



Air Conditioning TODAY



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HARDI 2022 Annual Conference Ignite Boasts Record-Breaking Attendance

Columbus, Ohio— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) concluded its Annual Conference Tuesday December 6th in Houston TX, with record-breaking attendance.

HARDI welcomed more than 1,840 attendees to Houston, including 536 wholesaler attendees from 187 companies and a sold-out Booth Program featuring 250 vendors to its 2022 Annual Conference, IGNITE in Houston, TX. This was the highest number of attendees in the history of HARDI's Annual Conference and a testament to the appetite the HVACR industry has for networking and educational content regarding trends, tools and practices that impact growth. "We are thrilled to see so many members come together to share ideas, grow and connect," said Allison Greene, Marketing Director, HARDI. "Our team worked incredibly hard to provide a collection of speaker content and networking opportunities that would enable our members to super-charge their strategic business planning as well as their personal growth initiatives."

The event featured six keynote speakers whose presentations aligned with the conference's four main themes: Business Growth, External Impacts, Organizational Development and Personal Advancement. HARDI welcomed Billy Beane, Executive Vice President of Baseball Operations of the Oakland A's,



whose engaging and informative presentation *Moneyball: Lessons for Life & Business from Baseball's Best General Manager* was highly attended and praised. Anirban Basu, Chairman and CEO of Sage Policy Group returned to the HARDI mainstage with a witty analysis of major factors shaping economic outcomes. The show concluded with comedian and actor Dion Flynn's interactive improv-centered keynote presentation which was rife with lessons about the art of connection.

The conference featured 26 breakout sessions, many of which showcased valuable insights and benchmarking data made possible by HARDI's Market Intelligence team. Four Regional Forecast sessions examined how economic and regulatory factors will impact specific regions of the country in the coming months. The Voice of Supplier, Voice of

Contractor, and State of the Channel sessions gave attendees a look at the association's yearlong research initiatives.

HARDI used the event as a platform to make important announcements regarding changes to its Board of Directors. In 2019, HARDI adopted a bold new governance model designed to take the growing association to yet another level of sophistication and scale. One of those changes included instating two-year Chair terms. It was announced that Rhonda Wight, Refrigeration Sales Corp, will become the first ever HARDI Chair to serve a second year.

Outgoing Board Members Scott Weaver, APR Supply and Carlton Harwood, Ferguson Enterprises were thanked for their exceptional and dutiful service. Additionally, HARDI's new slate of directors were unanimously approved by general membership, and will serve three-

year terms, concluding at the 2025 Annual Conference: Lauren Roberts, cfm Distributors, Kansas City, MO (2nd term); Steve Roe, Heating and Cooling Supply, Waterloo, IA; and Kevin Baxter, Munch's Supply, New Lenox, IL. "A key attribute of our governance model is a very strategic nomination process in which we inform the membership what kinds of skills and talents the Board is prioritizing for the next class. This results in multiple exceptionally well-suited nominees and ultimately makes for a difficult nomination process, which we think is a great problem to have. Kevin, Steve, and the return of Lauren for a second term, are perfect expressions of the process and are already making valuable contributions to the Board and HARDI", said HARDI CEO, Talbot Gee.

Finally, HARDI recognized 20 graduates from its Emerging Leaders program. "Program participants from distributor and supplier member companies have worked incredibly hard over the course of a 3-year curriculum to develop their executive skill sets, and we're honored to be able to recognize them for their achievements in front of a large audience of their colleagues and friends," said Nick Benton, Vice President of Operations, HARDI.

Next year's Annual Conference will be held in Phoenix, AZ at the JW Marriott Desert Ridge, December 2 – 5.



AHRI to Cosponsor and Exhibit at 2023 AHR Expo - Offering Five Free Educational Sessions

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) will co-sponsor and exhibit at the 2023 AHR Expo, to be held February 6-8 at the Georgia World Congress Center in Atlanta, Georgia. The AHR Expo is the world's largest HVACR marketplace event and will host more than 1,500 exhibitors and attract a diverse group of international industry professionals. AHRI staff will be on hand at booth B1539

to discuss the value of the association's globally recognized certification and standards programs, membership, and more.

The free educational sessions are as follows (pre-registration not required):

Status Update on Refrigerant Classification, Specification, and Recovery Standards

Monday, February 6, 2023

9:00 AM - 10:00 AM | Room B311

This presentation will review specific ASHRAE and AHRI refrigerant standards and their roles in enabling refrigerant transitions and equipment reliability. Proposed and completed changes to these standards will be discussed, with a review of how they complement each other and address industry needs.

SEE AHRI PG.2

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AHRI con't

Improving Indoor Air Quality in Commercial Spaces:
Best Practices and Financial Resources

Monday, February 6, 2023
9:00 AM - 10:00 AM | Room C102 Auditorium
Indoor air quality continues to be top-of-mind as the nation emerges from the COVID-19 pandemic and returns to offices and other commercial spaces. This panel discussion explains the demonstrated best practices and financial resources that can be accessed to help make these spaces as healthful and safe as possible.

What's in it for Me? A Closer Look at Inflation
Reduction Act Incentives

Monday, February 6, 2023
1:30 PM - 2:30 PM | Room B312
The Inflation Reduction Act (IRA) is a landmark tax, climate, and health care law that includes energy efficiency tax incentives and clean energy rebate programs, as well as grants and incentives for contractors. This panel discussion aims to educate the entire distribution chain on the incentives to consumers and contractors available under the new law.

Innovations in Thermal Energy Storage

Monday, February 6
4:00 PM - 5:00 PM | Room B310
During this session, the audience will hear about the latest innovations in thermal energy storage and why is it important, especially with the new investment tax credit included in the Inflation Reduction Act of 2022. The presentation will cover

what types of products are commercialized (i.e., rooftop packaged units, chillers, campus-wide tanks), the economic and carbon-reduction benefits to end-users, as well as the benefits to the grid.

The Regulatory Report: 2022 Changes and What You
Need to Know in 2023

Tuesday, February 7, 2023
9:00 AM - 10:00 AM | Room B310
The Climate Alliance states and the Biden Administration's fast-paced regulatory agenda are prioritizing issues critical to the AHRI members. Policies related to decarbonization, energy efficiency, chemicals in equipment components, and implementing the American Innovation and Manufacturing (AIM) Act will be highlighted in this discussion. This session will also touch on the 2023 change in energy efficiency standards for residential air conditioning.

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llackey@ac-today.com

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EFFICIENCY BEYOND
MEASURE

The image shows a blue handheld device with a screen displaying 'ANALYSIS [1/2]' and various gas readings: O2 7.9%, CO 0.0%, CO2 7.3%, EFF 95.5%, Loss 4.5%, TP 99.3%. It has several buttons including 'OK', 'ESC', and arrow keys. A long black cable with a metal probe is connected to the device. The background is dark blue with diagonal lines.

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Fieldpiece Instruments Aligns with SkillsUSA for Second Annual #MasteroftheTrade Scholarship

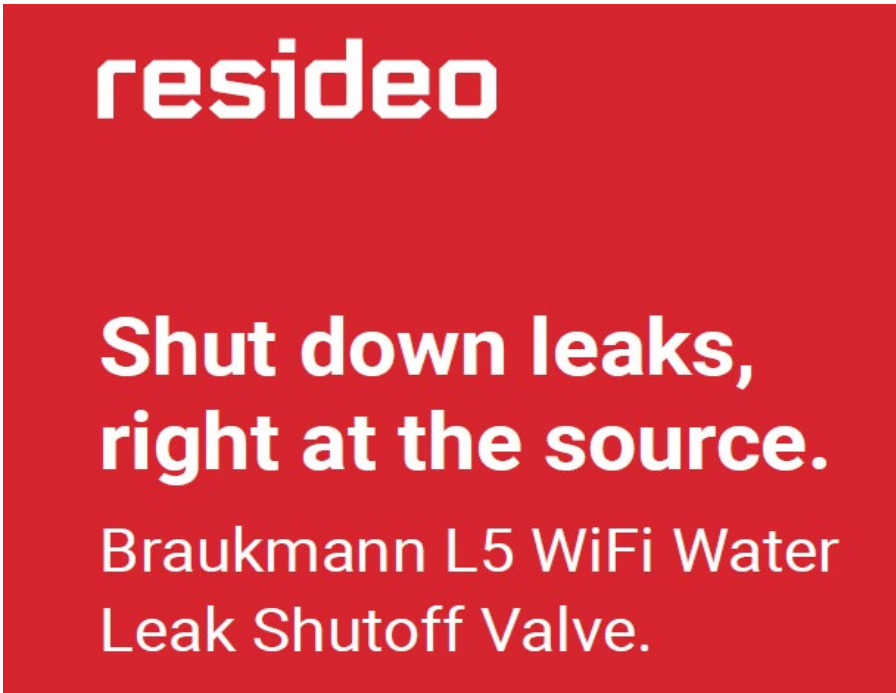
Fieldpiece to Present \$25K in Scholarship Funds to Support Rising Stars in the HVACR Industry

Orange, Calif.— Fieldpiece Instruments is pleased to announce the second annual #MasteroftheTrade Scholarship. Fieldpiece partnered with SkillsUSA to administer the distribution of more than \$25,000 in 2023 scholarship opportunities designed to give back to the HVACR industry it proudly serves. The #MasteroftheTrade Scholarship will support 13 SkillsUSA students studying HVACR in their junior or senior year of high school, or as college or postsecondary students, granting them \$2,500 criteria-based postsecondary education scholarships will go to SkillsUSA HVAC students and a total of \$10,000 in scholarships will go to the six gold, silver and bronze medal-winning high school and college/postsecondary students who top the leader-boards of the National Leadership & Skills Conference (NLSC).

To apply for the seven #MasteroftheTrade Scholarships, applicants must be SkillsUSA members enrolled in its HVACR or general construction programs who plan to study HVACR at the college or postsecondary level in the class of 2023-24 (high school seniors) or 2024-25 school year (high school juniors). The scholarship application must include a resume and either an essay (300 words or fewer) or a video (1-3 minutes) answering the question: “Why have you chosen a career in HVACR?” The scholarship opened on Dec. 1 and applications must be submitted by April 1, 2023. Scholarship recipients will be announced on May 16, 2023.

Scholarships will be awarded based on the merit of the application including the essay or video and the proficiency of the SkillsUSA Framework skills demonstrated in the application materials. To receive the funds, scholarship recipients must provide an acceptance letter from their postsecondary education program or their first semester tuition invoice. The funds will be distributed directly to the school.

Visit www.fieldpiece.com/Scholarship for more information.



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When I owned my agency, I loved talking with a prospective customer. It gave me a chance to meet a new person, find out about a new business and maybe make a sale. Most of the time, the first phone call was just the beginning.

Closing the sale usually depended on consistently following a series of steps designed to ensure every prospective customer felt valued and confident that we could deliver what they are looking for.

So what's in your follow-up process? Do you have information you routinely send along with a follow-up note, employ email drip campaigns to stay in front of the prospective customers? Your process, in some cases should also include when you make the follow-up call, send a formal proposal, and most

importantly close the sale.

**F O L L O W - U P
WITH AN AUTO-
RESPONSE CAMPAIGN**

One of the most effective tools in your follow-up kit is an auto-response campaign. This is a series of messages sent to a prospective customer after an initial conversation. These messages are delivered on a predetermined schedule, and each contains information designed to nudge the prospective customer toward the purchase.

How often should you send an email?

Frequency of emails depends on your industry. If you are selling a replacement furnace or air conditioner, you should send a message every day for three days. Why? Because when a furnace isn't working, people aren't going to shop around for weeks. They will make

the decision quickly.

For a home remodeling project a more expanded timeline is appropriate with messages every two weeks filled with examples of your work, interior design tips, and links to customer testimonials.

What type of information should be included in your auto-response campaign?

The information you send to be "evergreen" so it is relevant and interesting all year long. Since you will send the same campaign to each prospect, the information needs to be general enough to apply to all customers or you may need to develop a series of auto response campaigns each containing information for a particular segment of your community.

**DON'T FORGET THE
PHONE CALL**

Picking up the phone to call a prospect can be

daunting. "What if they don't like me?" While this is especially challenging if you are under 35 and didn't grow up with a telephone (a real phone, not that computer thing we carry around today), it is tough at any age.

My advice, get your mindset right, have a plan, and dive in. Remember that you have a solution to their problem, so they will want to hear what you have to say. Have a script, or at least bullet points to guide the calls. If you have been sending helpful information via your auto response campaign, you can start the conversation by asking if the information was helpful. Your goal is to keep the prospect talking and building more of a relationship. Commit to making a few calls every day. I promise the more you do, the more comfortable you will be.



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.

**EVOLVE YOUR
PROCESS**

Pay attention to what works and what doesn't so you can periodically make the process more efficient, more relevant, and effective.



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Daikin Acquires Williams Distributing, a Distribution Powerhouse for HVAC and Building Products

Waller, Texas – Williams Distributing, Co. (Williams), a distribution powerhouse for heating, ventilation and air conditioning (HVAC) equipment and residential building products in the Great Lakes region, has been acquired by Daikin Comfort Technologies North America, Inc. (Daikin). With Williams' territory covering a significant portion of the Midwest, this strategic acquisition supports Daikin's vision to expand the use of inverter heat pump technology in cold climates. Williams' Northern location provides additional cold climate product testing and development opportunities

for Daikin's innovative, cold climate technologies, providing access to resources and people with advanced field expertise for continued research and development.

Headquartered in Grand Rapids, Michigan, Williams is one of several regional distributor acquisitions made in recent years by Daikin – a subsidiary of Daikin Industries, Ltd. (DIL), the largest manufacturer of HVAC systems worldwide – as the indoor comfort provider continues to strengthen its contractor relationships, services, and product offerings across North America.

Founded in 1968, the

full-service distributor of HVAC products uniquely brings to Daikin a rich mix of residential building products for builders, contractors, consumers, and architects serving the kitchen and bath, plumbing, garage door and hearth markets. Williams Distributing is a nationally recognized distributor and supplier for these building products of which Daikin is excited to incorporate into their portfolio. Known for a deep inventory of available products, exclusive

relationships with key brands and robust customer service, Williams operates 32 locations, including 27 dedicated HVAC sales counters, across Michigan,

Indiana, and Ohio. Second and third generation family members owned and operated the full-service distribution business, leading 575 skilled, long-tenured employees.

Attaining double-digit growth for three straight years, Williams recently expanded its HVAC parts and accessories portfolio by acquiring the business of Shoemaker, Inc., a distributor of HVAC, hydronics and plumbing supplies serving Michigan and Indiana.

Demand for HVAC in the Great Lakes region surpasses many areas of the country, according to Heating, Air-Conditioning & Refrigeration Distributors

International (HARDI), an industry association. The region has seen some of the largest growth in ducted HVAC shipments of any region over the past five years, according to a HARDI market intelligence report¹.

Williams is regularly honored by its vendors with annual awards based on customer service, speed of delivery and extensive product availability. Williams even earned the coveted Harold V. Goodman award – named for the legendary founder of Goodman Air Conditioning & Heating, a brand owned by Daikin and manufactured at the sprawling Daikin Texas Technology Park just

outside Houston, home to more than 7,000 employees.

The Williams deal follows the December 2022 acquisition of Venstar, Inc., a prominent controls and energy management systems provider, as Daikin works to transform the North American HVAC market with its innovative indoor comfort technologies – including 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 used refrigerants in the U.S. and Canada.

For more about Daikin Comfort Technologies, visit northamerica-daikin.com.



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Was in Tampa last weekend, doing a Success Day. We had an amazing event, Joe Cunningham and Allan Ferguson helped us show the potential of adding a sewer and drain cleaning division to your business. We had an amazing day, signed up several new members, in fact best day we have had in years. Got ready to leave at 4:30, had a dead battery.

I rented a full size Ford Expedition (please don't hammer me about Ford, it is just a vehicle), we had 7 of us I was driving around, so we had to get a big rig. So I called the "roadside assistance" number. You will soon learn why I put that title in quotes. They responded, said they would have help for us in about 45 minutes. At one hour they texted me, asked if my guy was there yet. I texted back no, they said they needed

Whoops, that number was no good, waited for 7 or 8 minutes (we are unusually busy, our next attendant will be with you quickly. Never happened. Called the Tampa airport, they did hold just a moment, we will be right with you, stay on the line. I did for another 8 min. By now it has been over 1.5 hours, no help in sight. So I had Aimee search for roadside assistance, she called a wrecker that said they would be there in 39 min. We (6 out of the 8 of us) were back in Top Golf, at least we had a great place to wait.

Here is where I lost hope. We got a text from the wrecker, he was in a wreck! So I searched myself since I had lost all hope in calling the car rental place after being on hold a total of 45

minutes. I found a app called Honk, that connects you up to roadside assistance in most big cities. So after giving them an address, they connected me up with, wait for it...

Top Dog Autos and Metal Recycling! No, really. On the positive side they said they would be there in 25 minutes. Not only that, had a phone number to call, and I did. Got a guy who answered immediately, he sent me a link to track the truck coming to me, it was amazing. At the 20 minute mark he called me to say it was a black pickup truck, 2 minutes out. Truck arrived couple of minutes later, I showed him where my truck was, told him the opportunity was that it was parked in the lot with other cars all around it, would be hard to get close enough to jump. No problemo he said, he had a

battery pack, hooked it up, fired right up. The guy even checked under the hood to be sure no smoke came out and looked at the dash to be sure no lights were on. Cost was \$85, I would have paid twice that.

Even better, got a survey minutes later, were we on time, get the job done, everything working well? So here is a small time player, older truck, that also deals in metal recycling, who has a state of the art system for booking calls, tracking progress, and a satisfaction survey. Within minutes of completing the call.

To complete the amazing event, I got a call at 9:30 the next morning from the original “roadside assistance” truck saying he was 25 minutes away. Wow, told him he was way too late. He apologized, said he just got dispatched that morning.



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, Vice President, Vertical Markets, 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.

Memberships start at \$50/month, where you can get access to a download center with thousands of pieces of collateral to improve business. We also have a best practices level, to improve financial performance and scale the business, or help owners set up a successful exit strategy, on their timeline.

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

And now as an AUTHOR: "For those who might be interested, he has a collection of writings from the last 10 years. Stories of how one person can ruin a relationship with a customer, and how one can repair it! Stories of the loss of service in America, and how you can improve customer service today. Go to the following link for full details on how to make this collection yours!"

*www.blurb.com/bookstore/
detail/2223484 to check out the
book – first 15 pages are free,
sample before you buy!*

Now for the best part. When I returned the truck next morning to the airport facility, lady at the booth asked me how the rental was. I

asked her if she really wanted to know, she said yes. And she listened patiently as I told her what I just told you.

SEE HINSHAW PG.14

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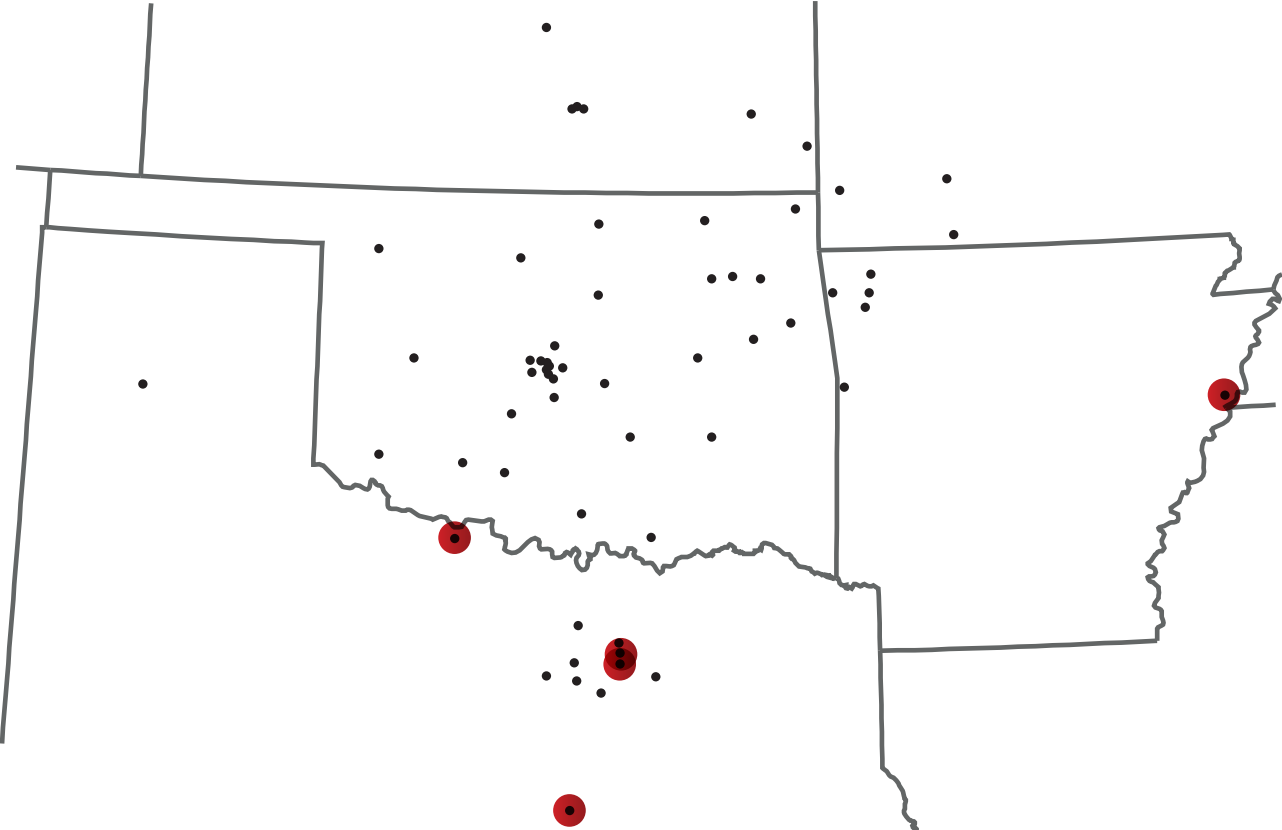
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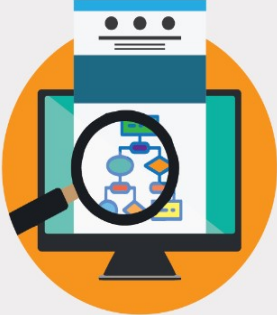
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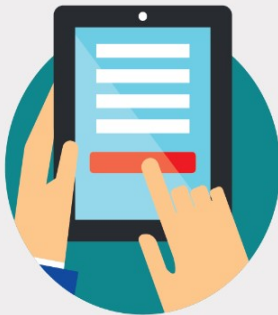
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iGAS USA Opens New 80,000 Sq. Ft. Cylinder Production Facility in Abu Dhabi

All-new production facility for DOT Disposable Refrigerant Cylinders

Abu Dhabi - iGas USA, one of the world's largest refrigerant gas suppliers, announces the initial production of their own brand of disposable, refrigerant cylinders in Abu Dhabi. These cylinders are manufactured in an up-to-date, modern facility, complete with fully automated production lines and the most advanced technology in the field.

"In 2023, we'll have an exciting year with our new cylinder factory ready to serve customers globally. Deliveries to the US will commence in Q1-2023", says Ben Meng, CEO & Founder of iGas USA. "Our production capacity in the new facility will reach 4 million cylinders per



year and our team is eager to continue delivering outstanding products on a timely basis."

At the forefront, iGas promotes the



production, efficiency, and quality of refrigerant products that has set the market standard. iGas remains committed to the growth and success

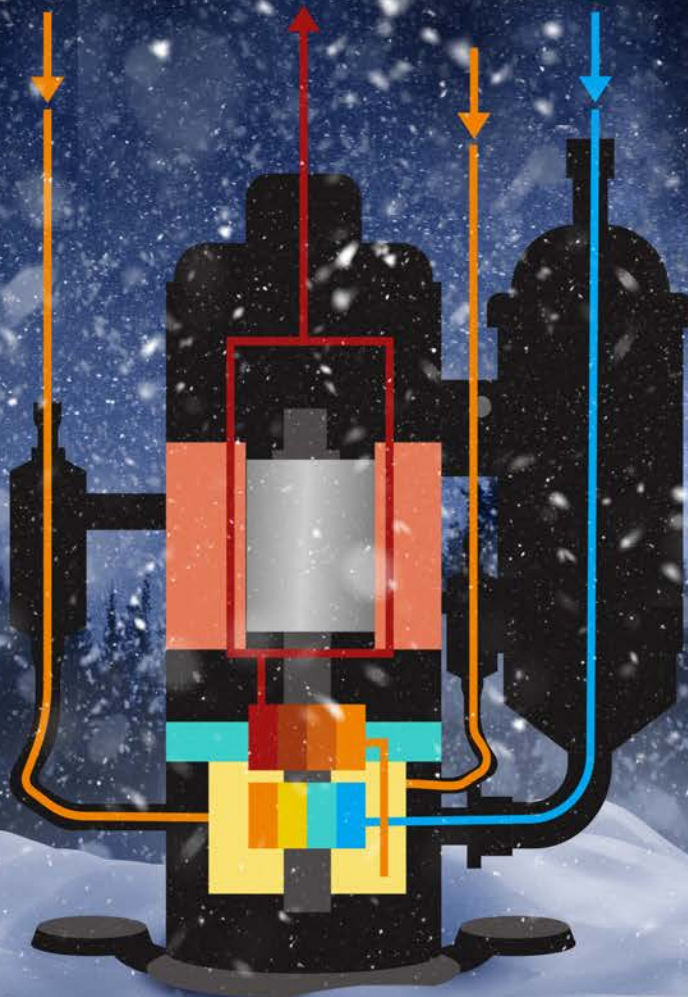
of the HVAC industry and offers sales and support to customers and competitors alike. iGas USA supplies refrigerant gas to airports, hospitals, office buildings, restaurants, manufacturing facilities, shopping malls, train stations, cold storage units, grocery stores, apartment complexes, and resorts.

The company's mission continues to develop innovative solutions that will have a positive effect on the company's work, business, and the environment.

For more information, visit the iGas USA website to learn more about their wide range of products.



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ACCA 2023 Conference & Expo Show Floor Sold Out, Forming Waitlist of Potential Exhibitors

Alexandria, VA – The Air Conditioning Contractors of America (ACCA) announces the ACCA 2023 Conference & Expo show floor is sold out. Companies without a reserved booth on the ACCA show floor, that wish to exhibit, will be placed on a waitlist for an opportunity to fill a booth space in the event of a cancellation.

"ACCA 2023 is an amazing event, and with the Expo sold out months in advance, we know contractors won't want to miss it," said Barton James, ACCA president and CEO. "The investment these companies are making in contractors by being at the Expo and sharing innovative products and services to help them grow is huge. ACCA thanks these companies for that investment and commitment, because contractors rely on quality support systems and innovative products to keep their competitive edge in the marketplace."

Companies that want to join the waitlist should visit www.accaconference.com/expo/become-an-exhibitor/ and fill out the Exhibitor Agreement under Apply to Exhibit. To view the ACCA 2023 Expo floorplan, visit www.acca.org/2023-expo3.

Sponsorships for the ACCA 2023 Conference & Expo are still available, email Dylan Burkhart at sales@acca.org for more information on sponsorships.

For more information, please contact Melissa Broadus, ACCA director of member communications and committee liaison at melissa.broadus@acca.org or 703-824-8842.

HINSHAW con't

Asked me how much the jump start was, told her \$85. She discounted my bill by \$100, and didn't charge me for the tank of gas, serious discount.

The lesson here is several layers deep. First, have a plan for when things go south. Make sure everyone knows their part, and can do what needs to be done. Second, when things do go south, listen to the customer's tale of woe, they want to be heard. The lady at the airport facility got me back as a neutral customer, not a raving fan, but back up to neutral. But the big news is that you can be a small operator, with older equipment, maybe only a couple of employees. If you have a system of electronic order placing and tracing, a way to track progress and check satisfaction, you can be a real player, gain some market share.

Mitsubishi Electric and Mitsubishi Electric Trane HVAC US Spotlight Innovative, All-Climate Heating Technologies at CES 2023

All-Electric Heat Pumps Help to Reduce Carbon Emissions and Lower Utility Bills

Las Vegas and Cypress, Calif – Mitsubishi Electric and Mitsubishi Electric Trane HVAC US LLC (METUS) showcased their energy-efficient, all-climate variable-capacity heat pump technology at the Consumer Electronics Show (CES) in Las Vegas from January 5 – 8, 2023. The technologies on display support Mitsubishi Electric’s vision of a sustainable smart society that promotes accelerated decarbonization, re-use of resources and safety, security and well-being for all people.

Demos at the booth feature all-electric heating and air conditioning products and smart controls designed to maximize comfort while reducing carbon emissions and energy consumption. With exceptional cold

climate performance, Mitsubishi Electric heat pumps can improve sustainability for homes and businesses across the U.S. The heat pump technologies provide all-electric heating down to -13° F, with 100% heating capacity down to -5° F.

The Inflation Reduction Act of 2022 (IRA) gives eligible Americans unprecedented opportunities to save money on qualified heat pumps and home energy improvement projects with tax credits and rebates, according to Smith. METUS offers a diverse line of IRA-qualified, all-climate heat pumps ready to help homeowners potentially lower utility bills and contribute to a cleaner environment through greater energy efficiency.

For additional information, visit ces.mitsubishielectric.com.

NADCA to Host 34th Annual Meeting and Exposition in New Orleans

Registration Now Open for March 27-29 Event

Mt. Laurel, New Jersey — The National Air Duct Cleaners Association (NADCA) — also known as the HVAC Inspection, Cleaning, and Restoration Association — announced that its 34th Annual Meeting & Exposition will take place March 27-29, 2023 at the Hilton Riverside in New Orleans, Louisiana.

The industry’s largest annual event will bring together a diverse group of professionals involved in the inspection, cleaning, and restoration of HVAC systems. With industry-specific certifications, educational sessions, and networking, the Annual Meeting is perfect for air systems cleaning specialists, mold remediators, HVAC inspectors, or anyone interested in the comprehensive field of HVAC system cleaning. Attendees will gain insights into emerging technologies, the latest trends, proven ways to build and grow duct cleaning businesses, and best

practices based on current literature and evidence-based standards.

Educational session topics include:

- Healthy Buildings and Healthy People: The Importance of Indoor Air Quality
- How to Grow Residential HVAC Cleaning Businesses
- Improving Work Quality and Production Efficiency
- Emerging Technologies
- Using CVI certifications to Generate More Business
- Understanding Static Pressure
- Employee Hiring and Retention

Technicians seeking the Air Systems Cleaning Specialist (ASCS) or Certified Ventilation Inspector (CVI) certification will have the opportunity to participate in the pre-conference training courses on Monday, March 27, with exams for both certifications offered on

Tuesday, March 28.

The conference will also feature educational sessions that provide attendees with the opportunity to gain continuing education credits (CECs) necessary for certification renewals.

In addition, the event will feature the always-popular exhibit hall, providing attendees with an up-close-and-personal view of new and innovative technology, equipment, and services available for the HVAC cleaning industry.

NADCA’s 2023 Annual Meeting and Exposition is scheduled for March 27-29. To register or learn more about the event, including a detailed program agenda, visit <https://annualmeeting.nadca.com>.



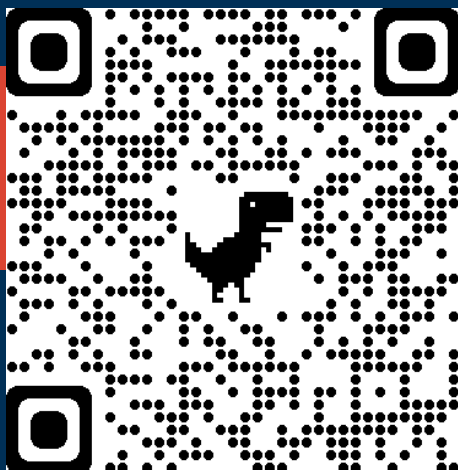
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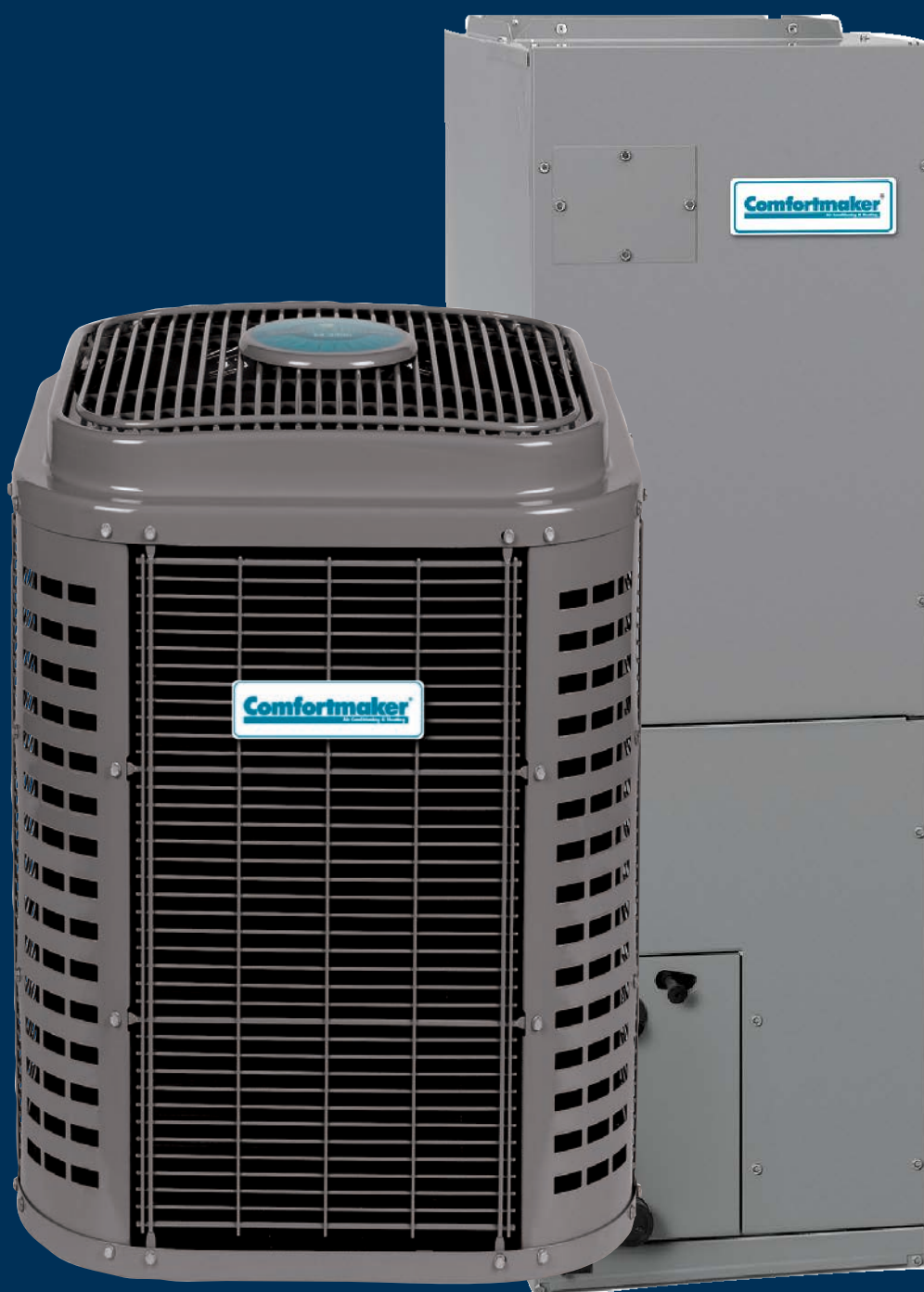
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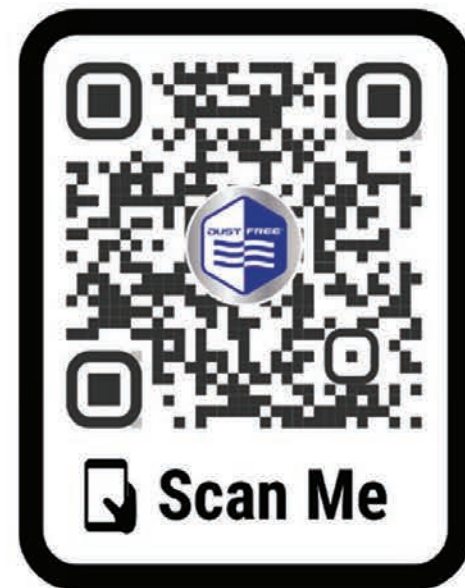
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Product News

RectorSeal® Launches Outset Seal™ Lineset Protection for Ducted and Ductless HVAC Installations



Houston, TX – RectorSeal LLC has announced the release of the Outset Seal, an adjustable lineset protection system for ducted and ductless HVAC installations.

The Outset Seal is designed to protect indoor areas by blocking air leakage, moisture penetration, and rodent intrusion and hiding unsightly wall penetrations where HVAC linesets enter or exit structures. The product is backed with RectorSeal's

three-year limited warranty that requires no registration.

Compared with other products on the market, the Outset Seal works on new and existing installations. Moreover, based on its unique hinge design, a single size can cover ducted and ductless applications. This broader mix of product applications ensures that the Outset Seal can serve a range of installations.

The Outset Seal kit is easy to install and, with a single SKU, comes complete with all components required to deliver professional-looking installations. Suitable for both new and retrofit HVAC installations, The Outset Seal kit includes a 12-inch by 12-inch panel that will accommodate HVAC linesets up to measurements of 7/8" outside diameter with 3/4" of an inch of insulation.

New Carrier AquaSnap 30RC Air Cooled Chiller Helps Maximize Building Space While Delivering Efficiency and Sustainability

Model features low GWP refrigerant to comply with 2024 requirements

Charlotte, N.C.— Carrier introduced the all-new AquaSnap® 30RC air-cooled scroll chiller featuring Greenspeed® intelligence and R-32 refrigerant, which complies with Jan. 1, 2024 low global warming potential (GWP) requirements, with best in class energy-efficiency while delivering quieter operation within a tiered design for a broader operating range and design flexibility*. Carrier is a part of Carrier Global Corporation (NYSE: CARR), the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions.

The AquaSnap 30RC was developed with advanced features to ensure performance and efficiency with a new compact tier unit design, providing customers with the option to choose the chiller that

fits their business and sustainability needs. The optimizations boost the integrated part load values (IPLV) up to 18 for a wide range of applications from 60 to 150 tons using GWP R-32 refrigerant to further reduce impact on the environment.

The chiller's new compact tier design, with a physical footprint less than standard chillers, enables it to be deployed where space is tight without compromising performance. With the high cost of real estate, Carrier developed the smaller footprint chiller for a range of applications where optimum space utilization is crucial.

The AquaSnap 30RC with Greenspeed intelligence is ideally suited for office buildings, schools, data centers, hotels, hospitals and any other applications where quieter operation, high efficiency and a

flexible footprint are requirements. This new model features variable frequency drives for the fan motors along with advanced PIC6 controls to obtain optimal chiller performance.

Energy efficient solutions like the AquaSnap 30RC support Carrier's 2030 Environmental, Social & Governance (ESG) goal to help its customers avoid more than one gigaton of greenhouse gas emissions.

To learn more about the AquaSnap 30RC, visit carrier.com/30RC.



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Mitsubishi Electric Trane "Houston" Training Center Class schedule

14521 Old Katy Rd Suite 100 Houston, TX 77079 Office: 832-460-7951 Email: mfrausto@hvac.me.com

Residential Classes

M&P Service Essentials Classes: \$240.00 March 28-29 April 18-19

Commercial VRF Classes

City Multi Startup and Service Essentials Classes: \$480.00 Feb 21-23 March 14-16 April 4-6

Advanced City Multi Classes: \$880.00 Jan 24-25 Feb 28-March 1

Mitsubishi Electric Trane "Dallas" Training Center Class schedule

631 S Royal Lane Suite 150 Coppell, TX 75019 Office: 469-470-4040 Email: sbauer@hvac.me.com

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Advanced Residential Controls: \$320.00 March 9

Commercial VRF Classes

City Multi Startup and Service Essentials Classes: \$480.00 Feb 21-23 March 21-23 April 18-20

Commercial Controls: \$320.00 Feb 8-9 March 28-29

NOTICE OF PLUMBER, PIPEFITTER, HVAC APPRENTICESHIP OPPORTUNITY

Plumbers & Pipefitters Local 142 J.A.T.C. will accept applications for apprenticeship beginning February 20, 2023-March 3, 2023, M-F, from 8:00 -11:00 a.m. and 1:00 - 3:00 p.m. at the address listed below.

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

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

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

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

www.local142.org/apprenticeship/

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(210) 226-2661

Product News

Allied Air Enterprises Introduces New Pro Series™ Heat Pumps and Air Conditioners Under Armstrong Air® and AirEase™ Brands

West Columbia, SC -- Allied Air Enterprises introduces a new Pro Series™ offering that features two new heat pumps and an air conditioner available exclusively through the Armstrong Air® and AirEase™ brands. The new 4SHP22LX and 4SHP18LX heat pumps offer up to 22 SEER (20.9 SEER2) and 20 SEER (19 SEER2) respectively, and the new 4SCU23LX air conditioner features up to 23 SEER (21.5 SEER2) efficiency ratings. Allied Air's new Pro Series products work with existing indoor components to simplify the 2023 regulatory transition for their distributors and dealers.

The new Pro Series 4SHP22LX and 4SCU23LX line up brings four-SKUs each, representing Allied Air's premium solutions for Heat Pumps and Air Conditioners. The 22LX/23LX products allow dealers to fine-tune the capacity to the application and give consumers the widest range of compressor modulation for the best dehumidification and comfort when compared to the rest of the product line. With CEE efficiency tiers having been recently finalized for 2023, the new 22LX and 23LX are well positioned to offer consumers qualifying system matches for the 25C tax credit program.*



The 4SHP18LX true variable speed heat pump replaces the current 4SHP16LS and provides an entry point to inverter technology with only two-SKUs to support the full 2- to -5-ton capacity range. The 4SHP18LX capitalizes on trends in the mid-efficiency range so dealers can deliver a premium, communicating-enabled solution while the built-in proprietary algorithms and five comfort mode settings allow broad application flexibility.

Pro Series Special Features:

- Comfort Sync® A3 Ultra-Smart Thermostat compatible, but can also be installed with a traditional 24V thermostat

- In 24V applications, 5 comfort mode settings on-board control the variable operation
- Service valves at a 45° angle for simplified access.
- Up to 39% more efficient than older 14 SEER systems
- Omniguard® total corrosion protection
- Maximum heat exchange (MHT™) technology utilizes lanced coil fins and rifled tubing to help improve heat transfer while a fan venturi helps control airflow to maximize the use of the coil surface area.
- Qualifies for up to 10 years of unit replacement coverage†

- Less than half the operating sound of a traditional 14 SEER single stage equipment. ††

To learn more about the Pro Series™ from Allied Air, visit www.alliedair.com.

* Allied is not a tax advisor and does not make any representation, warranty, guarantee or other assurance as to whether a particular match-up qualifies or is eligible for a tax credit. The IRS is responsible for the implementation and administration of tax credits. There are important requirements and limitations for the homeowner to qualify for tax credits. Moreover, the tax laws are subject to change. As a result, Allied highly recommends that you and your customers consult with a tax advisor regarding a homeowner's qualification for a tax credit in their particular circumstances and verify and review the applicable tax laws and regulations.

† Available from participating distributors and their qualified ProTeam™ dealers, exclusions apply. See full terms at <https://go.alliedair.net/aaeurp>

†† Sound levels measured for 4SHP22LX and 4SCU23LX, tested and rated in accordance with AHRI Standard 270

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Why Our Ducts Won't Get in a Row

In my January column, I wrote about the Second Curve and hinted that I think we are on the rising cusp of a new curve even as our traditional HVAC curve is starting to decline. In this column, I want to continue that discussion before I reveal what I think that new curve is.

American homes are somewhat unique. As a general rule, our homes are larger than the world average, with more complex layouts and often eye-popping features. Such is the capability of the world's wealthiest society with more time on its hands than ever before.

The dominant form of heating and cooling buildings in America is ducted forced-air systems. This came about as the natural evolution of American homes as the nation grew. The immigrants

who came to this country (mostly from Europe) and those who were here to greet them learned how vast a country this was and part of that discovery was the building of homesteads on large tracts of land. Such a thing was not possible in Europe. Homes even today are generally far more spread out from each other than anywhere else in the world.

From colonial times onward, homes were built for utility. The ubiquitous log cabin so prevalent in frontier lore was the domicile of choice for most Americans as the nation expanded westward. Simple structures, often of only one room, they were heated with a single hearth and were cooled by natural ventilation. Eventually, we emerged from our frontier days and our homes became larger and more complex.

But still we heated them with multiple hearths, eventually replacing the hearths with pot-belly stoves, then floor and wall furnaces, gravity furnaces (with "octopus" gravity powered ducts), and then, with the invention of air moving equipment, central furnaces. In the early 20th century, mechanical refrigeration came into practical use and the trend to cool our homes naturally piggy-backed onto the central ducted heating systems we already had, leading to the now-dominant split system cooling equipment of today.

Currently in America, we have about 1.5 *billion* linear feet of ductwork. If we allow for fitting losses and equivalent length considerations, this is probably closer to 2 billion equivalent feet (or even a little more). How much horsepower does it take to blow air

through that much ductwork? The horsepower to move air can be approximated by this rule: Horsepower = cfm x inches of w.c. pressure drop / 6350.

Let's convert our 2 billion or so equivalent feet to five-ton systems as a reference point for the calculations. A five-ton system moves about 2,000 cfm of air. A typical 5-ton duct system probably runs about 150 equivalent feet (counting both supply and return), so our 2 billion equivalent feet equates to roughly 13 million 5-ton systems. If we assume an average pressure drop of 0.30 inches water column, our formula shows that it probably takes about 13.6 million horsepower to move the air. One horsepower is approximately equal to 1 kilowatt of power, so to move the air in American ducts

takes an average of 13.6 million kilowatts—some 13.6 megawatts!—of power. That's the combined output of four Palo Verde Nuclear Generating Stations, the largest atomic power plant in the United States and one of the main sources for power in the Southwestern United States!

But it is actually worse than that. We must allow for duct air leakage. Duct air losses can run as high as 40% of the system total, but that is the extreme. It is probably closer to 20% for a typical duct system, and since many duct systems are in the conditioned space, the losses go directly to the job of heating and cooling the structure. Still, we are looking at perhaps another 1.2 megawatts or so of power to offset the duct losses for those jobs where the ducts are in untreated spaces.



Richard Harshaw

The EPA estimates that fully 70% of America's structures have the wrong airflow setting too!

Then there is the question of duct heat gain and heat loss. Uninsulated duct can gain as much as 8 degrees of temperature per 40 feet in a summer attic (and lose as much as 30 degrees per 40 feet in the winter). Again, not all ducts are in attics or crawl spaces, but a significant portion are. These losses add another 3 to 5 megawatts to our air moving picture, and that's even allowing for the insulation of ductwork in attics and crawl spaces.

SEE HARSHAW PG.22

FEBRUARY 24th

Schedule of Events

- 8:00 AM** Registration
- 9:15 AM** Mandatory Safety Meeting
- 9:30 AM** Shotgun Start
- 10:30 AM** Non Tournament Games
- 11:30 AM** Crawfish, Awards & Raffles

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To say nothing of the degradation of system SEER by these losses! A system rated at 16 SEER achieves this by delivering so many BTUH at the coil, not the room. Deducting losses from a 16 SEER system may see delivered space SEER equivalents of 12 or less!

Finally, we have the fact that properly balancing airflow in a structure is a horrendously complex chore even given exact engineering designs, complicated by the fact that summer load stresses on a building often differ from winter loads as to how many BTUs are needed in which zones and what times of day.

Is there a better way? Is there a second curve way?

I think so, and people in Europe and Asia have known about it for 50 years. I'll talk about that in the next issue! Stay tuned. You are about to have your concepts of air conditioning stretched like never before.

Re-printed from the February 2011 article by Richard Harshaw for Air Conditioning Today

ACCA Welcomes New Team Members, Expands Staff to Better Serve Members

Alexandria, VA – The Air Conditioning Contractors of America (ACCA) announces the hiring of a Strategic Partnerships Manager, Communications Content Coordinator, and Marketing Content Coordinator. The expansion of the team allows ACCA to develop and create more resources for its members and better serve their needs.

Strategic Partnerships Manager
Kenzi Vizzari joined ACCA on January 9, 2023, as the Strategic Partnerships Manager. Vizzari is responsible for managing ACCA's Corporate Partner Program, as well as ACCA's affinity programs. Vizzari will also work closely with the marketing and communications teams on ACCA's email newsletters and webcasts.

Vizzari is from Georgia and has many years of experience in strategic and corporate partnership management.

Before joining ACCA, Vizzari worked for the Children of Fallen Patriots Foundation, where she managed the strategy, implementation, and continuation of programs that

aligned with the organization's objectives. Vizzari also managed the non-profit's scholarship program, including fundraising, grant proposals, and disbursement of funds to recipients.

"We are pleased to have Kenzi join our team at ACCA," said Christine Gibson, ACCA's vice president of marketing and partnerships. "Kenzi has a proven record of success working with large companies that want to have a positive impact on non-profits, which makes her the perfect addition to our team. Her vast skillset will help ACCA forge stronger relationships with our corporate partners and increase the overall success of the program."

Communications Content Coordinator
Kate Gadd joined ACCA on January 3, 2023, as the Communications Content Coordinator. Gadd is responsible for creating and distributing a wide range of content through ACCA's many communication channels. Gadd will work closely with the communications and marketing teams to inform ACCA's members and the industry at

large about ACCA's activities through ACCA's blogsite, webcasts, ACCA Now magazine, and ACCA's email newsletters. Gadd will also collaborate on ACCA's social media content and develop member resources.

Gadd is from Wisconsin and has more than a decade of experience in communications and marketing. Immediately before joining ACCA, she owned a business where she offered digital marketing and web design services.

"We are excited to have Kate join the ACCA communications team," said Melissa Broadus, ACCA's director of member communications & committee liaison. "She has extensive experience in both communications and marketing, which will help ACCA develop better quality resources for our members. And, her background in design is a huge asset that will help us take our communications to a whole new level."

Marketing Content Coordinator
Christie Waldrop joined ACCA on December 12, 2022, as the Marketing Content Coordinator.

Waldrop is responsible for developing and distributing a variety of content through ACCA's marketing channels. Waldrop will work closely with the marketing and communications teams to develop and update member benefit resources; develop marketing campaigns for ACCA products, training, and events; and encourage member engagement. Waldrop will also collaborate on ACCA's website and social media.

Waldrop is from Louisiana and has an extensive background in marketing, media, and the trades. Prior to joining ACCA, Waldrop worked as the Marketing Manager at Matthews Landscape & Pest where she helped increase the company's brand awareness and managed its social media and website.

"Christie is another great addition to our team," said Gibson. "She brings with her skills and knowledge that complement the rest of the team. Her keen understanding of marketing, design, and media are just what ACCA needed to round out our marketing team."

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TSTC Campus Tour

The TACCA Board of Directors met on Friday, January 13 for its first quarterly board meeting of 2023 at the Texas State Technical College East Williamson County campus. During the lunch break they were given a tour of the HVAC and welding facilities and heard from the instructors about the level and rigor of instruction and how they draw students into the programs. Workforce development is a priority for TACCA and all the trades. Anything we can do to support and collaborate to bring interest to young people exploring their career options and anyone looking to change careers, takes us a step closer to filling the shortage.

TACCA 2023 Board of Directors

TACCA's Board of Directors elected new officers on January 13. We are excited for this group of volunteer leaders and looking forward to great things in 2023! Congratulations and thank you for all you do for the HVAC industry!

President Mark Gatewood with SOS Mechanical
Vice President Roland Arrisola with Stan's Heating, Air & Plumbing
Treasurer Rob Elolf with Environmental Air Systems, Inc.
Secretary Matt Cyphers with Cytech Heating and Cooling
Immediate Past President Nick Watkins with Abilene Air-Tech Heating & Air Conditioning
Region Directors: Bridges Bankston—White Service Co., Allison Hale—SOS Mechanical, Rebecca Maddux—P&M Heating & Air Conditioning, Stephanie Marquard—Kingwood Air Conditioning and Heating, Albert Rodriguez—Essential Home Performance, Robin Saunders – Chilly Air Services. Matt Wikel—Advent Air Conditioning. Associate Directors: Richard Lockard – INSCO and Brad Merchant – Standard Supply.

AC Live Conference 2023

Save the date for October 26 and 27! The 2023 TACCA AC Live Conference and Expo will take place at the Texas A&M Hotel and Conference Center in College Station, Texas. We are excited for the opportunities that we are considering in College Station for our attendees and exhibitor representatives.

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 or contact the TACCA office.

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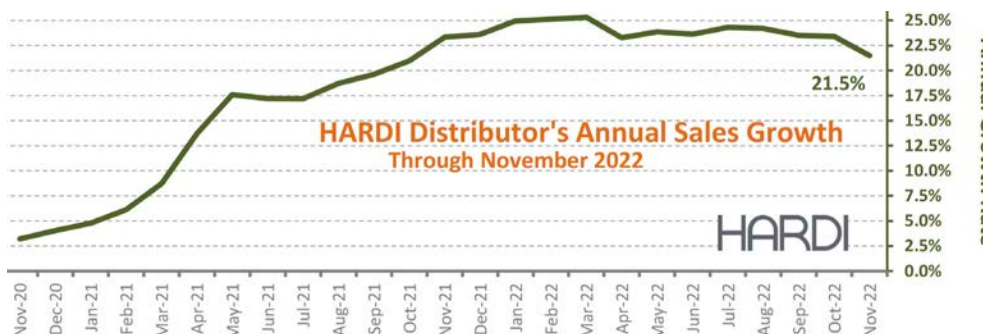
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HARDI

HARDI Distributors Report 12.2% Percent Revenue Increase in November

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 12.2% percent during November 2022.

The average annual sales growth for the 12 months through November 2022 is 21.5% percent.



“The 12% sales growth during November was the slowest monthly increase since July of 2021,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The annual growth rate has been declining for four consecutive months and is losing its grip on that 20 handle.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, is near 43.5 days as of November 2022. “The DSO this month was comparable to the rate during November 2021,” said Loftus. “Pre-COVID the November DSO was near 49 days. As our economy moves beyond these COVID distortions we expect the DSO to move towards the normal pre-COVID pace, but that is not happening yet.”

“The annual sales growth of HARDI distributors is clearly slowing,” said Loftus. “This is a function of the unsustainable rate of price increases rolling over, the burden of higher interest rates on the overall economy, and being compared to the elevated level of activity last year at this time. These are tough comps.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

ABOUT HARDI

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 supplier, manufacturer representative and service vendor members.

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October 21-22

Classes are limited to 20 students. Visit tacca.org/examprep



Houston Upcoming 2023 Training Schedule


EPA TESTING AND TRAINING CLASSES




Location	Topic	Date	Time
Shepherd	EPA Testing	February 1, 2023	8 - 11 AM
Shepherd	Principles of Evacuation & Recovery Class Session 1	February 14, 2023	9 - 11 AM
Shepherd	Principles of Evacuation & Recovery Class Session 2	February 14, 2023	1 - 3 PM
Shepherd	Airside Analysis and Charging Session 1	February 21, 2023	9 - 11 AM
Shepherd	Airside Analysis and Charging Session 2	February 21, 2023	1 - 3 PM
Shepherd	EPA Testing	March 1, 2023	8 - 11 AM
Shepherd	FTL Financing Class	March 2, 2023	9 - 11 AM

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Austin/RR	Mar 4, Apr 1, Jul 15, Sep 9, Nov 11	
Beaumont	Mar 11, Aug 26	
Burleson	Mar 12, Aug 26	
Corpus	Apr 15, Aug 26	
Denton	Oct 7	
Harlingen	Apr 22, Sep 9	
Houston	Feb 18, Mar 18, Apr 15, May 13, Jun 10, Jul 15, Aug 12, Sep 16, Oct 14, Nov 18, Dec 2	<div>Online Rates Members \$45 Nonmembers \$59</div>
Hurst	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	Mar 3 (FRIDAY), May 6, Aug 5, Oct 7, Dec 2	
Waco	Jun 10, Oct 7	

New course coming in April 2023.



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- Service Nation AB Mix Group Programs
- ACCA Contractor Programs & Mix Groups
- Federated Insurance Risk Management
- Federated Insurance Rebates for your Safe History
- Federated Insurance "Shield" Protection Program
- Building Blocks for Improved Profits
- Bill Ligon's Profit Forecaster
- Flat Rate Programs
- Margins & Markups
- How to Transition, Sell, or Purchase a Business
- Consumer Financing (including Maintenance Programs)
- Multiple Associate Members that can help your Business

OK City Wednesday Feb 8th 11:30am
Charleston's 2000 S. Meridian

Tulsa Thursday Feb 9th 11:30am
OK Joe's BBQ 61st & Sheridan

Ardmore Tuesday Feb 14th 11:30am
** SPECIAL VALENTINES GIFTS **
Two Frogs Grill 2646 W. Broadway St

Tulsa Eve Social Dinner Meeting
Thursday Feb 2nd 6:30pm
Olive Garden Italian Restaurant
19731 Robson Rd Catoosa, OK
(in the shopping Center East of Hard Rock Casino)
Bring your Spouse or Guest
(send your & your guest names)

You do not have to be a member
to attend our MEPO meetings

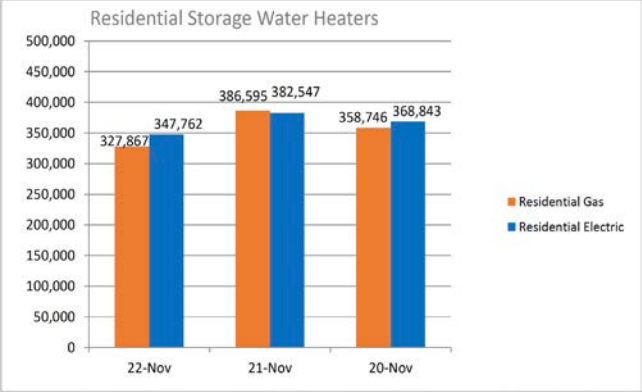
Mission Statement
MEPO OF OKLAHOMA, INC. a non-profit trade association in the State of Oklahoma. We work to give our members the tools they need to succeed in the Air Conditioning, Heating, Refrigeration, Electrical and Plumbing Industries.

If you would like to join MEPO the Association in Oklahoma that addresses Business Development, Codes and Licensing issues that effect your lively-hood, for your 1st year Discount **Text/Call 918-978-6888**

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for November 2022 decreased 15.2 percent, to 327,867 units, down from 386,595 units shipped in November 2021. Residential electric storage water heater shipments decreased 9.1 percent in November 2022 to 347,762 units, down from 382,547 units shipped in November 2021.

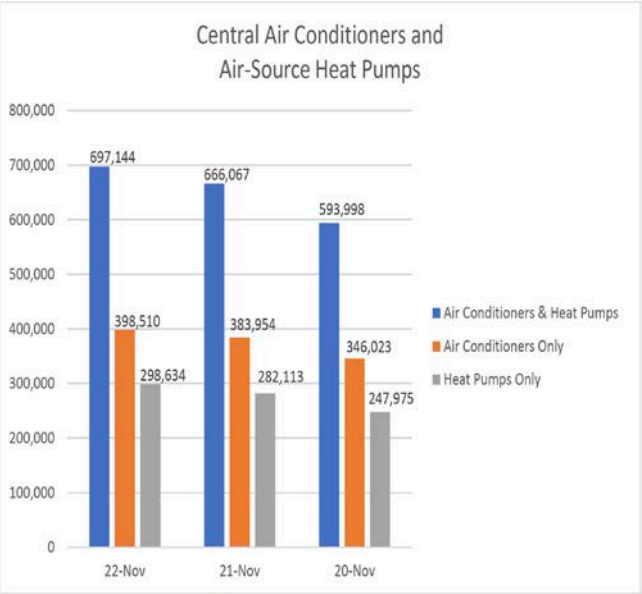


Year-to-date U.S. shipments of residential gas storage water heaters decreased 16.8 percent, to 3,760,811 compared to 4,517,577 shipped during that same period in 2021. Residential electric storage water heater shipments decreased 6.7 percent year-to-date, to 4,162,758 units, compared to 4,460,115 shipped during the same period in 2021.

Year-to-Date				
	Nov 22 YTD	Nov 21 YTD	%CHG. (From 2021-2022)	Nov 20 YTD
Residential Storage Gas	3,760,811	4,517,577	-16.8	4,162,667
Residential Storage Electric	4,162,758	4,460,115	-6.7	4,212,512

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 697,144 units in November 2022, up 4.7 percent from 666,067 units shipped in November 2021. U.S. shipments of air conditioners increased 3.8 percent, to 398,510 units, up from 383,954 units shipped in November 2021. U.S. shipments of air-source heat pumps increased 5.9 percent, to 298,634 units, up from 282,113 units shipped in November 2021.

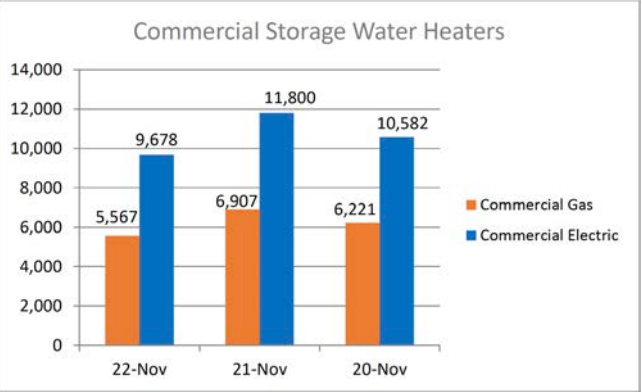


Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 2.1 percent, to 9,771,853 units, up from 9,569,242 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 3.3 percent, to 5,734,381 units, down from 5,930,089 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 10.9 percent, to 4,037,472, up from 3,639,153 units shipped during the same period in 2021.

Year-to-Date				
	Nov 22 YTD	Nov 21 YTD	%CHG. (From 2021-2022)	Nov 20 YTD
Air Conditioners & Heat Pumps Combined Total	9,771,853	9,569,242	+2.1	8,764,619
Air Conditioners Only	5,734,381	5,930,089	-3.3	5,588,393
Heat Pumps Only	4,037,472	3,639,153	+10.9	3,176,226

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 19.4 percent in November 2022, to 5,567 units, down from 6,907 units shipped in November 2021. Commercial electric storage water heater shipments decreased 18.0 percent in November 2022, to 9,678 units, down from 11,800 units shipped in November 2021.



Year-to-date U.S. shipments of commercial gas storage water heaters decreased 7.6 percent, to 76,480 units, compared with 82,758 units shipped during the same period in 2021. Year-to-date commercial electric storage water heater shipments decreased 22.1 percent, to 109,012 units, down from 140,025 units shipped during the same period in 2021..

Year-to-Date				
	Nov 22 YTD	Nov 21 YTD	%CHG. (From 2021-2022)	Nov 20 YTD
Commercial Storage Gas	76,480	82,758	-7.6	72,117
Commercial Storage Electric	109,012	140,025	-22.1	127,765

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	28,486	-21.8	25,574
16.5-21.9	85,794	+30.0	59,132
22-26.9	150,310	+26.6	110,677
27-32.9	98,517	+5.2	82,919
33-38.9	125,829	-4.5	121,443
39-43.9	44,551	-19.5	45,081
44-53.9	75,299	-2.3	71,970
54-64.9	64,817	-0.9	57,988
65-96.9	7,740	+3.2	6,642
97-134.9	6,011	-2.0	5,179
135-184.9	4,990	+28.6	3,239
185-249.9	2,207	+42.3	1,522
250-319.9	1,436	+6.5	1,443
320-379.9	274	-15.4	290
380-539.9	369	+1.1	332
540-639.9	202	-15.5	216
640-799.9	113	+25.6	112
800.0-899.9	33	-17.5	38
900.0-999.9	56	-16.4	67
1,000.0-1,199.9	27	+12.5	40
1,200.0 & Over	83	+7.8	94
TOTAL	697,144	+4.7	593,998

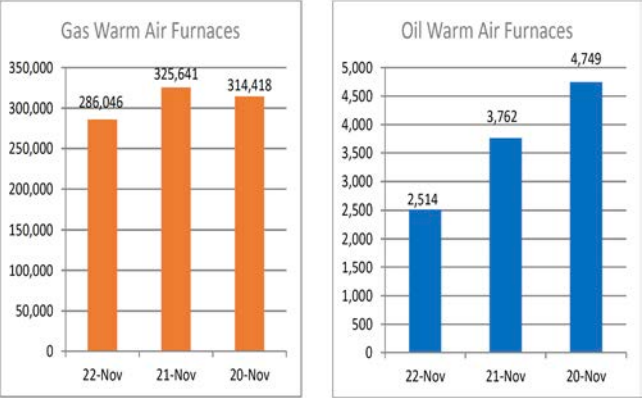
Notes and FAQs

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.

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for November 2022 decreased 12.2 percent, to 286,046 units, down from 325,641 units shipped in November 2021. Oil warm air furnace shipments decreased 33.2 percent, to 2,514 units in November 2022, down from 3,762 units shipped in November 2021.



Year-to-date U.S. shipments of gas warm air furnaces decreased 1.7 percent, to 3,623,646 units, compared with 3,685,889 units shipped during the same period in 2021. Year-to-date U.S. shipments of oil warm air furnaces decreased 25.8 percent, to 26,182 units, compared with 35,303 units shipped during the same period in 2021.

Year-to-Date				
	Nov 22 YTD	Nov 21 YTD	%CHG. (From 2021-2022)	Nov 20 YTD
Gas Warm Air Furnaces	3,623,646	3,685,889	-1.7	2,998,085
Oil Warm Air Furnaces	26,182	35,303	-25.8	31,832

Commission Adopts Rules

The Texas Commission of Licensing and Regulation adopted new rules at 16 Texas Administrative Code, Chapter 60, Subchapter H, §§ 60.220, 60.221, and 60.222, regarding the Procedural Rules of the Commission and the Department. The adopted new rules new rules implement the portions of House Bill (HB) 1560, 87th Legislature, Regular Session (2021), requiring the department to conduct risk-based inspections that prioritize inspections based on key risk factors.

The adoption justification was published in the January 6, 2023, issue of the *Texas Register* (48 TexReg 36) and is available online. The updated rule chapter will be available on the Secretary of State website upon its effective date of January 15, 2023.

How to File a Complaint

Please file a complaint with TDLR alleging unlicensed practice if you have evidence that a person or business with a revoked license is continuing to advertise or perform services that require a license in Texas.

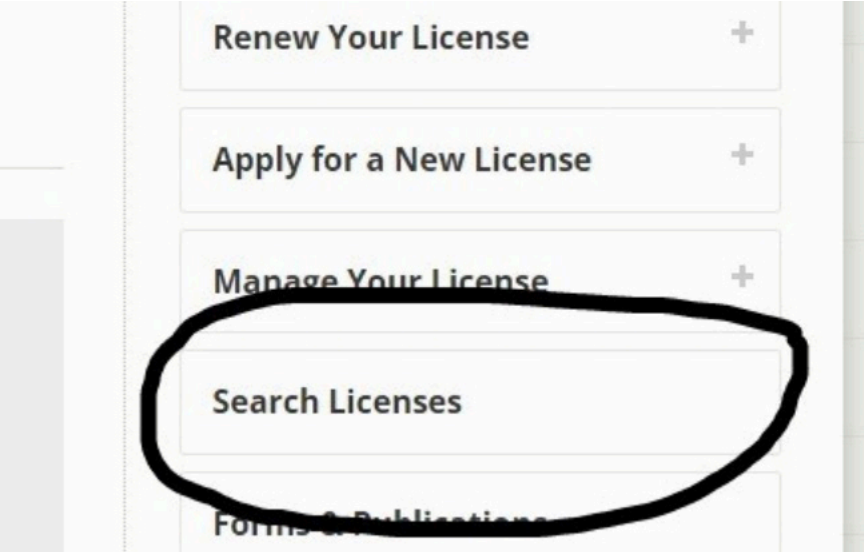
You can file a complaint online for most TDLR programs at <https://www.tdlr.texas.gov/complaints/>. You will be asked to choose whether you are filing a complaint against a licensed or an unlicensed person or business. If you are unsure about whether the person or business holds a TDLR license, use the unlicensed link.

Although TDLR accepts anonymous complaints, you must provide your name and contact information when you submit the complaint if you want to receive information about the status or progress of your complaint.

Please note that if your complaint does not allege a violation of the law or rules or does not include enough information for TDLR to investigate the allegations, TDLR will not open a complaint.

Read more about TDLR's complaint investigation and resolution process at <https://www.tdlr.texas.gov/investigation.htm>

Go Online to Verify, Renew or Apply for Your License



Do you need a verification of your license? You can do that online at <https://www.tdlr.texas.gov/verify.htm>. Find the link on the right-hand side of your profession's program webpage.

Reminder: Most licensees can renew online at <https://www.tdlr.texas.gov/services.htm#apply> using a credit card instead of mailing in a paper form and a check whenever possible, as online renewals are automated and processed within a week of receipt.

Applicants for new licenses should check the TDLR website to see whether their license type allows for original applications to be submitted online at <https://www.tdlr.texas.gov/services.htm#apply>. If so, they should apply online and submit documents electronically to help speed up the licensing process.

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Recent License Revocations

These licenses were listed as “Revoked” by TDLR as of the production date of this newsletter. After that date, you can verify the license status online at: <https://www.tdlr.texas.gov/verify.htm>. For more information on each order, you can look at the Safeguarding Consumers page on our website.

Information on this page provided by On the Level, the TDLR Building Trades Newsletter January 2023

Name	Program	Location	License Type
PEREZ, JUAN C	ELECTRICIANS	Mission	Revocation
COULTER, MICHAEL R	ELECTRICIANS	Livingston	Revocation
PADGETT, DAVID CHASE	ELECTRICIANS	Pflugerville	Revocation
PINEDA, JORGE ALBERTO JR	ELECTRICIANS	Houston	Revocation
WHITING, FLOYD C	ELECTRICIANS	Fort Worth	Revocation
DAIGLE, DAMIAN J	AIR CONDITIONING & REFRIGERATION	Jersey Village	Revocation
FOBBS, TERRANCE	ELECTRICIANS	Houston	Revocation
HAIN, NICHOLAS O.	ELECTRICIANS	La Porte	Revocation
HERNANDEZ, JUSTIN L	ELECTRICIANS	Round Rock	Revocation
JENSA INC.	ELECTRICIANS	Greenville	Revocation
LEE, JEREMY CORTEZ	ELECTRICIANS	Cedar Park	Revocation
MARROQUIN, EDGAR L	ELECTRICIANS	Balch Springs	Revocation
MATA, ISAAC A	ELECTRICIANS	Harker Heights	Revocation
NAPOLEON, TRAVIS BLAKE	ELECTRICIANS	Fritch	Revocation
NEMATZADEH, SINA	AIR CONDITIONING & REFRIGERATION	Austin	Revocation
PACHECO, ISAAC M	ELECTRICIANS	San Antonio	Revocation
THOMAS, ERIC S	ELECTRICIANS	Georgetown	Revocation
WALKER, EDWARD MARK	AIR CONDITIONING & REFRIGERATION	Fort Worth	Revocation
WAUGH, KYLE D	ELECTRICIANS	Pflugerville	Revocation

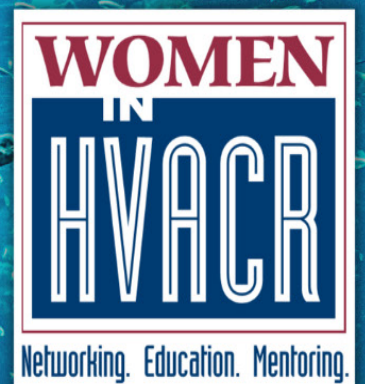
Permanent Injunctions

Name	Program	Location	License Type
HOLLOWAY, JOSHUA J	Electrician	Spring	Electrical Contractor
SMITH, DANNY BRYAN	Air Conditioning & Refrigeration	Spring	ACR Contractor and Electrical Contractor

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Single-Family Starts Edge Higher as Multifamily Production Weakens

Washington, DC- Single-family housing starts posted a double-digit percentage gain in December, but production is running well below a rate of 1 million units annually, indicating ongoing weakness in the housing market as high construction costs and elevated interest rates continue to present affordability challenges.

Led by a decline in multifamily production, overall housing starts decreased 1.4% to a seasonally adjusted annual rate of 1.38 million units in December, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The December reading of 1.38 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts increased 11.3% to a 909,000 seasonally adjusted annual rate, but are down 25% compared to December 2021. The multifamily sector, which includes apartment buildings and condos, decreased 19% to a 473,000 pace.

Total housing starts for 2022 were 1.55 million, a 3% decline from the 1.60 million total from 2021. Single-family starts in 2022 totaled 1.01 million, down 10.6% from the previous year. Multifamily starts (5+) in 2022 were up 14.5% compared to the previous year and exceeded a 500,000 annual pace for the first time since the Great Recession.

“Even though single-family starts are up on a monthly basis, permits indicate that the housing market will slow

down further in 2023,” said Jerry Konter, chairman of the National Association of Home Builders (NAHB) and a home builder and developer from Savannah, Ga. “We expect a sustainable decline for mortgage rates in the second half of this year, which should lead to a housing recovery in 2024.”

“The decline in single-family permits indicates that builders are slowing construction activity as interest rates have spiked in recent months,” said Danushka Nanayakkara-Skillington, NAHB’s assistant vice president for forecasting and analysis. “Starts began on a strong footing in early 2022 but fell back in the latter part of the year as higher costs led to a pause in home building activity and affordability conditions worsened for home buyers.”

On a regional and year-to-year basis, combined single-family and multifamily starts are 5% higher in the Northeast, 5.7% lower in the Midwest, 1.6% lower in the South and 7.2% lower in the West.

Overall permits decreased 1.6% to a 1.33 million unit annualized rate in December and are down 29.9% compared to December 2021. Single-family permits decreased 6.5% to a 730,000 unit rate and are down 34.7% compared to December 2021. Multifamily permits increased 5.3% to a 600,000 pace.

Looking at regional permit data on a year-to-year basis, permits are 13.6% lower in the Northeast, 3.4% lower in the Midwest, 2.4% lower in the South and 8.3% lower in the West.



John McKenzie, President, Winsupply Inc. is Retiring

Dayton, OH – It was announced that Winsupply Inc. President, John McKenzie, will retire effective February 28, 2023, after 27 years with the company.

“John famously lived our culture, grew our organization, and expanded and improved our bench strength more than anyone before him has ever done,” said Rick Schwartz, Chairman of Winsupply. “He has prepared the current leadership team well for the opportunities ahead.”

McKenzie began his career at Winsupply in 1996. Over the years – through his leadership in the support services companies and Sourcing Services, and as president of Winsupply beginning in March 2020 – John has achieved much. Under his leadership, the number of local company entrepreneurs increased from 609 to 652, and three new regional distribution centers were added. McKenzie also helped to guide and grow Winsupply through the challenging times of the coronavirus pandemic.

“There is no doubt that John is leaving the company in a much better condition than he found it,” said Rick. “Today, Winsupply is in a position of strength to continue to grow and prosper. All of us at Winsupply are grateful to John for his lasting contributions and the legacy he leaves.”

The Governance Committee of the Board of Directors of Winsupply will now begin its work to find John’s successor.

PHCC Announces Change in Staff Leadership



As of Jan. 6, 2023, Mark Ingrao is no longer the chief executive officer of the Plumbing-Heating-Cooling Contractors—National Association (PHCC). We wish him the best in the future.

Former PHCC Educational Foundation Chief Operating Officer

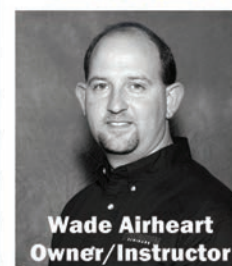
Cindy Sheridan, CAE, has been named PHCC’s interim chief executive officer. Sheridan joined PHCC as the membership director in 2000 and became the Foundation Chief Operating Officer in 2010.

“We are delighted to have Cindy serve as staff

leader for our PHCC team,” said PHCC President Dave Frame. “She is a well-respected professional who knows our association and industry well. Her extensive knowledge and expertise will help guide us as we collaborate together to build the future for our industry.”

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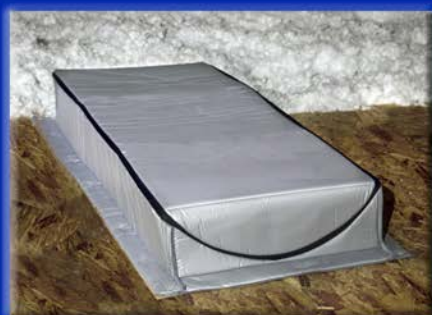
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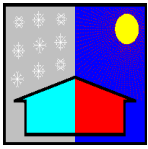
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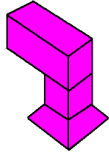
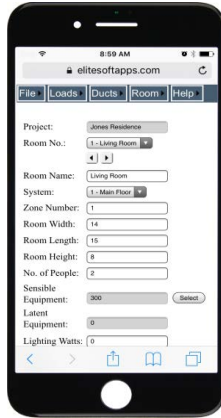
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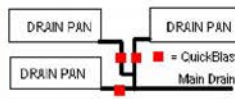
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(713) 691-5170

HOUSTON - SOUTH
5801 SOUTH LOOP E.
(713) 738-3800

HOUSTON - WEST
5248 BRITTMORE ROAD
(713) 849-4070

SAN ANTONIO
3835 STAHL ROAD
(210) 656-6900

SAN ANTONIO
6814 ALAMO DOWNS PKWY
(210) 457-5272

SPRING
601 SPRING HILL DR.
(281) 907-5000

STAFFORD
10155 MULA ROAD
(281) 977.6980