



# Air Conditioning TODAY



JANUARY 2023

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## Johnstone South Texas Vendor Days



Pictures on page 13.

## INSCO Distributing Oklahoma City Grand Opening



Pictures on page B5.

## 2022 HARDI Annual Conference: Ignite



Pictures on page B7.



## Join us at the 2023 AHR Expo

THE EVENT FOR HVACR / ATLANTA / FEB 6-8



## The Event for HVACR

The 2023 AHR EXPO Atlanta GA Feb 6-8

The AHR Expo is the essential event for HVACR Professionals, attracting the most comprehensive gathering of the industry from around the world each year. The show provides a unique forum where manufacturers and suppliers of all sizes and specialties comes together to share ideas and showcase future HVACR technology.

The 2023 AHR Expo is located in the Georgia World Congress Center in Atlanta, Georgia. The hours of operation are:

Monday February 6th- 10am to 6pm

Tuesday February 7th- 10am to 6pm

Wednesday February 8th-10am to 4pm

The HVACR industry professionals that attend the event include: Engineers, Contractors, OEM's, Design/Build Professionals, Wholesalers and Distributors, Manufacturer's Agents/Reps, Architects, Facility Managers, Public Utility Professionals, Publishers, Content Producers and Educators.

The Manufacturers that showcase their products and technology include: Heating, Cooling, Refrigeration, Plumbing, Indoor Air Quality, Building Automation and Control, Sustainable Solutions, Software, Tools and Instruments and Business Management.



The ASHRAE Winter Conference is held concurrently with the AHR Expo. ASHRAE is looking forward to being in Atlanta, home of the new ASHRAE Global Headquarters. The ASHRAE Winter Conference will be held February 4th-8th, at the Omni Hotel at CNN Center and Building A of the Georgia World Conference Center.

The upcoming AHR Expo shows are:

2024 Chicago January 22nd-24th

2025 Orlando February 10th-12th



## November New Home Sales Up as Interest Rates Fall Back

While new home sales received a slight bounce in November from moderating mortgage rates, the housing market continues to struggle because of ongoing supply chain disruptions, elevated construction costs and challenging affordability conditions.

Sales of newly built, single-family homes in November increased 5.8% to a 640,000 seasonally adjusted annual rate, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. On a year-to-date basis, new home sales are down 15.2%.

"Declining mortgage rates during the second half of November, combined with builder sales incentives, lifted the pace of new home sales for the month," said Jerry Konter, chairman of the National Association of Home Builders (NAHB) and a home

builder and developer from Savannah, Ga. "However, due to higher construction costs and ongoing supply-chain issues, the median price of a newly-built single-family home in November was \$471,200, 9.5% higher than a year ago."

"The impact of higher construction costs has made building entry-level homes particularly difficult, and this is where we see the greatest amount of pricing out for the housing market," said NAHB Chief Economist Robert Dietz. "In November 2021, 13% of new home sales were priced below \$300,000. That share has now fallen to 7%."

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects,

the November reading of 640,000 units is the number of homes that would sell if this pace continued for the next 12 months.

New single-family home inventory remained elevated at an 8.6 months' supply (of varying stages of construction). A measure near a 6 months' supply is considered balanced. The count of homes available for sale, 461,000, is up 18.2% over last year.

A year ago, there were just 32,000 completed, ready to occupy homes available for sale. By November 2022, that number increased to 64,000, reflecting flagging demand and more standing inventory due to lower sales.

Regionally, on a year-to-date basis, new home sales fell in all four regions, down 3.6% in the Northeast, 22.3% in the Midwest, 13.1% in the South and 19.3% in the West.

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Product News

RectorSeal’s® New Coil-Cure™ Liquid Provides One-Step Disinfection of HVAC Coils and More

**Houston, TX** – RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing accessories and a wholly-owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], has announced the availability of Coil-Cure Liquid, a powerful disinfectant that kills up to 99.9% of bacteria and viruses including coronavirus.

Coil-Cure Liquid protects HVAC coils, drain pans, and non-porous surfaces when properly applied. Coil-Cure has been added to the EPA list N as an EPA-registered disinfectant with emerging viral pathogens and human coronavirus claims for use against Covid 19 (SARS-CoV-2). As a mild foaming disinfectant, Coil-Cure Liquid is ready for use right from the bottle. Available in quart spray size and gallon-size refill jugs, Coil-Cure Liquid is backed by RectorSeal’s exclusive 3-Year Limited Warranty without registration. Coil-Cure will continue to be available as an aerosol, as well.

Joining RectorSeal’s full line of superior coil cleaners, Coil-Cure Liquid is a powerful, self-rinsing, non-abrasive disinfectant cleaner that functions as a cleaner, fungicide, mildew inhibitor, virucide, and deodorizer. In short, Coil-Cure Liquid is an all-around safe and effective way to clean HVAC coils.

“Coil-Cure Liquid is a great product. It’s a perfect complement to our extensive line of HVAC coil cleaners,” stated Stephanie Welda, Director of Product Marketing at RectorSeal. “Regular use of Coil-Cure Liquid can

help maintain the efficiency and performance of HVAC coils while providing added protection against bacteria and viruses. Additionally, it can be used following a hurricane or flood where coils can be contaminated by environmental conditions.”

Founded in 1937, RectorSeal has centered around a simple growth mission: To provide innovative solutions to the professional trades. RectorSeal supports the heating and cooling, plumbing, electrical, and construction industries with a wide variety of products, services, and support programs.

*Please visit [www.rectorseal.com](http://www.rectorseal.com) for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.*

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# PHCC's New Finance Bootcamp: A Training Must for Any Business Owner

After much anticipation by its member contractors, the Plumbing-Heating-Cooling Contractors—National Association (PHCC) has launched all nine modules of its new Finance Bootcamp. Developed as basic training for business owners and their staff, these self-paced courses will help learners understand the fundamentals of finance so they can make informed, strategic decisions for the financial health of their businesses.

“For plumbing and HVAC technicians, opening their own business is a logical next step, and they may be masters of their craft, but many owners don’t completely understand the financial part, and they could fail miserably as a result,” says Laurie Crigler, PHCC Education Committee chair. “By the end of the Boot Camp, business owners not only will be better prepared to manage and understand financial performance, but they will be more creative and innovative critical and strategic thinkers.”

Business owners and their finance staffs can take one or take all nine of the following modules (about 45 minutes each):

**1. Introduction to Finance** – a basic overview of the Boot

Camp covering topics such as chart of accounts (COA) and cash vs. accrual accounting.

**2. Understanding a Profit and Loss Statement** – a focus on profit vs. loss, net vs. gross (sales), operating income, and net income.

**3. Understanding a Balance Sheet** – an overview of how to read and interpret balance sheets, covering current, fixed, long-term, and other assets, as well as current and long-term liabilities.

**4. Determining Actual Billable Hourly Rates** – an understanding of how to determine actual hourly rates for technicians, understand a profit and loss calculator, and how to accurately determine the cost of doing business.

**5. Importance of Financial Ratios** – an overview to help learners understand financial ratios and what they show, which are the most important to follow and why, and how to identify a business’ KPIs monthly.

**6. Understanding Your Tax Rights and Responsibilities** – an overview of basic business taxes, tax credits, fixed assets, the

difference between S and C Corps, and IRS notifications.

**7. Preventing and Identifying Theft** – a session that will help explain what fraud is, common types of employee fraud, how to prevent and detect fraud, and how to create a culture of accountability.

**8. Financial Software and Basic Business Skills** – a session geared to address the different types of products to help businesses make the right accounting software choices; will also cover basic business practices to prevent expensive and painful solutions.

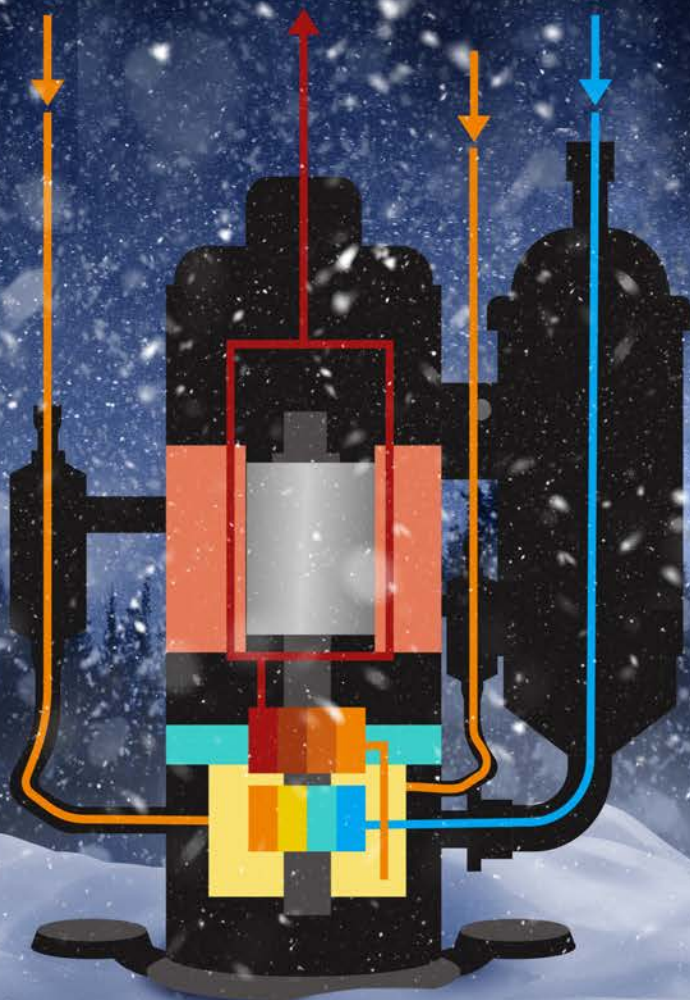
**9. Creating Budgets for Your Business** – an understanding of why budgets are important, covering topics such as income, fixed costs, variable costs, financial goals, and more.

These modules were developed by the PHCC Education Committee and financial management expert Ruth King, which tapped various subject matter specialists for respective content.

The PHCC Finance Bootcamp is available online for \$50/module for PHCC members (\$90 for non-members) or \$345 for the bundle (all nine modules) for PHCC members (\$650 for non-members). PHCC members can log in and register for the modules via PHCC’s learning management system at [phccweb.org/education](http://phccweb.org/education). If you have not set up your password – or for more information – contact Heidi Salati at [salati@naphcc.org](mailto:salati@naphcc.org).



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## Product News

### Introducing the EZ FIT® MLZ-06 Recessed Ceiling-Cassette

*Smaller footprint. Custom comfort*



Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) all-climate heat-pump and air-conditioning systems, now offers the EZ FIT® MLZ-06 Recessed Ceiling-Cassette for those looking for the benefits of a recessed ceiling cassette in a smaller design.

This sleek, narrow-body ceiling cassette is compatible with Mitsubishi Electric Multi-zone Outdoor systems.

It can be easily installed as a system replacement or in new construction projects.

Key product features include:

- Smaller 6,000 BTU/H capacity
- New smaller footprint designed to fit between I-joists common in new construction (other models fit standard joists)
- New grille with smaller dimensions

The new EZ FIT ceiling cassette design is effective regardless of ceiling height because of its adjustable airflow. Plus, its auto vane control is capable of adjusting air direction based on a homeowner’s comfort needs.

All EZ FIT models can be serviced from directly beneath the unit itself, without requiring an access panel. This further eliminates the need for contractors or remodelers to modify the surrounding area to install or service the product.

For more information about the EZ FIT recessed ceiling cassette from METUS, visit [MitsubishiComfort.com](http://MitsubishiComfort.com).

DON'T READ THIS ARTICLE

When someone stumbles across your content on social media or dropped into their inbox, you have just a few seconds to make them care enough to click and read more. With more and more information thrown at potential clients every day, your challenge is to compete with all those other messages and get them to pay attention to you.

While there are lots of ways to get someone to notice you, one of the simplest techniques is to convince them they will avoid pain or gain something from reading your content.

If you are writing a headline for blog posts, subject lines for email newsletters, text snippets for social media posts, or headlines for print advertisements, brochures, or direct mail, these simple

tips and examples will help you improve your digital marketing results.

THE GAIN HEADLINE

Gain headlines answer the question “What’s in it for Me?” To use this type of headline, be specific. Define for your reader how they benefit if they take the time to click or read more. Just be sure that your content lives up to the promise your headline makes.

Writing gain headlines starts with a simple formula.

GET [DESIRED RESULT] IN [DESIRABLE TIME PERIOD]

Here’s an example of how this works.

“Get 30% more appointments this week” is more impactful than a title which says “How to increase

open rates.” A measurable result (30%) makes the first version much more compelling. When you add the specific timeline (this week) you have an irresistible combination. Just remember not to over promise or readers won’t come back.

Words such as increase, update, more, better, stronger, grow, and expand all fit the formula and can be used effectively in a Gain Headline. Get creative and communicate to the reader it will be a short path to success, consider phrases like “in just a few minutes a day” or “by tomorrow.”

Here are a few examples

- 1. Lose 10 Pounds in 10 Days or Less
- 2. Improve Your Handicap in Just Two Hours (Of course this will only work if your audience is comprised of golfers)

3. Save 20% on your utility bills this year

THE PAIN HEADLINE

Hardwired into people is the drive to avoid an unpleasant outcome. Human beings are more likely to take action to avoid negative situations than to achieve pleasant results. That’s why Pain Headlines work so well. They promise a way out, with simple tips to protect yourself from disaster. Unlike the Gain Headline there is no looming deadline, but a promise of a safe solution. The formula for this type of subject line bundles the danger and a way out:

[THREAT] + [PROMISE OF A SOLUTION]

Your readers must believe the threat or potential danger is real. To

grab attention, you can’t manufacture fear if it isn’t there. You must offer a clear course of actions, leaning on words like avoid, skip, sidestep, eliminate, decrease, escape, destroy, deflect, and dodge. As with the Gain version of a subject line, make it seem easy to avoid the pain by adding words like simple, or manageable numbers.

- Avoid Post Surgery Complications
- Five Simple Steps to Avoid an IRS Audit

One of my favorite versions of this type of headline is a negative reverse where you promise a negative outcome. Your reader knows you are kidding and will actually click to see how you weave the pieces together for a positive outcome.

- How to Go Bankrupt in Just Six Months



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.

- Drive Customers to Your Competitors.

Looking for more ideas on how to use subject lines to break through the clutter? Check out our short webinars at www.DigitalToolbox.Club



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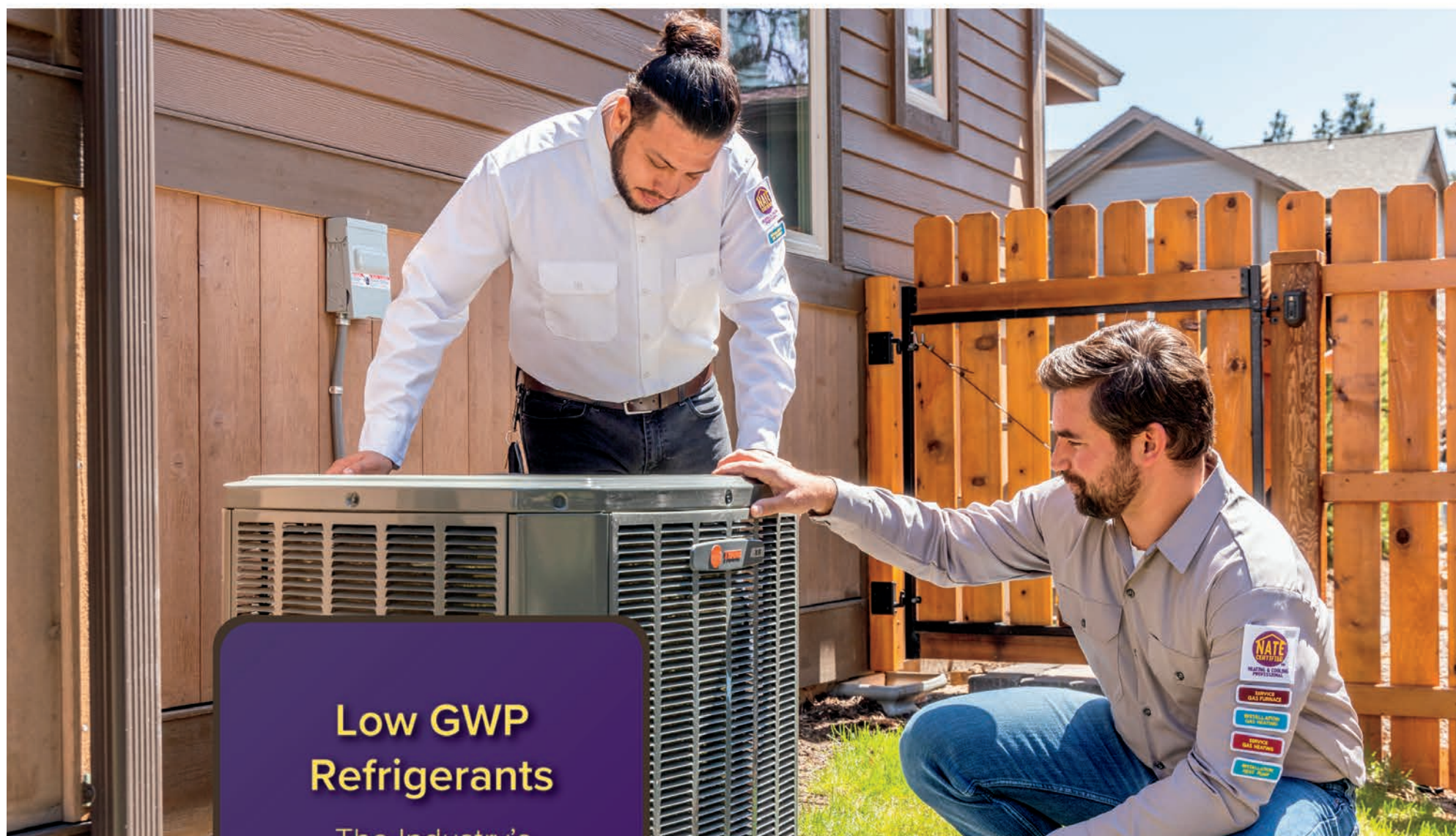
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## Product News

# Danfoss' CO<sub>2</sub> MiniPack Controller Provides Small Food Stores with a Big-Store Solution

## AHR Expo Booth B3231

*Controller makes CO<sub>2</sub> refrigeration accessible for smaller supermarkets and discount stores*

Small-format food retail stores now have the ability to implement CO<sub>2</sub> refrigeration systems without excess first cost investments. Danfoss' CO<sub>2</sub> MiniPack Controller provides a complete pack solution that makes CO<sub>2</sub> approachable for small-format food retailers who would like to harness its benefits, even those with little CO<sub>2</sub> experience. With the functionality of a dedicated CO<sub>2</sub> controller, minimal complexity and unique ease-of-use at competitive pricing, the MiniPack Controller is a flexible and accessible tool for even the most budget-conscious food retail operation.

CO<sub>2</sub> refrigeration systems play a key role in the fight to reduce global warming and mitigate our global climate crisis by reducing the number of refrigeration systems that use HFC refrigerants. CO<sub>2</sub> provides a low-GWP refrigeration option, but currently, CO<sub>2</sub> systems are traditionally more costly and complex to design and operate than traditional HFC systems, slowing widespread adoption of this innovative technology. To date, only very large supermarkets have had the scale and budget to successfully implement CO<sub>2</sub> refrigeration systems.

The MiniPack Controller addresses this barrier to entry for small-format food retail stores by leveraging large-store pack controller technologies for small-format supermarkets



and discount stores. The Danfoss CO<sub>2</sub> MiniPack Controller uses easy-to-use parameter settings and a wizard-based set-up system to provide full CO<sub>2</sub> booster refrigeration system control that utilizes up to five compressors.

Benefits include:

- Reduced operational cost through energy efficiency, pack security and food safety.
- Fast and simple setup, with no extensive CO<sub>2</sub> knowledge needed.
- Dedicated hardware with limited electrical panel space required.
- Integrated design with variable-speed capacity and Bitzer

Ecoline with cylinder decoupling (Danfoss control of CRII)

- Flexibility, with easy integration into separate heating system, gas cooler and receiver control, and optional features such as heat recovery, hot gas dump, and liquid injection

Within CO<sub>2</sub> systems, the CO<sub>2</sub> MiniPack Controller regulates the capacity of compressors and gas coolers to produce energy savings; enables optimal fan control for maximized gas cooler performance; and communicates between smart compressors, VFDs, and supervisory store controllers via Modbus and CANBUS—all within compact hardware featuring a simple interface for seamless functionality. Lastly, the CO<sub>2</sub> MiniPack Controller was designed to work with compatible Danfoss and—competitor—components for complete application control of CO<sub>2</sub> systems at reduced operational costs.

“The CO<sub>2</sub> MiniPack Controller is a game-changer,” said Michael Kellerman, director of EC&S business development at Danfoss North America. “Danfoss is excited to make CO<sub>2</sub> refrigeration accessible to a wider range of food retail stores. With HFC phasedown and the push to adopt low-GWP refrigerants, the MiniPack Controller is an invaluable product for smaller footprint stores looking to implement environmentally friendly refrigeration systems in an efficient and cost-effective manner.”

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*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.*

*For more info please contact him at Sales Improvement Professionals, Inc., 18245 N. 66th Way, Phx, AZ, 85054; Office Phone: 970-635-5675; Cell Phone: 602-369-8097, or visit [www.siptraining.com](http://www.siptraining.com); or on Facebook: Sales Improvement Professionals, Inc*

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## Johnstone South Texas Vendor Days

Johnstone South Texas held their Annual December Vendor Days the week of December 12th-16th. The 5 day road show covered their stores in Laredo, La Feria, Pharr, Brownsville and Corpus Christi. Each day the vendor days were from 11-1 and featured the stores leading vendors, great food, music and many door prizes.



**HINSHAW con't** to the three-day work week.

Before we can onboard, we must do a great job recruiting. Pete Danielson (VP of Market Development for Service Nation) just did a webinar where he shared things we must do these days to attract new people. We must differentiate our company since everyone is looking for help today. Start with the job posting. Our industry is pretty good at creating some great messages for our products, we are not so good in how we advertise for people. We talk about cleaner indoor air, ever temperatures, lower utility bills, all benefits of our products. Our job postings all look the same: hours, 6 paid holidays, company vehicle, uniforms, some health care. Get creative, share that your company is flexible, and will work with the employees for their schedules. If you need to be off at 4 pm on Thursday for your son's soccer game, we can make that happen. A Chick-fil-a in Kendall, FL ran an ad recently that said they had the ability to offer a three day work week, 13 hours/day, off the next 4 days, with full benefits. I know what you are thinking, who would want to work 13 hour days? Apparently, a lot of people, they had over 430 applications in one week. About 25% of the existing employees at that restaurant have switched over voluntarily

Another idea was flexibility: paid time off, work from home, showing a career path, these are things that employees are looking at today as they make decisions on where to work.

Third item was Alignment: do the employees know what your mission statement is, your core values, what you believe as a company. I hope you have them and the current employees know them by heart. I travel the nation, have been in hundreds of company lobbies, it is still rare to see mission statements and core values on the wall. Unless you are going to a company that is large, with double digit profits. They have them posted, along with dress codes and uniforms and extra shirts and breath mints. You see where this is going.

Last item Pete shared was: Company Culture. Where you are doing what you love, with people you love, making a huge difference, getting compensated appropriately, and have time off to pursue other passions.

Just some ideas for the new year, ideas that can help you with the biggest problem our industry has, finding and keeping great people. Thanks for listening, we'll talk later.

# Survey Says Most Contractors & Wholesalers Are Aware of 2023 Regulations and Necessary Requirements

*While more respondents have taken steps to prepare for upcoming changes, concerns over creating new marketing and inventory plans remain*

**Sidney, Ohio** – In a new survey, Emerson (NYSE: EMR) followed up with HVAC contractors and wholesalers about their knowledge of and preparation for increasing federal minimum SEER/IEER efficiency requirements mandated for AC systems and heat pumps by the U.S. Department of Energy (DOE) effective January 1, 2023. According to the results, most respondents (91%) are aware of the upcoming regulatory changes, and the majority have at least a basic understanding of requirements (61%). Compared to last year's survey results, there was a significant increase in the number of industry professionals who say they have an extensive understanding of these regulations and their requirements, from 9% to 21% of respondents.

The survey shows there was a significant decline in respondents who currently had no plans to act

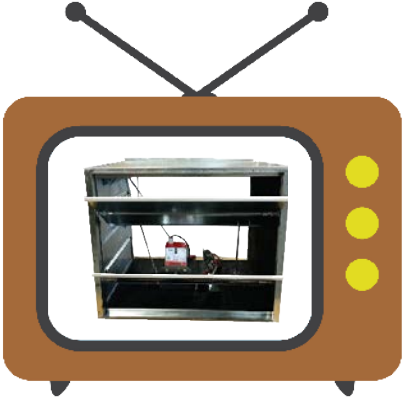
on the new ratings procedure and the change from SEER to SEER2 in central air conditioning (44% to 14%), as well as the upcoming changes on refrigerant regulations (37% to 14%). Additionally, most respondents said daily operations have already been affected by the 2023 regulations changes. Since last year's survey, many respondents have talked to original equipment manufacturers, attended product information meetings, created a new inventory plan, trained service personnel, and developed new marketing plans for new standards. Additionally, there was an uptick in companies who said their operations are affected by the new standards, from 61% to 80%.

As far as the leading concerns amongst respondents, 78% respondents are concerned with creating a new inventory plan (up from 60% in 2021). To combat these

challenges, Emerson offers numerous tools that help businesses manage their inventory with more efficiency and less risk. Additionally, 76% of respondents are concerned with developing new marketing plans with these regulations (up from 58% in 2021). Emerson offers a broad range of manuals, guides, data sheets and marketing materials to help keep customers up to date on the latest key product information. More information specific to commercial regulations can be found here while more information on residential regulations can be found here. The Copeland™ Mobile app provides on-the-go access to product specifications and the product information database and can be downloaded here.


For more information on HVACR industry regulations and how to get regulation ready, visit Emerson's regulations site.

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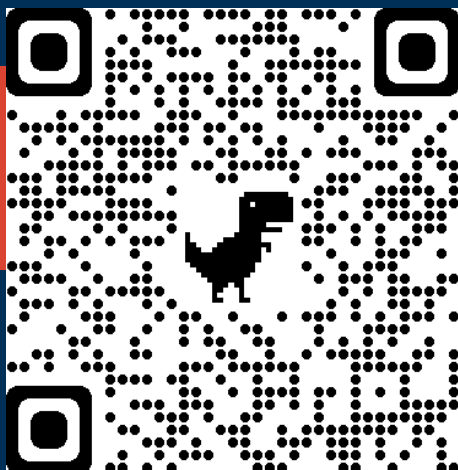
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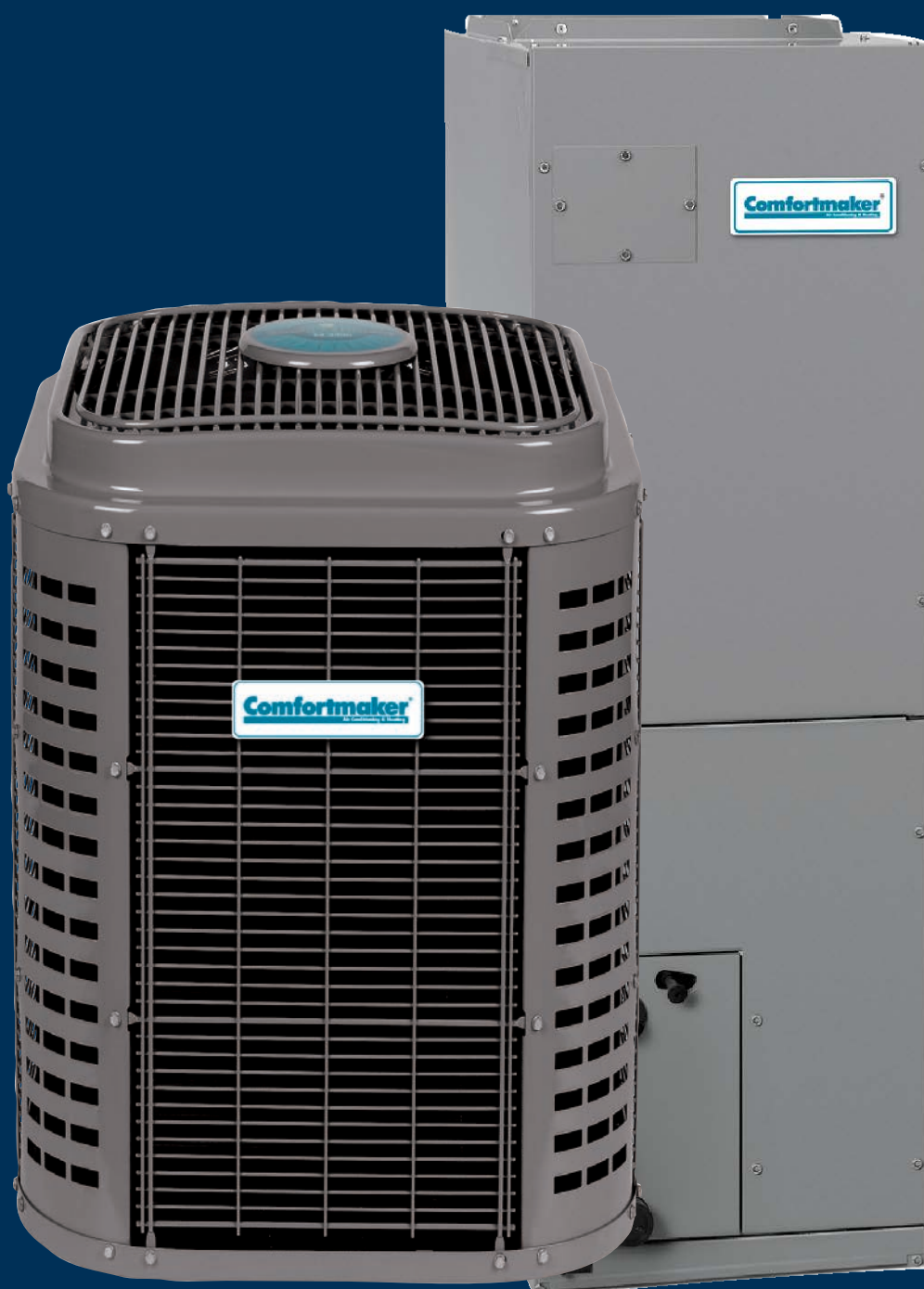
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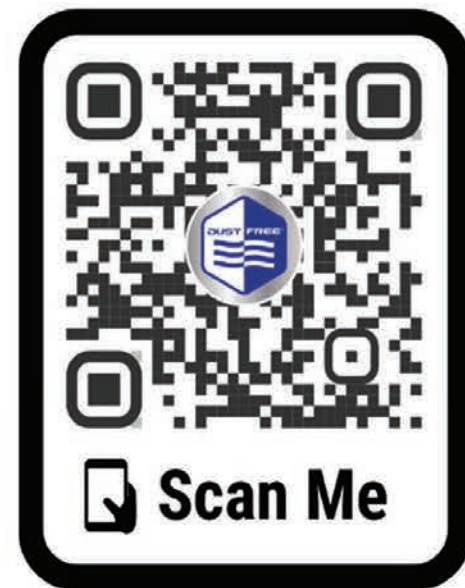
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# Johnson Controls Proudly Recognizes 10th Year Supporting the American Red Cross Annual Disaster Giving Program

- The Johnson Controls Foundation has supported the Annual Disaster Giving Program since 2012 as part of its efforts to support local communities
- The Johnson Controls Foundation’s \$500,000 donation helps support Red Cross readiness and strengthens response efforts to large disasters

**Milwaukee** — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, announced today the Johnson Controls Foundation’s \$500,000 donation to the American Red Cross Annual Disaster Giving Program (ADGP) to support future disaster responses across

the U.S. Since 2012, the Johnson Controls Foundation’s support of the Red Cross ADGP has helped the Red

Cross pre-emptively prepare to meet the rapid needs of those impacted by disasters. Annual ADGP donations help to improve the organization’s

strong infrastructure and support its efforts to acquire trained volunteers, innovative technologies and critical resources required to

provide relief and support in times of crisis.

“The Johnson Controls Foundation is proud to celebrate our tenth year as a member of the American Red Cross Annual Disaster Giving program,” said Katie McGinty, president, Johnson Controls Foundation, and vice president and chief sustainability and external relations officer. “Protecting the communities where Johnson Controls employees and our customers live, work, learn and play is of the utmost importance – and thanks to the Red Cross, these communities have the support they need when disaster strikes.”


Every year, the Red Cross responds to more than 60,000 disasters large and small across the U.S., providing comfort and hope to people during times of uncertainty and distress.

Donations to the ADGP are more important than ever before to power Red Cross readiness and strengthen response efforts with large disasters like hurricanes, floods and wildfires increasing in frequency and intensity.

“Partners like the Johnson Controls Foundation are truly extraordinary because they understand the importance of having vital resources in place before a disaster strikes,” said Anne McKeough, chief development officer at the American Red Cross. “We are extremely grateful for these forward-thinking donors who ensure we stand ready to help people in their darkest hours, whenever and wherever we’re needed most.”


To learn more about Johnson Controls’ philanthropic efforts, visit: <https://www.johnsoncontrols.com/corporate-sustainability/community/philanthropy>.

To learn more about the American Red Cross, visit: [redcross.org/about-us.html](https://www.redcross.org/about-us.html).



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- **Automatic and accurate**  
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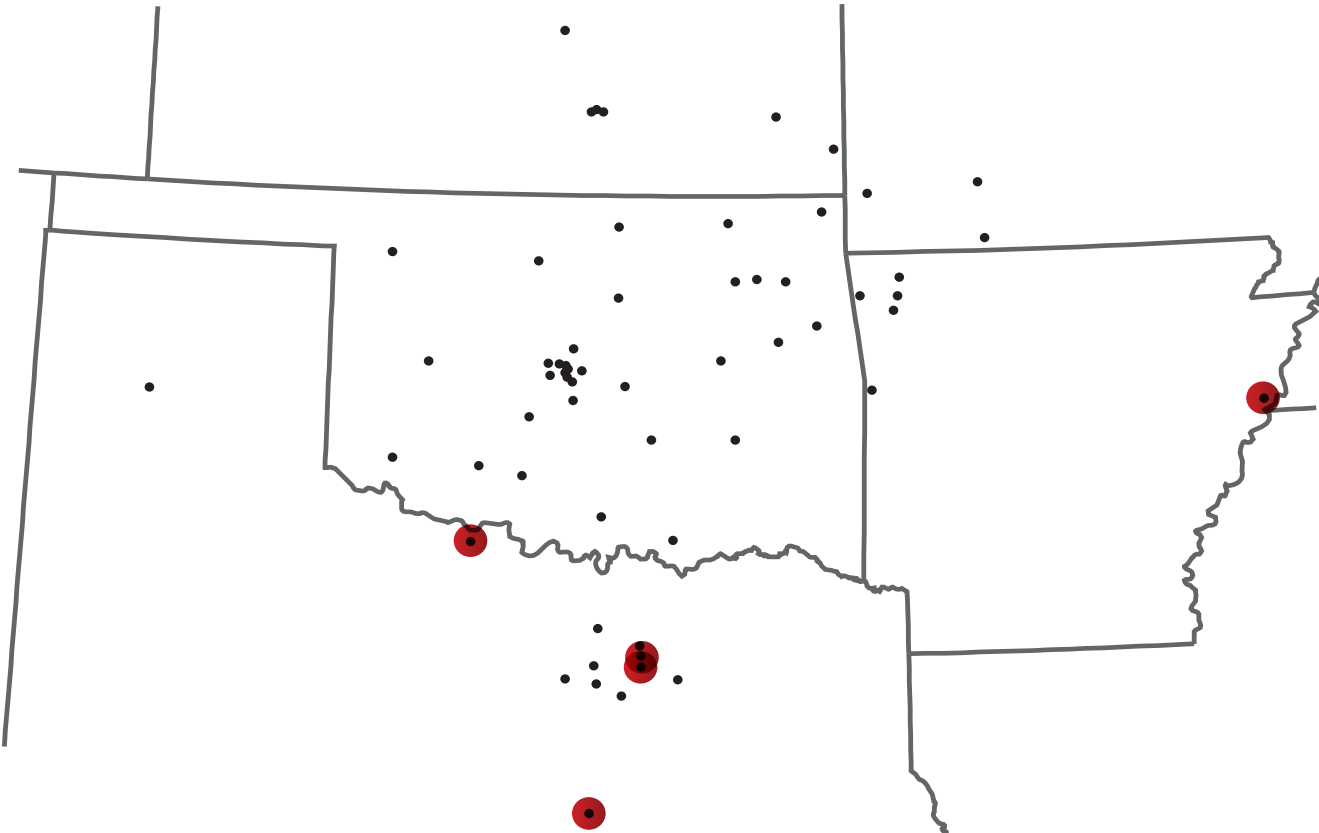
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## Is a Second Curve Emerging?

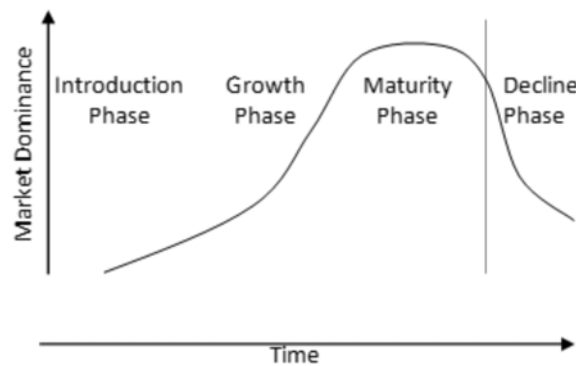
In 1996, futurist Ian Morrison published a groundbreaking (albeit difficult to read) book titled *The Second Curve: Managing the Velocity of Change*. I read the book the year it came out and was spellbound by it.

A review on Amazon states it well: “This thoughtful work advances one simple yet striking concept: business leaders must stop focusing on the short-term and start planning for the long run. Making the most of current profits is the first curve in business, Morrison writes; shifts in technology and the marketplace signify the second. Understanding how these critical changes develop and knowing what they mean, he contends, will help business leaders make the necessary leap from one to the other.” Another reviewer adds, “It is based on an organization’s ability to change, particularly as related to technology, consumer behavior, and geography. Traditional methods of change (i.e., the first

curve) are no longer sufficient to succeed in the ever-fluctuating and highly demanding markets of today and tomorrow.”

A curve can be defined as the evolutionary track taken by any product or service. Some curves are very short and don’t get very high—product launch failures. Others become huge and dominate the business environment for a long, long time (Coca Cola, Ford, IBM, Wal-Mart). A new business idea begins small and starts to grow. Given the right timing and marketing, the idea can take hold and build to tremendous momentum, generating huge profits for all *on the upward climb side of the curve*. But once a product or service reaches market maturity (which can be a long and relatively flat spot on top of the curve), it eventually settles into decline (and loss of profitability) as a new product or idea *on a second curve* begins to take hold and dominate the market once dominated by the old curve.

Let me add to the idea of product life cycles. Here is a simple graphic of the concept:



A product life cycle begins small and if lucky, starts to grow. (Indeed, many products are aborted early in this phase of the cycle.) If it makes it past the Introduction Phase (and this can last a decade or longer), it enters the Growth Phase, where it becomes quickly accepted by the consuming culture and spins off immense profits to its innovators and those courageous enough to jump onto this curve when there was no promise of success. During this phase, the riders of the curve must invest in growth and infrastructure and build

awareness through innovative and aggressive marketing.

After a time (and this

varies from product to product), the product enters its Maturity Phase. Here, the game changes as now the focus must be on maintaining the share and momentum already gained, and this will eventually be a *losing effort*. Costs must be contained to milk ever diminishing margins from the profit pool. The product has a great danger at this point of becoming a commodity.

The death spiral begins with the Decline Phase, which can last decades or take as little as a few weeks to endure. Products in this phase of their

cycle are characterized by “fire sale” prices and declining sales.

Now let’s return to Morrison. Morrison states that a company can remain viable and healthy over *many* product life cycles if it becomes adept at identifying emerging second curves and identifies the right one(s) to leap to at the right moment, thus using the high margin Growth Phase of the new curve to offset the low or even negative margin drain of the old product’s Decline Phase. But there are two keys to this act on the flying trapeze—identifying a genuine second curve, and timing the jump. If a company jumps too early, it gives up margins from its mature product before the second curve becomes profitable, and if it jumps too late, it will never again be a market leader. As Morrison puts it, “Welcome to the world according to two curves. It’s a world in which the present is hard, but the future is doubly difficult—and the only certainty is change... You must



Richard Harshaw

understand the sources of the second curve, a phenomenon that is fueled by massive forces of change over which you have no control: new technology, new consumers, and new markets... To survive ... you have to learn to anticipate these changes.”

Heck of a quandary, isn’t it?

Has the American HVAC landscape seen the emergence of a new curve? Are our traditional ways of doing home comfort about to be upset by a new emerging trend? Is it time to take a hard look at the new curve and start timing a jump?

I think it is, and in the next few articles in this column, I will be addressing that. Stay tuned.

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# Fluke donates tools to the Lee College instrumentation lab in memory of long-time Fluke engineer Bob Greenberg

## *Donation of 75 tools honors “the Godfather of Clamp Meters”*

**Everett, Wash.**— Fluke Corp. has donated 75 tools to Lee College in honor of long-time Fluke engineer Bob Greenberg, who passed away in February 2022. Greenberg, who was considered the “Godfather of Clamp Meters,” served as the product planner for clamp meters as well as the 50 Series Digital Thermometer. In his more than 30 years in the Fluke engineering and product planning groups, he exemplified customer care and understanding customer needs.

“Bob’s passion for Fluke tools and technology may have only been matched by his enjoyment in sharing his product and industry knowledge with his colleagues, peers, team, and the education community,” said [name and title] for Fluke Corporation. “While Bob will be sorely missed, the impact and legacy he leaves will resonate with the Fluke community for years to come.”

Headquartered in Baytown, Texas, Lee College serves its community by providing innovative and quality education to its diverse students along guided pathways to gainful employment, personal enrichment, and life-long learning. It is home to one of the top 10 instrumentation programs in the country and has built a strong school-to-work pipeline supporting the workforce/skills shortage challenges. Many of its graduates work for leading oil, gas, and automation companies in the United States.

“We are grateful for Fluke’s donation of tools to our instrumentation lab not only because it helps our students learn, but because it honors the legacy of Bob Greenberg, who was an inspiring leader in the industry,” said Davoud Khoini, technical studies division chair at Lee College. “The donation

of Fluke technologies allows us to upgrade our instrumentation lab with the latest tools enabling our students get hands-on experience with real-world equipment so they can prepare to enter the workforce after they complete their studies.”

While Greenberg retired from Fluke more than a decade ago, he remained an active volunteer in the company’s charitable activities, including:

- Fluke’s Tool Donations program, which provides hundreds of refurbished Fluke tools to numerous non-profits, universities, colleges, trade schools and union apprenticeship programs across the United States;
- Distribution of tools for natural disaster relief efforts; and
- Co-organizing the Annual Employee Holiday Sales Event each December.

# HVAC Excellence Part of Valued Certification List in Texas

The Texas Education Agency (TEA), having reviewed nearly 900 industry certifications, has released its list of Industry Recognized and Valued Certifications (IBCs). HVAC Excellence is proud its exams, available from ESCO Group, are included in this list.

Texas Education Code (TEC) Section 39.053 addresses student learning outcomes. The IBCs are part of a national movement to bolster reliance on third-party certifications to validate students have the retained knowledge necessary for employment. Under TEC Section 48.156 the state is authorized to provide a one-time reimbursement to districts and open-enrollment charter schools to help defray the cost of IBC exams taken by students in Grades 9-12.

The Texas Education Agency decision to include the HVAC Excellence Certifications in their

IBCs will allow Texas schools to align their programs with the largest, most recognized certifier in the HVACR industry, with over 400,000 tests administered.

Inclusion on this list means state Perkins funds can be used to defray cost on the following HVAC Excellence Certifications: Heating, Electrical, & Air Conditioning Technology (H.E.A.T.) Student Outcome Assessments, and the following Employment Ready Certifications, Air Conditioning; Electrical, Gas Heat, Heat Pumps, and Light Commercial Air Conditioning.

HVACR instructors can learn more about TEA’s Industry Based and Valued Certifications, reimbursement policies, and much more, by visiting [tea.texas.gov](http://tea.texas.gov). They are also encouraged to learn more about HVAC Excellence Certifications by visiting [escogroup.org](http://escogroup.org) and clicking the certification link.

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Effective **January 1, 2023**, significant changes in energy efficiency criteria and ratings have been put in place. These new efficiency standards affect residential and commercial equipment throughout the US. Insko is committed to keeping you and your business prepared for what's next. **Stay in the know about the changes, how they will affect you, and what you can do to prepare with the series of courses available through Insko Academy.**

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**Endeavor Platform Overview**

**Webinar**

This webinar explores Ruud's new M1 Endeavor Platform, corresponding indoor units, and residential package units. We will also review staging, compressors, SEER2 levels, and compatible thermostats.

**Endeavor Contractor App**

**Webinar**

This webinar will discuss setting up the Endeavor Contractor app and navigating its features, including product information, repair, and replacement.

**SEER2 Endeavor Overview**

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**AC Live Conference**

The 2022 conference saw increased attendance from both contractors and vendors, and survey responses came back with positive results and helpful feedback for planning the next conference, which we are already planning for 2023. Stay tuned for an exciting announcement about this year’s event!

**Technician Training**

TACCA officially launched the Technician Training Program through Interplay Learning at the AC Live Conference in October 2022. Scan the QR code below or visit [www.tacca.org/techtraining](http://www.tacca.org/techtraining) for more information about this exciting, immersive training to upskill your technicians.

**Membership Information**

TACCA provides regular news, updates, and alerts to members. Have you been considering membership in TACCA and have been on the fence? We are offering a \$50 new member discount OR 14 months for the price of 12 (\$55+ value) for new contracting companies wanting to join the association. Join online at [www.tacca.org/membershipinfo](http://www.tacca.org/membershipinfo) or contact the TACCA office.

**2023 Legislative Session**

TACCA is already monitoring bills that have been filed in the Texas House and Senate. This year we are tagging HVAC Day onto NFIB-TX Small Business Day at the Capitol, as we have done in the past. The event starts on Monday, February 13 with a reception and there is a program for the following morning with lunch followed by a trip to the capitol. We will be helping schedule meetings with legislators. For more information about registering for the event and booking a hotel room, contact the TACCA office.

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## Product News

### Heatcraft Refrigeration Products – intelliGen™ Refrigeration Controller *AHR Expo Booth B1861*

The intelliGen™ Refrigeration Controller by Heatcraft Refrigeration Products delivers unmatched temperature control. It reduces temperature fluctuation, brings the system to optimal temperature faster and optimizes cooling time through the fan cycling. Additionally, it detects when the system needs defrosting, which automates the defrosting cycles and saves energy costs. With a reduction in energy costs of up to 30 percent, the intelliGen Controller can pay for itself in as little as one year.

Ensuring consistent temperatures is not only essential to keeping food fresh and safe, but it's also necessary to prevent costly food loss from spoilage. A key benefit of intelliGen is its remote monitoring capabilities. Users can monitor their refrigeration system remotely or locally on any smart device, such as a tablet, smartphone or computer with a webserver card installed. They can receive alerts via the web, BMS, text or email to notify them of any potential refrigeration system issues. For operators with multiple cooling units in a

system, up to eight unit coolers can be chained together and controlled as a single system with just one intelliGen webserver card or BMS integration card.

intelliGen provides faster system setup and smarter servicing compared to conventional controls. It offers:

- Quick, simple two-minute system setup
- Reduced installation, diagnosis, servicing and downtime
- Instant notifications of system status locally and remotely
- Remote access anywhere, anytime with smartphone, tablet or laptop

The intelliGen user interface has an intuitive design to alert operators to any problems. A colored light bar shows the system status at a glance, and a full-text display makes setup and servicing easy. The system can be configured or changed in just seconds by using the front-mounted menu buttons and turn-and-press knob.

<https://intelligen.heatcrafttrpd.com/>

<https://www.heatcrafttrpd.com/>

### Robertshaw to Show off Digital Controllers, Pro-Series Thermostats and More at 2023 AHR Expo *AHR Expo Booth B3523*

**Itasca, IL** – Robertshaw will showcase its unique heating, air conditioning and refrigeration solutions in Booth B3523 at the 2023 AHR Expo, the HVACR industry's most comprehensive global gathering, at the Georgia World Congress Center in Atlanta, GA February 6–8, 2023. The solutions will include four models of low and medium temperature digital controllers and the simple and economical, yet powerful Pro-Series line of wall thermostats.

Robertshaw offers a choice of four Ranco® Digital Controller models for low and medium temperature applications from air conditioning to walk-in coolers to chest freezers. The low temperature, defrost-capable TC-900E-2HP and medium temperature MT-512E-2HP feature dual 120/240V and 12/24V in one unit, simple table-based programming and a 2-year limited warranty. The TC-900E-LOG and MT-512E-LOG models add free Sitrad® software for remote communication and monitoring.

To give attendees insight into the applications and benefits of Ranco® Digital Controllers, Robertshaw's Lucas De Marchi

will present “Digital Controllers for Commercial Refrigeration” in Theater A, Hall C on Monday, February 6 at 1:15 p.m.

Eight models comprise the Pro-Series, which collectively controls just about any HVAC system configuration, from single stage heat/cool to 4 heat/2 cool. These thermostats are easy to install and program and have many of today's most in-demand operating features, including adjustable temperature differential (swing) and short cycling prevention. An industry-best 6 year limited warranty offers peace of mind. A WiFi-connectable, smartphone/Alexa-controllable model, the RS10420T, offers ultimate convenience.



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# INSCO Distributing Oklahoma City Grand Opening

Insko Distributing held a Grand Opening November 17th for our Oklahoma City branch. Over 25 vendors joined us with giveaway items and new, exciting products. Lunch was catered by Swadley's BBQ with delicious desserts provided by Kandy Kreme Sensations. Insko sponsored a raffle, including top prize tickets to the OU vs OSU football game! Keep an eye out for our 2023 events to celebrate Insko's 65th year!





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Beaumont	Mar 11, Aug 26	
Burleson	Mar 12, Aug 26	
Corpus	Apr 15, Aug 26	
Denton	Oct 7	<div>Online Rates Members \$45 Nonmembers \$59</div>
Harlingen	Apr 22, Sep 9	
Houston	Jan 28, Feb 18, Mar 18, Apr 15, May 13, Jun 10, Jul 15, Aug 12, Sep 16, Oct 14, Nov 18, Dec 2	
Hurst	Jan 28, Feb 25, Mar 25, Apr 15, May 6, Jun 10, Jul 15, Aug 12, Sep 9, Oct 21, Nov 11, Dec 2	
Lubbock	Feb 18, Sep 14	
Mt Pleasant	Feb 10	
San Antonio	Jan 28, Mar 18, May 6, Aug 5, Oct 7, Dec 2	
Waco	Jan 28, Jun 10, Oct 7	

New course coming in April 2023.



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## Product News

# Johnson Controls to Reveal Advanced Solutions that Support Customer Energy-Efficiency Goals at the 2023 AHR Expo

## *AHR Expo Booth B1617 and C5442*

- New, advanced technologies designed to increase sustainability while improving building health and safety will be featured at the HVAC show in booth B1617
- Visitors will learn how to reliably reduce their environmental impact through a combination of energy-efficient equipment and powerful digital solutions, including OpenBlue Enterprise Manager
- Company experts will be available to discuss new and pending regulations, smart building optimization and more

**Milwaukee** – Johnson Controls, the global leader for smart, healthy and sustainable buildings, will showcase innovative, new technologies and capabilities that address decarbonization and occupant health, safety and comfort along with Johnson Controls-Hitachi at the upcoming 2023 AHR Expo (booth B1617), Feb. 6-8 in Atlanta, Georgia.

At the show, Johnson Controls will demonstrate its products and solutions that improve sustainability and optimize building performance aligned with pending U.S. government regulations and other building priorities. According to the Johnson Controls annual Energy Efficiency Indicator Survey, nearly three-quarters of U.S. respondents said that they plan to increase their investment in energy efficiency, renewable energy and smart building technology. This commitment is especially meaningful as building owners and homeowners alike scrutinize the efficiency of the tools and devices on which they depend and evaluate compliance with evolving energy-conscious regulations like the Department of Energy's (DOE) 2023 energy efficiency requirements.

"The urgency to decarbonize and create spaces that prioritize the well-being and health of our planet and its people has never been greater – and our advanced, innovative technologies answer the call," said David Budzinski, president, Global Residential & Light Commercial, Johnson Controls. "Johnson Controls is well prepared and deeply committed to helping homeowners and large corporations reduce their environmental impact, improve the health, safety and comfort of their spaces, and achieve tremendous savings."

### Innovating for efficiency

The need for energy reduction continues to evolve at an astounding rate, and the latest innovations from Johnson Controls that will be on display at AHR operate more efficiently to meet new government standards.

**Choice Ultra-High Efficiency Rooftop Units** (RTUs) provide value to owners from start to finish. Designed for simple installation and service, Choice RTUs can use existing curb fits and ductwork and offer single-side access to connections, coils and compressors. With the addition of variable-speed technologies, this platform now delivers among the highest part-load efficiency in its class. The 12.5-23-ton Choice Ultra-High Efficiency Rooftop Units have up to 12.7 EER/20.3 IEER and exceed Department of Energy (DOE) 2023 part-load standards by 45%, greatly reducing energy consumption and operating costs over the lifetime of the unit.

With a 40% smaller footprint than standard heat pump units, the **YORK® HMC2 Side-Discharge AC** is a compact and efficient cooling option that is ideal for higher-density areas with less installation space, such as multifamily apartments and zero-lot-line neighbourhoods. Available in a range of 2-5-ton models, HMC2 air conditioners can reach efficiency levels up to 18.5 SEER2. Their modulating compressor maintains consistent home comfort, and their streamlined fan design keeps sound as low as 56 decibels, which is similar to the sound level of a residential dishwasher.

Johnson Controls will also showcase a capacity expansion of the **YORK CYK Compound Centrifugal Water-to-Water Heat Pump**, which utilizes a two-compressor design to operate beyond the temperature range of typical centrifugal chillers. Designed specifically for high-temperature heating applications, the CYK heat pump can deliver water temperatures up to 170 F, making it ideal for electrification of existing building heating systems. In facilities where simultaneous heating and cooling loads exist, the CYK heat pump is up to five times more efficient than the traditional chiller and boiler combination.

Johnson Controls will also display its award-winning **air-to-water heat pump** for the North American market. Using the low-GWP R-454B refrigerant, the heat

pump delivers efficiency-optimized heating and cooling for commercial building applications. The heat pump will be available in a 130-kilowatt model with modular capabilities, allowing multiple unit pairing to expand cooling and heating capacity.

### Driving sustainable outcomes

In addition to traditional building equipment, the right digital tools are increasingly important for the sustainability, health and comfort of a space. AHR Expo attendees can experience the latest Johnson Controls digital building performance solution, **OpenBlue Enterprise Manager**. Through the **OpenBlue platform**, Enterprise Manager serves as the unified interface for connected building systems of any age.

The comprehensive suite of apps available through OpenBlue Enterprise Manager can pull data from a building's operational technology (OT) and informational technology (IT) systems – as well as external sources such as weather forecasts and utilities. Enterprise Manager continuously scans these data streams for opportunities to save energy, reduce carbon emissions, improve indoor air quality and enhance occupant comfort and productivity, while also managing cost.

A well-designed building leverages modern building automation and controls technology to help maximize the performance of HVAC and building systems and achieve critical sustainability and occupant comfort. Johnson Controls will showcase its world-class **building automation and controls** portfolio, designed to meet any building management need, including:

- The **Metasys® building automation system**, which creates intelligent environments by connecting HVAC, lighting, security and protection systems on a single platform to deliver critical information building operators need
- New enhancements to the **Facility Explorer® building automation system**, such as new 3D graphics, to help easily identify and solve issues while in the field

- New **EasyIO® building automation controllers**, such as the FW VAV, designed for flexibility and compliance with the latest IT security standards

- A full range of temperature, pressure and humidity controls from the **PENN commercial refrigeration line**

- Several new HVAC Controls and Critical Environment Controls advancements, including the rereleased **FMS-2000C Critical Environment Controller**, which ensures laboratory and healthcare settings are safe for all occupants through continuous room pressure and airflow verification

### Optimizing indoor air quality and energy use

In addition to sustainability, occupant health and comfort also remain a high priority. Johnson Controls-Hitachi will showcase its innovative **FrostWash™** technology that removes hidden impurities safely and effortlessly and improves indoor air quality. The company will also provide a sneak peek of the **new, all-in-one heat pump** that uses water for heating, cooling and domestic water heating. It provides a compact solution to year-round comfort without sacrificing power or efficiency. The heat pump also uses a low-GWP refrigerant thanks to its self-contained outdoor unit, which also enables easy installation.

The prototype system for the **next evolution of heat pumps** from Johnson Controls-Hitachi will also be on display. The hybrid system is composed of two heat sources – the primary source being an electric, mini-VRF heat pump and the secondary source being the gas furnace – that allow for greater efficiency during peak heating months, utilizing the second heating source instead in extreme conditions with low-ambient temperatures.

To learn more, visit Johnson Controls at the AHR Expo at booth B1617 and C5442 or go to <https://www.johnsoncontrols.com/ahr>.

# 2022 HARDI Annual Conference: Ignite

*HARDI (Heating, Air-conditioning & Refrigeration Distributors International) held their Annual Conference at the Marriott Marquis in Houston TX on December 3-6, 2022.*



## Product News

### Ritchie Introduces the Combustion Analyzer CA502

*AHR Expo Booth B2555*

Three in One Instrument: Ambient CO Monitor, Manometer and Analyzer

**Bloomington, MN** – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the Combustion Analyzer CA502 and CA502P.

The Combustion Analyzer CA502 is a major entry for heating systems tools by YELLOW JACKET®. An essential tool, the Combustion Analyzer CA502 ensures the safety, efficiency, and proper operation of residential and light commercial heating appliances.

The CA502 Combustion Analyzer combines three key measurements into one analyzer: Ambient CO Monitor, Manometer and Combustion Analyzer. With six simultaneous readings displayed,



the CA502 is among the best in the industry. Compact and lightweight, the analyzer with a magnetic protective holster fits in the palm of your hand. A wireless printer option (included in CA502P) and YJ Combustion App make the YELLOW JACKET® Combustion Analyzer the ultimate combustion analyzer on the market!

For more information, visit [www.yellowjacket.com/product/combustion-analyzer](http://www.yellowjacket.com/product/combustion-analyzer).



## TEXAS DEPARTMENT OF LICENSING & REGULATION

The Texas Commission of Licensing and Regulation meeting scheduled for Tuesday, January 24, 2023, at 8:30 a.m. has been canceled.

### Commission Adopts Rules

The Texas Commission of Licensing and Regulation adopted amendments to existing rules at 16 Texas Administrative Code (TAC), Chapter 60, Subchapter A, §60.1; Subchapter B, §§60.20 - 60.23; Subchapter D, §§60.40 - 60.42; Subchapter F, §§60.80, 60.81, and 60.83; Subchapter G, §§60.100 - 60.102; adopted new rules at Subchapter C, §60.36; Subchapter D, §60.43; and new Subchapter L, §60.600 and §60.601; and adopted the repeal of existing rules at Subchapter D, §60.36, regarding the Procedural Rules of the Commission and the Department.

The adopted rules update multiple subchapters and sections under Chapter 60. These changes include: (1) substantive and clean up changes suggested by the General Counsel's Office and during past strategic planning sessions; (2) changes as a result of the required four-year rule review conducted under Texas Government Code §2001.039; and (3) changes as a result of House Bill (HB) 1560, Article 1, Sec. 1.11, 87th Legislature, Regular Session (2021), the Department's Sunset legislation.

The adoption justification was published in the December 23, 2022, issue of the *Texas Register* (47 Tex Reg 8627) and is available online. The updated rule chapter will be available on the Secretary of State website upon its effective date of January 1, 2023.

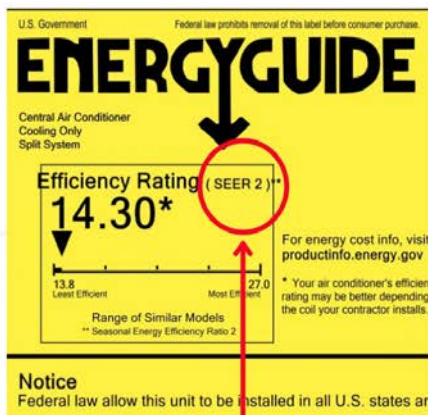
The Texas Commission of Licensing and Regulation adopted amendments to an existing rule at 16 Texas Administrative Code (TAC), Chapter 59, §59.3, regarding Continuing Education Requirements. The adopted rule is necessary to implement House Bill (HB) 1560, 87th Legislature, Regular Session (2021). The adopted rule updates the list of professions that are subject to Chapter 59 by removing booting operators and polygraph examiners, which have been deregulated, and adding barbers, which were consolidated with cosmetologists into one program by HB 1560.

The adoption justification was published in the December 23, 2022, issue of the *Texas Register* (47 TexReg 8626) and is available online. The updated rule chapter will be available on the Secretary of State website upon its effective date of January 1, 2023.



# NEW YEAR, NEW SEER

## 2023 SEER 2 REGULATIONS EXPLAINED



**CHECK THE HANGTAGS FOR SEER2!**

### SEER2

The regulations have now shifted over to the new SEER2 rating requirements. This means that ALL air conditioning systems purchased in the southeast region that do not meet the SEER2 system requirements\* cannot be installed after January 1, 2023. Stop by your local Johnstone Supply today! We are prepared with all of the high efficiency applications you need!

### SYSTEM REQUIREMENTS\*

To meet SEER2 requirements in the southeast region, residential central air systems below 45,000 Btu must have a SEER2 rating of 14.3 (15.0 SEER). Residential central air systems 45,000 Btu and above must have a SEER2 rating of 13.8 (14.5 SEER). In addition, heat pumps in any region must meet 14.3 SEER2 (15.0 SEER) and 7.5 HSPF2 (8.8 HSPF) requirements. For more information on SEER2 rules and regulations, visit our SEER2 page.

## The spotlight



**Malco Products, SBC, Announces New Director of Business Intelligence Michael Hemmesch**



**Uponor has named Erica Amévo as Vice President of Human Resources and Matt Bahr as Vice President of Sales**

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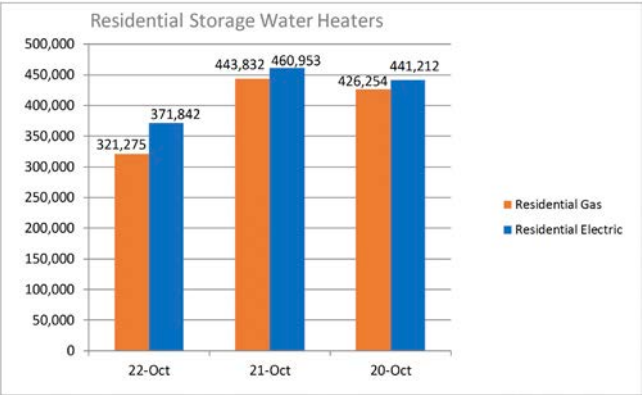
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# AHRI Releases August 2022 U.S. Heating and Cooling Equipment Shipment Data

### Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for October 2022 decreased 27.6 percent, to 321,275 units, down from 443,832 units shipped in October 2021. Residential electric storage water heater shipments decreased 19.3 percent in October 2022 to 371,842 units, down from 460,953 units shipped in October 2021.

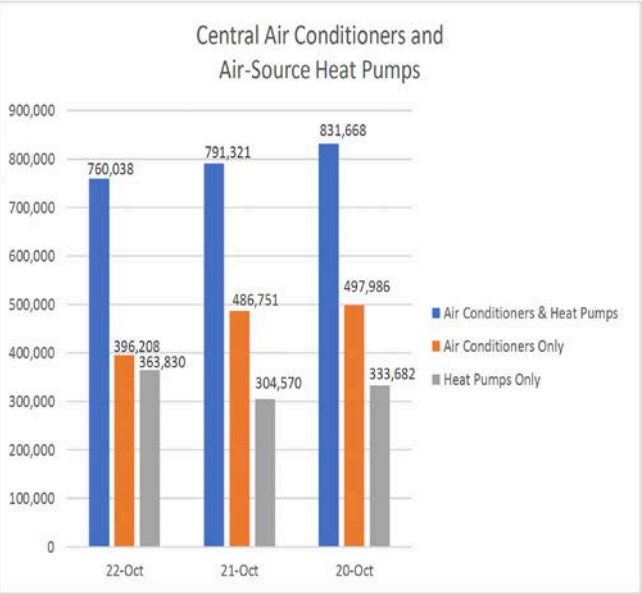


Year-to-date U.S. shipments of residential gas storage water heaters decreased 16.9 percent, to 3,432,944 compared to 4,130,982 shipped during that same period in 2021. Residential electric storage water heater shipments decreased 6.4 percent year-to-date, to 3,814,996 units, compared to 4,077,568 shipped during the same period in 2021.

Year-to-Date				
	Oct 22 YTD	Oct 21 YTD	%CHG. (From 2021-2022)	Oct 20 YTD
Residential Storage Gas	3,432,944	4,130,982	-16.9	3,803,921
Residential Storage Electric	3,814,996	4,077,568	-6.4	3,843,669

### Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 760,038 units in October 2022, down 4.0 percent from 791,321 units shipped in October 2021. U.S. shipments of air conditioners decreased 18.6 percent, to 396,208 units, down from 486,751 units shipped in October 2021. U.S. shipments of air-source heat pumps increased 19.5 percent, to 363,830 units, up from 304,570 units shipped in October 2021.

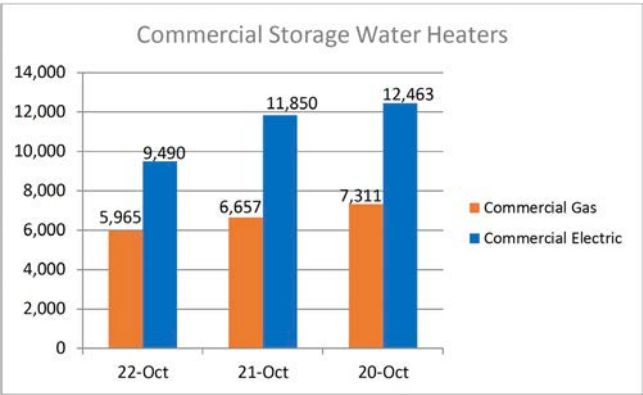


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.9 percent, to 9,074,709 units, up from 8,903,175 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 3.8 percent, to 5,335,871 units, down from 5,546,135 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 11.4 percent, to 3,738,838, up from 3,357,040 units shipped during the same period in 2021.

Year-to-Date				
	Oct 22 YTD	Oct 21 YTD	%CHG. (From 2021-2022)	Oct 20 YTD
Air Conditioners & Heat Pumps Combined Total	9,074,709	8,903,175	+1.9	8,170,621
Air Conditioners Only	5,335,871	5,546,135	-3.8	5,242,370
Heat Pumps Only	3,738,838	3,357,040	+11.4	2,928,251

### Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 10.4 percent in October 2022, to 5,965 units, down from 6,657 units shipped in October 2021. Commercial electric storage water heater shipments decreased 19.9 percent in October 2022, to 9,490 units, down from 11,850 units shipped in October 2021.

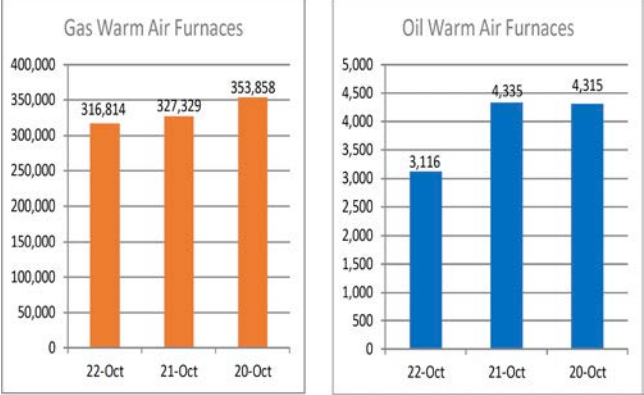


Year-to-date U.S. shipments of commercial gas storage water heaters decreased 6.5 percent, to 70,913 units, compared with 75,851 units shipped during the same period in 2021. Year-to-date commercial electric storage water heater shipments decreased 22.5 percent, to 99,334 units, down from 128,225 units shipped during the same period in 2021. .

Year-to-Date				
	Oct 22 YTD	Oct 21 YTD	%CHG. (From 2021-2022)	Oct 20 YTD
Commercial Storage Gas	70,913	75,851	-6.5	65,896
Commercial Storage Electric	99,334	128,225	-22.5	117,183

### Warm Air Furnaces

U.S. shipments of gas warm air furnaces for October 2022 decreased 3.2 percent, to 316,814 units, down from 327,329 units shipped in October 2021. Oil warm air furnace shipments decreased 28.1 percent, to 3,116 units in October 2022, down from 4,335 units shipped in October 2021.



Year-to-date U.S. shipments of gas warm air furnaces decreased 0.7 percent, to 3,337,600 units, compared with 3,360,248 units shipped during the same period in 2021. Year-to-date U.S. shipments of oil warm air furnaces decreased 25.0 percent, to 23,668 units, compared with 31,541 units shipped during the same period in 2021.

Year-to-Date				
	Oct 22 YTD	Oct 21 YTD	%CHG. (From 2021-2022)	Oct 20 YTD
Gas Warm Air Furnaces	3,337,600	3,360,248	-0.7	2,683,667
Oil Warm Air Furnaces	23,668	31,541	-25.0	27,083

### 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	33,825	-8.3	40,991
16.5-21.9	101,047	+49.1	77,634
22-26.9	150,062	+4.6	151,315
27-32.9	101,545	-13.2	121,607
33-38.9	153,163	-10.9	178,033
39-43.9	54,904	-9.3	64,473
44-53.9	80,689	-12.7	97,729
54-64.9	61,399	-21.5	76,651
65-96.9	8,175	+3.7	7,937
97-134.9	6,071	-13.0	6,409
135-184.9	4,322	+13.6	3,998
185-249.9	2,042	+10.0	1,887
250-319.9	1,557	-0.1	1,794
320-379.9	324	+0.9	262
380-539.9	352	+3.8	380
540-639.9	270	+42.9	230
640-799.9	89	-18.3	104
800.0-899.9	31	-22.5	55
900.0-999.9	62	+19.2	53
1,000.0-1,199.9	33	-23.3	52
1,200.0 & Over	76	+46.2	74
TOTAL	760,038	-4.0	831,668

YTD			
Size Description (000) BTUH	2022 Total	% Change from 2021	2020 Total
Under 16.5	379,162	-6.0	307,215
16.5-21.9	917,130	+15.8	740,765
22-26.9	1,809,243	+1.8	1,611,489
27-32.9	1,390,149	-1.7	1,318,476
33-38.9	1,921,682	+0.2	1,754,359
39-43.9	670,471	+0.5	628,123
44-53.9	986,302	+2.8	908,458
54-64.9	765,368	+4.5	678,600
65-96.9	83,552	-2.3	78,931
97-134.9	66,251	-1.3	58,745
135-184.9	40,360	-4.6	39,706
185-249.9	18,706	+2.8	17,767
250-319.9	14,459	-6.9	14,491
320-379.9	2,840	-14.6	3,337
380-539.9	3,065	-4.5	3,473
540-639.9	2,568	+18.7	2,673
640 & Over	1,004	-11.0	1,174
800.0-899.9	531	+17.2	696
900.0-999.9	674	+13.3	744
1,000.0-1,199.9	353	-1.4	519
1,200.0 & Over	839	-5.3	880
TOTAL	9,074,709	+1.9	8,170,621

### 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.



# ASHRAE

## NEWS

ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today. More information can be found at [www.ashrae.org/news](http://www.ashrae.org/news).

### ASHRAE Commits to Developing an IAQ Pathogen Mitigation Standard

**Atlanta** – ASHRAE's board of directors today announced its commitment to support the expedited development of a national indoor air quality (IAQ) pathogen mitigation standard. The goal is to finalize the consensus-based, code enforceable standard within six months.

"The health and well-being of building occupants are crucial factors that must be considered during the design, construction and operation phases of the building process," said 2022-23 ASHRAE President Farooq Mehboob, Fellow Life Member ASHRAE. "ASHRAE's long history of leadership in IAQ science and technology, will provide broad-reaching guidance through this standard to help ensure the use of best practices for pathogen mitigation, which will assist in creating safer indoor spaces for us all."

ASHRAE will set up a balanced team of internationally recognized experts to work on an accelerated timeline to develop the standard. Delivery of the standard will include:

- Both design and operation
- Alternative paths (prescriptive or performance), in

which equivalent clean air would be the goal

- Testing, verification, documentation (commissioning) and periodic re-commissioning

The increased focus on IAQ by governments and the public, along with the convergence of the flu, respiratory syncytial (RSV) and SARS-CoV-2 (COVID-19) threatening public health, makes ASHRAE's development of the pathogen mitigation standard of even greater importance, as jurisdictions and building owners look to a reputable and non-biased source for guidance and science-based building standards.

Airborne transmission of pathogens is of concern to the public writ-large and governments are responding. In March, the U.S. government launched the National COVID-19 Preparedness Plan, which included recommendations to improve ventilation and filtration in buildings. The Clean Air in Buildings Challenge was also launched this spring, along with a Summit on Improving Indoor Air Quality in October.

The ASHRAE Epidemic Task Force responded to the COVID-19 pandemic with the release of extensive guidance, including IAQ resources, referenced by governments, building owners, and facility managers in the U.S. and internationally.

### Call for Speakers Announced for ASHRAE Developing Economies Conference

**Atlanta** –ASHRAE announced a call for healthcare and residential tracks speakers for the Developing Economies Conference 2023, May 11-12, 2023, in Mumbai, India. This is ASHRAE's third Developing Economies Conference.

The conference theme is "Decarbonizing and Sustaining Growth of Healthcare and Residential Infrastructure in Emerging and Future Markets."

"This conference is expanded to include Global South economies as they face challenges in expanding infrastructure in a cost-effective manner," said Ashish Rakheja, conference chair.

With a focus on healthcare and residential, the conference will cover resiliency, indoor environmental quality (IEQ), building decarbonization, policy making and digitalization and other topics. Technical sessions will also address the challenges of rapidly growing energy demand, epidemic effects, fast-paced advancements, urbanization, sustainability and the role to be played by the global HVAC&R industry to meet the building decarbonization targets set during the 2021 United Nations Climate

Change Conference, more commonly referred to as COP26.

"Post-COVID, the importance of quality healthcare and the need for carbon footprint reduction have been crucial issues, which is why they will be the focus area for the 2023 conference. The last two editions of the conference have demonstrated the benefit of this event, as it offers a two-way learning for both developed and emerging economies and provides an opportunity to the global HVAC&R community to come together to network, learn and evolve their offerings in making the world a better place," Rakheja said.

Presentation proposals to speak are requested on the following program tracks:

#### Healthcare

- Decarbonizing healthcare sector
- Resiliency in healthcare buildings / infrastructure
- Working with nature in designing hospitals
- IEQ in healthcare
- Policies, standards, codes and certifications
- Role of digitalization in healthcare

#### Residential

• Decarbonizing residential ecosystem: engineering towards net zero

- Retrofitting to a sustainable future
- New-age products and technologies
- Heating and cooling technologies
- Smart homes
- Policies, standards, codes and certifications
- Future proofing our homes (climate change)

Presentation abstracts (300 words or less) are due January 15, 2023, and notifications will be sent by February 28, 2023. If accepted, final presentation submissions are due April 30, 2023.

For more information or to submit a presentation proposal, visit [ashrae.org/DevelopingEcon2023](http://ashrae.org/DevelopingEcon2023).

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# Daikin Acquires Venstar, Leading Controls and Energy Management System Provider

*Millions of North American homeowners and businesses rely on Venstar technology for advanced comfort control and energy management*

**Waller, Texas** – Daikin Comfort Technologies North America, Inc. (Daikin) has acquired Venstar, Inc. (Venstar), a prominent controls and energy management systems provider whose technology and indoor comfort solutions are used in millions of residences and light commercial applications across the United States, Canada and Mexico.

The acquisition, announced by Daikin –

a subsidiary of Daikin Industries, Ltd. (DIL), the largest manufacturer of HVAC systems worldwide – complements the growing market for Daikin's environmentally friendly indoor comfort technologies, including its high-performing inverter and heat pump solutions, and products featuring R-32, an open-source refrigerant with one-third the Global Warming Potential (GWP) of the most commonly used

refrigerants in the U.S. and Canada.

Venstar, founded in 1992 and based in Southern California, designs and builds a broad variety of innovative thermostats with more than 10 million installed. The company's Surveyor® Energy Management System allows retailers, restaurant chains and other multi-location businesses to remotely monitor, manage and control energy consumption while

reducing maintenance expenses. Currently, Surveyor is used to control more than 100,000 HVAC systems and building lighting in more than 30,000 retail locations throughout North America. Venstar's Skyport Cloud service provides businesses a secure and private powerful cloud service for command and control of HVAC systems from anywhere in the world.

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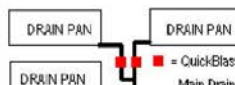
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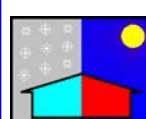
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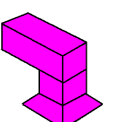
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