACR professions are invited to visit phccfoundation.org/scholarships for information on 2023 scholarships.

Three Advantages of a Water Switch/Sensor

Water damage in a home is nearly always a disaster, especially when the water originates from an HVAC system. HVAC contractors can avoid potential water damage with the simple installation of a wet switch or water sensor either during a new installation or retrofit.

A wet switch or sensor uses a wetted probe to sense the presence of condensate. When the device senses that condensation has begun to form, it will shut off the HVAC system, to help avoid any water damage or injuries. Wet switches and sensors are well regarded for their flexibility since they don't have to be mounted in line or on the edge of a pan. Both switches and sensors help protect the reputation of seasoned HVAC professionals and are part of a professional, high-quality HVAC system appearance.

When choosing a water switch or water sensor there are several features and benefits that will help contractors to determine the best fit for their next HVAC installation, repair, or maintenance call.

Advanced Detection with Auto Reset

Select water sensors use an advanced detection system that can accurately discover the presence of water. Instead of relying on a felt pad, the water sensor detects water by using an electronic circuit. The proprietary sensors can detect as little as a 1/16-inch level of permanent water and automatically cut off the water flow by shutting down the HVAC system. This ensures that even the smallest leaks are quickly detected and prevented from causing further damage.

With its quick and accurate detection, the water sensor can automatically reset after the water has cleared. No need to wait on drying or manual resetting, so you can be sure that the HVAC system is always protected.

Quick & Flexible Installation

Water switches and sensors are designed for quick installation by a qualified technician. Devices with no moving parts to break or become clogged makes for a reliable and low-maintenance option that can be placed directly into a metal or plastic secondary drain pan or on the floor.

The installation of unique, puck-style water switches and sensors is convenient. The designed weight of the unit offsets the need for tedious mounting and will hold its position. Moreover, almost every device comes complete with all wiring required for installation.

Visible LED Indicator

Many switches and sensors use an LED to indicate that the device has been activated. This makes it easy to tell if the system is working properly, even in hard-to-reach places. When water is detected, the switch or sensor will trigger the LED to illuminate. This will indicate to the user that water has been detected. Select units will reset automatically after the water is cleared. There is no need to press any button to reset it.

Water switches and sensors provide an extra layer of protection against condensate damage for homes or business buildings. They also help protect the reputation of an HVAC contractor while ensuring enhanced customer satisfaction.



2022 Scholarship Winners





The spotlight



Danfoss Drives Welcomes Sheila Lenss as New Americas Leader



Nidec Motor Corporation adds marketing communications manager Flavia Bader



NIBCO INC. has announced the promotion of Mariza Gutierrez Galindo to Reynosa plant manager



SPX Cooling Introduces Sean McClenaghan as President Global Cooling

To read the complete stories on our Spotlight People please visit www.ac-today.com/category/people

MEPO Lunch Meeting in Oklahoma City

Mechanical-Electrical-Plumbing Contractors (MEPO) of Oklahoma held a lunch meeting in Oklahoma City at Charleston's on Wednesday October 13th. Jim Hinshaw from Service Nation gave an update on the new SEER2 requirements that take place January 1, 2023.



Friedrich Featured in Eneref Report for Reducing Covid Exposure in Schools

San Antonio, Texas – The Friedrich FreshAire® MERV 13 filters for Kühl Window Air Conditioners were highlighted in a new Eneref Report for reinforcing student wellness during the Coronavirus pandemic. The Eneref Report focused on New York City's Brooklyn Boys and Girls High School. The NYC Department of Education was the first major school district in the country to authorize the use of Friedrich's MERV 13 filtration in through-the-wall window air conditioners to slow the spread of SARS-CoV-2.

According to the Eneref Report, Friedrich's FreshAire MERV 13 filters can reduce students' risk of viral transmission and potentially protects students from contracting the SARS-CoV-2 virus. The Friedrich air conditioning units act as a filtration system to capture virus

particles throughout the year.

Download Eneref Report: eneref.org/nycmerv

Friedrich was applauded by Eneref for offering some of today's best-performing air conditioning solutions to reduce the risk of Covid infection in schools. As explained in the Eneref Report, air conditioning equipment in classrooms plays a role in airborne transmission of viruses, and Friedrich's MERV 13 filters are at least five times more efficient at capturing viruses than common air conditioning filters.

The Eneref Report is part of their #WellnessFriendlySchools Campaign. Eneref Institute, a leading advocate for socially responsible sustainable development, has brought together a consortium of organizations including municipalities, school building contractors, and manufacturers to highlight best-in-

class systems that reduce viral transmission in classrooms.

"Friedrich's FreshAire MERV 13 air conditioners establish a new category standard and are part of our continued long-standing commitment to innovation," said Chuck Campbell, CEO of Friedrich Air Conditioning.

About Friedrich

Founded in 1883, Friedrich has manufactured room air conditioners since 1952. Friedrich is a leading manufacturer of air conditioners and other home environment products. Constructed of the highest-quality components, Friedrich products are built to exacting standards and are among the quietest, most highly featured, and most energy-efficient available. For more information, please visit www.friedrich.com.

CALENDAR OF EVENTS



The Petit Group

NOVEMBER 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
JB Industries - Principles of Evacuation	Wed, 11/2/2022	8:00 AM - 10:00 AM	605-105	Free	BR Coursey Training Center
FIT Installation & Commissioning	Wed, 11/9/2022	8:00 AM - 10:30 AM	605-166	\$65.00	BR Coursey Training Center
FIT Service & Troubleshooting	Wed, 11/16/2022	8:00 AM - 10:30 AM	605-168	\$65.00	BR Coursey Training Center
Electric Heat	Wed, 11/30/2022	8:00 AM - 9:30 AM	600-386	\$45.00	BR Coursey Training Center

*Bill Barber Memorial Training Center
5630 Powell Street
Harahan LA 70123

Contact info:

New Orleans training classes: Tim Richard: 504-754-5438 or tim.richard@johnstonesupply.com

Course/Description (Click to register)	Date	Time	Part #	Price	*Location
Comfort Bridge AH Install & Commissioning	Wed, 11/2/2022	8:00 AM - 10:00 AM	605-191	\$45.00	Bill Barber Training Center
JB Industries - Principles of Evacuation	Thu, 11/3/2022	8:00 AM - 10:00 AM	605-105	Free	Bill Barber Training Center
ESCO EPA Section 608 Exam Only	Wed, 11/9/2022	8:00 AM - 12:00 PM	605-102	\$95.00	Bill Barber Training Center
FIT Installation & Commissioning	Wed, 11/23/2022	8:00 AM - 10:00 AM	605-166	\$65.00	Bill Barber Training Center
FIT Service & Troubleshooting	Wed, 11/30/2022	8:00 AM - 10:00 AM	605-168	\$65.00	Bill Barber Training Center

*Johnstone Supply - Lafayette
516 Eraste Landry Road
Lafayette LA 70506

Contact info:

Lafayette training classes: Ryan Moran (337) 294-8857 or ryan.moran@johnstonesupply.com

Course/Description (Click to register)	Date	Time	Part #	Price	*Location
JB Industries - Principles of Evacuation	Tue, 11/1/2022	8:00 AM - 10:00 AM	605-105	Free	Johnstone Supply - Lafayette

We recommend customers follow COVID-19 Safety Guidelines.

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

ALL ATTENDEES PLEASE WEAR MASKS AT ALL TIMES DURING TRAINING.

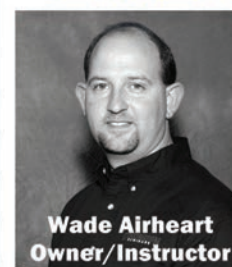


TEXAS DEPARTMENT OF LICENSING & REGULATION

The next Air Conditioning and Refrigeration Contractors Advisory Board meeting is scheduled for **Wednesday, November 2, 2022 at 10:00 a.m.** The meeting will be held via videoconference and will be viewable on TDLR's YouTube channel. Sharing of pre-recorded audio or video is not allowed during the public comment period. When the agenda and staff reports are available, they will be posted online.

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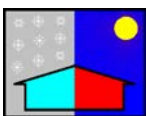
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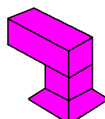
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4. FREE: From my book: Wiring diagram that will show you EXACTLY how to wire most common simple unit's control wiring and high voltage wiring. Send your email address and I'll email it to you.

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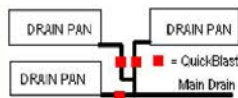
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